Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 23, 1914

Number 1618

The Loom of Life

I sit to-day at the loom of life
And weave and weave and weave;
The warp is laid by hands divine
But the weft is where I grieve;
For every moment in every day
The shuttle flies through and through,
And patterns I scheme with the dreams I dream
Are made up by the things I do.

I am not to blame for the warp I tread
The threads are already set,
But my duty lies as the shuttle flies
In the fabric I'm weaving yet.
Smiles and tears, kind words and fears
Are wound on the bobbins I wind;
And every slanderous word is there
And every word unkind.

And every act I would fain forget
And the thoughts that were dark and vain
I view in the fabric of life I weave
And see them and see them again.
And I sit and weave with an aching heart
And a world of intense regret;
And tears fall fast as I view the past
And I pray that I may forget.

But out of repining and soul recoil
I look in the future and see
My life stretched out in its future plan
And a new hope comes to me.
I know not the length of the warp I view
I know not my given span;
But into the fabric I yet may weave
I'll put the best I can.

Smiles and kindness and patient care,
Unselfishness, service and love;
Harmony, sunshine, faith and hope,
And thus my contrition prove.
When the throw shall fall from my nerveless hand
And the shuttle lies at rest,
May I hear the voice of the Master say—
"You have done what you thought was best."

William J. Robinson.

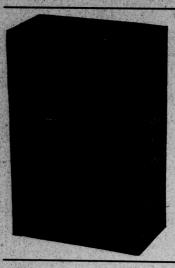
The Wisdom of Folly

A wise man came to the end of his days,
And he saw his life laid bare:
The deeds he had done in his wise, wise ways—
And one little folly was there.

The works he had wrought, the thoughts he had thought, In a big, big ledger were;
And The Angel Who Waits at Heaven's gates
Was striking a balance fair.

There was page and page of deed so sage
On the debit side of sin;
But the folly stood to the wise man's good;
And the Angel said: "Come In!"

Owen Oliver.



Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton

Each carton contains a certificate, ten of which entitle the dealer to

ONE FULL SIZE CARTON FREE

when returned to us or your jobber properly endorsed

PUTNAM FACTORY, National Candy Co. GRAND RAPIDS, MICH.

Good Yeast Good Bread Good Health

Sell Your Customers FLEISCHMANN'S YEAST

FLOUR

is the cheapest food product on the market

OUR WELL KNOWN BRANDS

Ceresota—Spring Wheat Red Star-Kansas Hard Wheat Aristos or Red Turkey Fanchon-The Kansas Quality Flour Barlow's Best Michigan Winter Wheat Barlow's Old Tyme Graham

Call up our Flour Department for some attractive prices.

Judson Grocer Co. The Pure Foods House

GRAND RAPIDS

MICHIGAN



When You Want Something Particulary Nice-

You can always depend upon K C not to disappoint you. The double raise makes doubly certain—nothing is left to "luck." If the batter is a little thin, K C will raise it light and feathery and it will be all the better. Jarring the stove or turning the pan around makes no difference—K C sustains the raise until baked.

When there's a birthday or wedding cake to bake, or refreshments for reception or party to provide, take no chances—

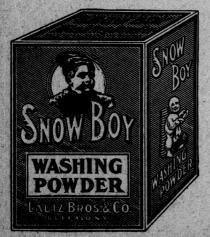
Use K C

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 self standard goods particularly if they comply with the Pure Food Laws and pay a profit. Of course you sell it.

JAQUES MFG. CO., CHICAGO



SNOW BOY WASHING POWDER 24s FAMILY SIZE

through the jobber-to Retail Grocers

25 boxes @ \$3.60-5 boxes FREE

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

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.

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

Lautz Bros. & Co.

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 23, 1914

Number 1618

SPECIAL FEATURES.

- SPECIAL

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CROSS CURRENTS IN TRADE.

So many cross currents in trade are encountered, as a result of the conflicting influences created by the war, that it is difficult to describe in any one distinctive term the situation. In many lines of business a state of paralysis exists. Bank clearings are running below the corresponding time last year; new enterprises requiring large bank accommodation are held in abeyance. To an extent, blockade of certain raw materials from Europe is causing curtailment of manufacturing. These are the visibly unfavorable factors. Yet despite this array of discouraging conditions and symptoms, our market is far from being in a pessimistic mood, and it notes many evidences of business activity growing out of the European conflict.

Taking industry as a whole, the blight upon business caused by the war is unmistakable. Industrially, Grand Rapids is not operating at 50 per cent. of normal capacity. Inability to obtain the usual credit facilities, rather than breakdown of international business intercourse, is responsible for much of this inactivity. Partly for this reason, nobody seems able to gauge the future, and this uncertainty has brought with it increasing tendency to operate cautiously. This mood has extended to individuals. Even those who have suffered no reduction of income are cutting down living expenses. They seem to become apprehensive as they see costs advancing. Influence of the unsettled conditions finds reflection, for one thing, in a decided falling off in building operations.

But it must again be pointed out that all this attitude is precautionary, rather than adoptions of a policy expected to be lasting. Everybody is watching for some definite turn in the war zone. If our Government's tentative efforts at mediation were to result in anything, a wholly new situation would naturally be created. But expectation of such early termination of the war, which was rather general before the German advance

on Paris, is to-day hardly entertained at all. The prevalent feeling at present is that the conflict must now go on until Germany is decisively defeated.

If for this reason the present war should be long continued, it is the judgment of observers here that the business world will adjust itself, by adoption of makeshifts and temporary expedients whereby it will be able to pursue its course without any serious embarrassment. This theory is based on the fact that enforced economies and depleted stocks of merchandise have brought the country to a point where actual necessities and replacement needs must soon assert themselves.

THE PRAYER FOR PEACE.

The President's proclamation suggesting that on Sunday, October 4, the people of this country unite in invoking the Deity in the interest of peace in Europe, while it shows his hatred of war and his compassionate spirit, suggests, nevertheless, certain questions: If this war be the awful calamity which we think, why wait until October 4 to ask for the interposition of the Almighty? Why not petition Him at once, or, if some concert of action is necessary, on Sunday next? May not the proclamation reawaken the old controversy as to the value of prayer? Tennyson, in his Idylls of the King, says:

More things are wrought by prayer Than this world dreams of.

Francis Galton and John Tyndall denied it all efficacy except the reflex effect upon the petitioner. The prayer in the Garden of Gethsemane, the greatest recorded in history, closed with the memorable words: "Nevertheless, not as I will, but as Thou In this spirit those who believe in an over-ruling Providence should address their petitions to Him. If war springs from the selfishness and wickedness of mankind, why not invoke the Deity at once to bring all selfishness and wickedness to an en.1? Why should He limit His beneficent activities to the stoppage of war in Europe? If the One invoked is allpowerful and all-wise, why not ask Him immediately to usher in the era of peace and goodwill among men?

It may not be irreverent to recall Lord Palmerston's reply to the Presbytery of Edinburg, when they wished a day of fasting and prayer set aside, that they might implore Heaven for relief from the cholera. The Home Secretary reminded the clergy that the affairs of the world were governed by general laws on the observance of which the weal or woe of mankind depends. Every student of history knows that the present European war is the result of causes that have been operating for many, many years. As Walt Whitman says: "The law of the past cannot be eluded." Nor could there be any lasting peace until the forces of evil have been decisively defeated. The map of Enrope may have to be remade and dynamic changes occur before real peace is assured. We are on the eve of big things, but beyond the veil there is a light.

Senators Burton and Kenyon have won a great victory in the reduction of the Rivers and Harbors bill apprepriations from their original total of \$53,000,000 to \$20,000,000. This triumph is the more remarkable in that it follows a proposal by the Commerce Committee to make the amount \$35. 000,000, a proposal that was rejected by the opponents of the bill as it stood originally, but which must have been felt by those in favor of it as a generous concession. In fighting against the bill as it came to the Senate, the filibusters, although they are Republicans, have really been doing valiant service for the Democrats. Nothing would have constituted such a vulnerable point of attack against the dominant party in this fall's campaign as an old-fashioned Rivers and Harbors bill. Even if the President had vetoed it, the willingness of the House and Senate to put upon the White House the responsibility of protecting the Treasury from such a raid would have afforded Republican and Progressive campaigners a better weapon than they will now have. To have come into power after sixteen years under a banner inscribed "Forward-looking," and to have crowned an excellent legislative record with a backward-looking "pork barrel bill," would have been to forge a sword for their enemies to use. There is a suggestion that this slashing of the appropriations is only temporary, and that the questionable projects now abandoned will come up again next session. It is hard to believe that the Congressional leaders can be so stupid; but if it should turn out that they are, they should be made to know by protests from every part of the country that by such action, as shameful as it ought to be obsolete, they would be courting disaster.

The man who spends much time looking on the dark side of things is not likely to find out that there is a bright side.

Occasionally it is cheaper to move than to try to live it down.

The silent watches of the nightthose we forget to wind.

"BAT THE RAT" WEEK.

And now we have "Bat the Rat" week. It originated with Dr. S. J. Crumbine, Secretary of the Kansas State Board of Health, who was recently elected as head of the Food Officials' National organization. Dr. Crumbine launched the enterprise at the recent Kansas State Retail Grocers' convention. and the first week of October was set as the time for the great combined rat extermination campaign.

According to statistics compiled by Dr. Crumbine, there are 1,700,000 rats in Kansas which are costing the State \$3,400,000 annually. Dr. Crumbine says that the only way to entirely get rid of the rat is by rat proofing buildings, by which their food supply is entirely cut off.

The Tradesman suggests that on Sunday, October 4, the day set apart by the President for prayers peace, collections in all the churches in the country be devoted to the immediate use of the Red Cross in its work of humanity in the warravaged countries of Europe. It is sincerely to be hoped that the ministers of religion, of all creeds and sects, will pay heed to this most admirable suggestion and act upon it promptly and earnestly. Usually it is extremely difficult to center upon a given benevolent purpose the attention of millions of people throughout the country, with sufficient effectiveness to bring about immediately a great material result, but such is not the case in this instance. The President's designation of the day will, undoubtedly, result in a general observance of it for the purpose he named. The thoughts of ail our people will on that day be fixed upon the idea of America's peculiar duty and opportunity as a representative of humane endeavor in this time of fearful trial for the nations of Europe. Unless that sentiment is who!ly insincere, there must be millions of men and women who will be glad to attest its genuineness by contributing from their means, great or small, towards works of mercy for which, however generous the response, the resources cannot begin to be as great as the need. Let every minister of religion feel that upon him it is incumbent to place before his congregation a duty which many of them will surely be glad to perform, and the fulfilment of which will bring untold blessings to millions of human beings in direct need of succor.

Few men achieve perfection in salesmanship-or in anything else. Still, perfection is the thing to be striven for.

The income tax will no doubt produce a big crop of strange bedfellows.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 21.—Byron C. Campbell, one of our leading citizens and music dealers, also a candidate for county treasurer, had a narrow escape from drowning last week when the launch Ora Endress cap-sized near Grand Marias. It was one of the worst storms of the season at Whitefish when the small craft, loaded with fish and supplies, tried to make the turn into Grand Marais. Her cargo shifted, turning the boat on her side. There were nine persons on the boat at the time and the passengers and crew had barely time to get into the small boat which was launched without oars, and had it not been for the lighthouse keeper noticing their michae the active party. been for the lighthouse keeper noticing their mishap, the entire party might have perished. Mr. Campbell states that Captain Carlson and two volunteers were much to be commended for their bravery, as it was almost impossible to launch a boat beyond the life saving station, but the three mentioned volunteered to risk their lives in order to make the rescue which was finally accomplished. rescue which was finally accomplished and the entire party taken ashore where every possible assistance was given by the lighthouse keeper and his wife for the comfort of the sur-

his wife for the conflort of the survivors.

G. E. Van Dusen, of the Electric Co., met with an accident which has been so often repeated before here in cranking an automobile. Mr. Van Dusen claims to be somewhat of a kicker himself but he found one crank that kicked harder than he could and that kicked harder than he could and as a result he has a broken arm in memory of a pleasure trip to the country last Sunday.

The new motor cop at the Sostarted in last week by doing a fine stroke of business in arresting a numeric plant.

stroke of business in arresting a num-ber of leading citizens who exceeded the speed limit in the city limits. This the speed limit in the city limits. This seems to have been a common occurrence among auto enthusiasts to move along at a lively gait without any restriction, but the recent arrests have had a marked effect upon chauffeurs who are seemingly contented to glide along now so as not to exceed the regulation speed limit.

G. F. Turner, a well-known business G. F. Turner, a well-known business man in the Canadian Soo, died last Sunday. Mr. Turner was a prominent contractor. The deceased was born in the township of Flos, in Simcoe county, and had been a resident of the Canadian Soo for the past fifteen years, his former home being in Hillsdale, where his relatives now reside; also a brother-in-law, Wm. Martin, a prominent lumber merchant. The deceased leaves, besides his widow, two sons and one daughter, all of whom reside at home. The family have the sincere sympathy of their many friends.

ily have the sincere sympathy of their many friends.

Wm. J. Miller, proprietor of the Fountain House, also conducting a large men's furnishing goods store, has been doing a very successful business this summer and has purchased the Blumrosen residence, on Spure street. where he expects to reside. Archie W. Miller, formerly of the Fountain House, has returned from Manitoba and hereafter will be in charge of the hostelry.

Sturgeon seem to be a thing of the past in the waters around the Soo. The last account we have of same was twenty years ago, when a 35 pound sturgeon was speared in the Edison canal tail race.

Mrs. Green, a passenger on the

Mrs. Green, a passenger on the steamer Chippewa, which arrived here last Saturday on her last trip, missed her footing in stepping on the gang plank while leaving the steamer and dropped into the water. Fortunately, one of the deck hands witnessed the mishap and impediately inspect. mishap and immediately jumped into the water to the woman's rescue and succeeded in bringing the lady to the surface, where they were both lifted from the water without any serious results. Dr. Winslow was immediately notified and he arranged to have the lungmotor sent from the Union Carbide Company's plant, but it was not needed. Mrs. Green is 63 years of age and seems none the worse for the experience the experience.

the experience.

The many friends of G. A. Forrester, formerly traveling soap salesman for Swift & Co., who later was promoted to general salesman in Iowa, was married in St. Louis, August 12 to Mrs. M. K. Connolly, of Detroit. They expect to make their home in Des Moine and their many friends in the Unper Peninsula experience. friends in the Upper Peninsula ex-tend congratulations for a bright and prosperous future.

Capt. Roberts says: "The greatest

Capt. Roberts says: "The greatest asset a salesman can have is an agreeable personality. No one wants to deal with a grouch."

Many a man has let a good job get away from him, because he harbors the delusion that there is no one capable of filling his place.

Mark Brown, the veteran traveler of Michigan, made the Soo an official visit this week and his many friends were pleased to see him looking so well. Mark always wears that pleas-ant smile that never comes off, when greeting his friends, and says that the war has not put the wholesale druggists out of business as yet. They are working harder than ever trying to invent drugs that will replace the kind made in Germany. He can see a monopoly of the United States if

F. Watson, of Pickford, was a visitor to the Soo last week, taking back a large load of fruit with him in his

Wm. Kirkbride, of Pickford, was a business visitor in the city last week. Bill says business is fine at Pickford, as this has been one of his

Pickford, as this has been one of his busiest seasons.

Frank H. Laundy, one of our careful chauffeurs and business men here, while bringing in four friends from Hessel last Sunday, crashed into a Maxwell car, which brought the autos to a sudden halt, but not in time to avoid tearing the front wheel from the Maxwell car and otherwise crippling the machine. The accident happened three miles north of Pickford. Mr. Laundy was going only twenty miles an hour when passing the auto pened three miles north of Pickford. Mr. Laundy was going only twenty miles an hour when passing the auto or he would have taken off the other side of the car as well. It pays to drive slowly, especially on the country roads. C. C. Collins, of the firm of Collins & Marriott, went to the rescue by taking off a wheel of the W. J. Attchison Maxwell and brought the party safely into port.

We will hear more of Clyde W.

the party safely into port.

We will hear more of Clyde W. Hecox, the popular editor of the St. Ignace News, now since he has taken the managership of the F. T. McDonald campaign, who is the Democratic nominee for Congress in the new eleventh district. Mr. Hecox is a noted general in the campaign field and will be a close second to Kaiser William in the coming battle.

It is reported by the Montreal pa-

It is reported by the Montreal papers that the Canadians shot at an aeroplane which flew over the Canadian ship canal at the Soo in compliance with the general order of the pliance with the general order of the dominion government. This, however, was not the case, as there is no report of any one seeing the aeroplane in this vicinity since the war. It might be well, however, to take the warning in case there should be any trial trips made in this territory to keep away from the Canadian border during the present conditions.

The cut in the harbor represents

The cut in the harbor appropriation by the Government may possibly have effect at the Soo to a certain extent. However, the work on the new lock is being rushed, but the fourth lock will probably not be finished in the time figured on. It is hoped that conditions will change so as not to

handicap the work any longer than

handicap the work any longer than necessary.

Sam Yalomstein, Jr., member of the firm of Yalomstein Bros., proprietors of the Hub clothing store, has just returned from a ten day visit in Detroit, where he witnessed some fast driving during the automobile races. Sam is somewhat of a speeder himself and is working hard to succeed Max Schonomen, alias Barney Oldfield, who has since retired. Mr. Yalomstein is succeeding fairly well Yalomstein is succeeding fairly well and he had to contribute the usual fine for speeding last week. Howfine for speeding last week. How-ever, Sam has not lost courage and

ever, Sam has not lost courage and states that he can go some yet.

H. F. Wenzel, of the Wenzel Lumber Company, Fibre, was a city visitor this week.

E. W. Haugh, the Ozark lumberman, motored to the Soo in his runabout last week on a business trip.

R. G. Ferguson, President of the Soo Hardware Company returned to the Soo last week after a week's visit

with his daughter at Winnipeg.

Mr. and Mrs. D. K. Moses, of New
York, paid the Soo a visit last week.

Mr. Moses is proprietor of the Lead-Mr. Moses is proprietor of the Leauer store here, one of the largest dry goods and furnishing goods stores here in Cloverland, the business here being in charge of David Ellisoff, who is considered one of the bright est young men of modern times. Mr. who is considered one of the bright est young men of modern times. Mr. Ellisoff has taken over the general management of the Leader, while Mr. Moses is devoting his time to his interests in New York, being a frequent visitor here. Their many friend are always pleased to see them, as Mr. Moses was one of our energetic business men here and he will always find a warm spot in the hearts of the find a warm spot in the hearts of the

Sooites.

J. C. Barnhisel, local manager of the Pittsburg Coal Co. entertained as his guests last week, E. J. Taylor President of the Pittsburg Coal Co. of Pittsburg, and General Superintendent Donaldson, of Cleveland. Mr. Barnhisel took them for a trip on the steamer Elva to Lime Island, where an inspection of the company's hold-

an inspection of the company's holdings is being made.

The many friends of Ed Mondor, of Niagara Falls, formerly of the Soo, are pleased to meet him while on his visit here. Mr. Mondor is head of the purchasing department of the Union Carbide Company, of Niagara Falls. He was one of our brightest young men, working gradually up the ladder and success has crowned his efforts.

Captain Wilson, who is traveling around the world, visiting every country on a wager of \$10,000, paid Dafter a visit last week. He was on his way to Minneapolis and from there expects to go to Seattle, where his long journey ends.

Fred Avery, one of the leading grocers at Maxton, Drummond Island, called on his Soo friends this week. Mr. Avery reports the usual activity in business conditions on the Island and he is looking for a good winter. There is much timber to be cut as yet which will help the merchants to keep busy for some years to come.

Andrew Westin, one of Newberry's leading grocers, received a full car of fruit from Grand Rapids last week which he is distributing among his numerous customers and from all ac-counts there will be no fruit famine at Newberry during the coming win-ter, as the supply was ample to fill up the jars of his numerous custom-ers who had been anticipating this shipment for some time.

A. H. Eddy, proprietor of the Eddy emporium, put on a fair of his own last week. After unloading an entire boat load of fruits, consisting of apples, pears, peaches, and other fruits, also vegetables, in front of his large store, the display was piled up on special prepared platforms, so as to give it the best appearance possible, and when completed it made

an exhibition that would be a credit to Chippewa County's Agricultural Fair. This was the greatest display of fruits and vegetables shown at Mr. of fruits and vegetables shown at Mr. Eddy's store here in years, which necessitated his putting on a night crew and the Eddy fair has been going on day and night during the past week and will possibly last another week. Mr. Eddy buys about 100 per cent. more than it seems possible to sell, but he seems to get away with it, nevertheless, and he has always made a success in all his undertakings and his large store is not only a credit to himself but to the entire county.

William G. Tapert.

Mighty Madcaps From Muskegon.

Muskegon, Sept. 21.—At last we have obtained that for which we so long sought—a pennant for Muskegon. On Saturday Muskegon defeated Ludington, its closest competitor, by a score of 1 to 0. The game was close, each side obtaining four hits. Just to rub it in, our team turned around and defeated Ludington the first Sunday game to a tune of 6 to 3. first Sunday game to a tune of 6 to 3, thanks to Skinny Reynolds, our thanks to pitcher.

We lost the second game by 4 to 0. Ve should fret.

We lost the second game by 4 to 0. We should fret.

The teams were invited to attend a boxing match at Grand Rapids and all the players attended.

Some time next week the fans are going to give a banquet to the team in honor of the pennant.

Next week will start a post season series with Saginaw for the championship of Class D. league ball in Michigan. Michigan.

Leo Spellman, of Runner & Spellman, of Shelby, is passing cigars out in honor of a new born son. Leo is going to make a baseball pitcher out

going to make a baseball pitcher out of the youngster.

That Kronic Kicker at Mears is some busy chap. He even gives his paper orders on the run.

John Sharp was hurt in a runaway accident at Ludington. It is reported that he is on the road to recovery and will soon be on the job again.

We were all grieved to hear of the death of Mrs. Carl Stollberg, wife of Carl Stollberg (M. Piowatty & Sons).

Mrs. Stollberg has been ill for about two years. We offer our sympathy to Carl.

At our last meeting Herman Anderson, E. P. Monroe and Ernest Weltton were put on the entertainment committee for our October meeting. All Muskegon members and their wives are invited. The committee has promised a good time to all and say every one will get a good feed. In view of the fact that these boys are working hard to make this meeting a success, we are going to ask every 404 member to be on hand. Do your part and come. The committee will do theirs. do theirs.

do theirs.

Chas. Corey, Bert Waalkes and the writer were visitors at the Holland fair last week. Everyone who attended claimed it was one of the finest fairs staged in Michigan and were glad they came. The John Getz exhibit was worth the price alone. Mr. Getz had some of the finest vegetables and prettiest flowers one could wish to see.

Our friend, Jake Kuite, of J. Kuite & Son, won the 200 yard race with his horse Rosewood. You could see that famous smile spread over Jake's face (the same kind he uses when some one pays him a dead account) when he told about it.

when he told about it.

Don't forget to vote NO on the proposed insurance amendment. If this amendment passes, the U. C. T. will be driven out of Michigan.

Pin this in your hat: I'm going to that October meeting, third Saturday in October.

James E. Lyons was elected sentinel at the last meeting.

Milton Steindler.

Many a man gets left because he doesn't do right.

Saginaw Correspondent Makes His Initial Bow.

Saginaw, Sept. 21.—Saginaw Council held its first meeting of the season or since June and in response to the appeal of Grand Counselor M. S. Brown, all travelers residing in Saginaw were invited to be present and responded in goodly numbers and listened to Mr. Brown in a very able presentation of the proposed amendment to the State constitution and its deadly effect on all fraternal inpresentation of the proposed amendment to the State constitution and its deadly effect on all fraternal insurance societies. Wm. Williams, who respresents the Foresters, was also present and gave a very able discussion on the proposed amendment. Saginaw Council passed resolutions condemning same and resolved to use all means in its power to defeat same at the election November 3, 1914. We then adjourned to the dining room, where Caterer Creed had a very elaborate and inviting banquet prepared for the travelers present, nearly 200 in number. It is needless to say that the provender set before us speedily disappeared. After cigars were passed, we were very ably entertained by Bros. Metavia, Conaton, Hall and several others until the clock said it was nearly Sunday and time to return to our families, which we did, feeling that we had all had our money's worth.

It was announced by the entertainment committee that they had made arrangements for a series of U. C. T. parties for the coming winter and other entertainments to keep all busy for the year.

A membership contest was started,

other entertainments to keep all busy for the year.

A membership contest was started, to run sixty days. One team is captained by the one and only Tony Sanyan. The other is headed by old reliable George Pitts, and now it is to be war to the finish. The European war will not be heard of again after these two leaders get their forces moving against each other. Ben Mercer offered to be peace missionary to the warring factions, but both

leaders refused to entertain his over-tures until one side is decisively whipped, so it is war to the end.

The first of the parties will be held
Saturday evening, October 3.

H. D. Ranney.

Honks From Auto City Council. Lansing, Sept. 21.—E. J. Evans, one f our veteran travelers, is making three months' trip through the

Lansing, Sept. 21.—E. J. Evans, one of our veteran travelers, is making a three months' trip through the Western States.

C. S. Waters (Canton Art Metal Works) reports that business is just as good as the weather. In other words, it couldn't be any better.

A large and enthusiastic crowd of U. C. T. boosters gathered at Pine Lake, September 6, in spite of the inclement weather, and thus the fifth annual outing of our Council was a decided success. John Newton, chairman of the committee on arrangements, was on the ground early and had everything in readiness. The athletic contests were pulled off as scheduled, with the exception of the ball game. Many useful and beautiful prizes were awarded to the various winners and everybody enjoyed themselves to the limit. The only mishap to mar the pleasure of the day was the accidental overturning of the boat with which M. E. Sherwood won the race and the consequent sousing of the pilot. Much credit is due the committee on arrangements for the successful termination of this day of recreation and we feel assured that each member of our Council, as well as the members of our Ladies' Auxiliary, appreciate the loyal work of this committee.

Stewart Harrison (Mueller Furnace Co.) has been accepted to the succession between the succession is committee.

mittee.

Stewart Harrison (Mueller Furnace Co.) has been covering his territory since June in an automobile. Recently he met M. L. Moody, another prominent member of our Council, near Suttons Bay, and for several days they traveled together. While rounding a curve in the road close

to the water's edge, they met with an obstruction which disarraanged their steering gear and the car and its occupants shot off into forty feet of water. Both gentlemen are good swimmers and experienced no real difficulty in reaching shore. The car was recovered and repaired and the day's journey completed a few hours late.

late.

Fred Mott (National Grocer Co.) has decided that his car isn't near as fast as he supposed since a smaller man and a smaller car put it all over him recently in an up-hill race.

I expect to be able in the near future to write more and better stuff. I have been out of touch with commercial travelers except as I have met them at the meetings of our Council for more than a year, but I I am expecting to hit the cushions again soon, when I will, I hope, be able to gather more news.

H. D. Bullen.

Big Apple Crop This Year.

Washington, Sept. 21.—Present indications are that the commercial apple crop of the United States this year will be far in excess of that of last year, but less than that of 1912 last year, but less than that of 1912 by several million barrels, according to announcement made to-day by the Department of Agriculture. Department officials say the problem of distribution will be somewhat complicated by conditions arising from the European war.

European war.

Attention, however, is called to the fact that in normal times Europe takes less than 2,000,000 barrels of American apples, and growers and dealers are urged to be optimistic and to make plans to dispose of the supply usually sent to Europe in other ways. It is believed that with judicious handling the home demand may be increased, and the commercial crop be increased, and the commercial crop marketed with relatively fair success

With respect to Europe, exporters are urged to watch carefully the movements of ships and assure themselves of steamship space and a demand on the other side before making this making the state of the state o ing shipments.

Shippers are also advised to stimulate the demand in, and increase their shipments to Latin-America and the Orient, and it is suggested that through co-operation with the Department of Commerce extension of trade in this respect can be accomplished. of trade in complished.

Quotations on Local Stocks and Bonds.

rubile Utilities.		
Quotations only nominal. H	Bid	Asked.
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	13
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%		
honde		00

Industrial and Bank St.
Dennis Canadian Co.
Furniture City Brewing Co.
Globe Knitting Works, Com.
Globe Knitting Works, Pfd.
G. R. Brewing Co.
Commercial Savings Bank
Fourth National Bank
G. R. National City Bank
G. R. National City Bank
G. R. Savings Bank
Kent State Bank
Old National Bank
Peoples Savings Bank
September 23, 1914. Industrial and Bank Stocks. 102 65 140 100 125 220 220 177

Kalamazoo is completing arrangements for a permanent convention bureau whereby gatherings will be handled without recourse to individual solicitation each time.

This Color Makes Money for Farmers

Your farmer customers need

Dandelion Brand Butter Color

Because it will mean more money for them from the sale of butter. You need it because it holds a generous profit for you.

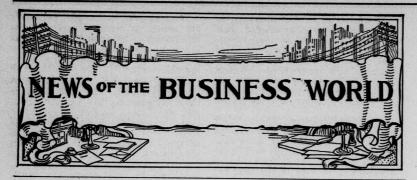
Stock it at once. Push its sale.

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

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

Manufacturers of Dandelion Brand Butter Color

The color with the golden shade



Movements of Merchants.

Sumner—Milton Davis has opened a harness and shoe repair shop. Evart—H. Fisher succeeds Mc-

Evart—H. Fisher succeeds Mc-Lachlan Bros. in the meat business. Cedar Springs—James H. Daily has opened a cigar and tobacco store here. Saginaw—Christ Schaefer has opened a hat store at 219 Genesee avenue.

Detroit—The Sorensen-Frank Nut Co. has changed its name to Detroit Nut Co.

South Haven-William H. Claffin succeeds Arthur Booze in the grocery business.

St. Johns—E. E. Soulby & Son, of Flint, succeed O. G. Plunkett in the bazaar business.

Dryden — Hoenshelt & Son have closed out their meat stock and retired from business.

Escanaba—The Beaver Timber Co. has decreased its capital stock from \$125,000 to \$25,000.

Fremont—The Fremont Canning Co. has increased its capital stock from \$100,000 to \$140,000.

Grand Rapids—The Green Cloak & Suit Co. has changed its name to the Spencer Cloak & Suit Co.

Saginaw—J. D. Keller has opened a clothing and men's furnishing goods store at 110 North Hamilton street.

Grant—Burglars entered the Arthur Sanders jewelry store and carried away goods to the amount of over \$100

Athens—F. A. Weaver, of Battle Creek, has purchased the City Meat Market and will continue the business.

Traverse City—Herman N. Schraeder has engaged in the confectionery and cigar business at 209 South Union street.

Alpena—George Hagen, formerly of Port Huron, has purchased the L. C. Daly meat stock and wil continue the business.

Lansing—E. H. Cheney, wall paper and paint dealer, was married to Mrs. Minnie Bunting of Henderson, September 17.

Holland—The George W. Taylor Co., of Chicago, Ill., dealer in clothing and men's furnishing goods, has opened a branch store here.

Charlotte—Miss Jessie Fisher has resigned at Proud's store to assist her mother in starting a millinery store in the Jackle block.

Lake Odessa — Miss Florence Thornburn, milliner, has purchased the Straus millinery stock and will continue the business at the same location under the management of Miss Helen Stevens

Benton Harbor—The Alger Jewelry Co., retail dealers in jewelry, notions, etc., has been incorporated with

an authorized capital stock of \$4,000, all of which has been subscribed and paid in in property.

Ann Arbor—The Bazley Market Co., conducting a chain of markets in a number of cities, has engaged in business here at 109 East Ann street.

Boyne City—Walter and Benjamin Grobaski have formed a copartnership and engaged in the hardware business under the style of Grobaski Bros.

Allegan—Antonio Caruso, of Holland, has purchased the A. N. Etoll fixtures and store building and will occupy it with a stock of fruit and confectionery.

Croswell—The Straffon Grocery Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and \$8,paid in in cash.

Marquette—Fire damaged the store building and stock of the Swanson Hardware Co. September 18 to the extent of \$1,500. The loss was covered by insurance.

Battle Creek—A. M. Minty has sold his retail cigar stock to Charles Broceus and E. J. Weidenbach, who have formed a copartnership and will continue the business.

Mears—M. R. Ewald, formerly of Pentwater, has purchased the Averill store building and will occupy it about October 1, with a stock of general merchandise.

Detroit—The Albert Cigar Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,700 has been subscribed and paid in in property.

Montgomery—F. E. Abrams has formed a copartnership with J. H. Zimmerman under the style of Abrams & Zimmerman and will engage in the drug business October 1.

Midland—D. G. Mode and Rollin Gordon have formed a copartnership and will open a clothing, shoe and men's furnishing goods store, October 1, under the style of Gordon & Mode.

Detroit—The R. T. W. Auto Accessory Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,100 paid in in cash and \$2,000 in property.

Coral—William J. Woodall has purchased the E. W. Bolio store building and drug stock and will remove his own stock to the new location and continue the business.

Petoskey—The controlling interests in the stock of the Fred Glass Drug Co. are now owned by Fred Glass, he having purchased the Dr. John Pedden holdings.

Calumet — The general store of Mathewson & Johnson was entered by burglars, Sept. 21, and \$15 taken from the cash register.

Ludington—The Waters Hardware Co. has taken over the two hardware stocks of Harry V. Huston and will continues them as branch stores.

Kalamazoo — The J. C. Hatfield Agency, Inc., has been incorporated with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Crystal Falls—The Richards Iron Mining Co. has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

St. Joseph — The Edgewater Club Building Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Grand Ledge—George Van Horn has purchased the interest of his partner, Christopher Glenn, in the Van Horn & Glenn meat stock and will continue the business under his own name.

Bancroft — Ward Devereaux has purchased the interest of his partner, F. W. Kellogg, in the Devereaux & Kellogg foundry and wood working business and will continue it under his own name.

Ishpeming—The Ishpeming Furniture & Hardware Co. has been organized with a capital stock of \$10,000 and will engage in business at the corner of Division and Pine streets about October 1.

Kalamazoo—Arie Van Nerynen, an experienced salesman for many years connected with the Speyers' Ready-to-Wear shop, has taken a similar position with the Chas. E. Gray clothing store.

St. Joseph—The E. S. Havens millinery stock has been taken over by Corl, Knott & Co., of Grand Rapids, and the business will be continued under the style of E. S. Havens & Co., Mrs. A. Veio, of Grand Rapids acting as manager.

Detroit—The Dollar Shirt Shops Co. dealer in men's wearing apparel, has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$500 paid in in cash.

Detroit—The Jiffy Apron Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,700 has been subscribed and \$500 paid in in cash. This concern will engage in the manufacture and sale of overalls, aprons, etc.

Quincy—The Quincy Co-operative Shippers and Buyers' Association has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and \$250 paid in in cash. This concern will raise and deal in livestock and other farm products.

Detroit—The E. M. Harris Co., wholesale and retail cigar and tobacco dealer, has been incorporated with an authorized capital stock of \$10,000 common and \$10,000 preferred, all of which has been subscribed and I8,132.80 paid in in cash and \$10,567.19 in property.

Shelby—The hardware stock formerly owned by O. J. Morse has been purchased by Henry W. Ogden, of Grand Rapids, who will continue the business. Mr. Ogden has had more than fifteen years' experience in the various lines of hardware, of which the last five years have been with Foster, Stevens & Co. of Grand Rapids.

Detoit—The Acme Sales Co., dealer in rubber tires and other automobile accessories, has filed a petition in the United States Court setting forth that it is unable to pay its debts. According to the petition there have been several suits started in the justice courts against the company to collect debts and there are also several notes it is unable to meet. The total liabilities amount to \$10.033. The assets amount to \$6,227.

Marquette—E. A. Daley, Secretary of the Marquette Commercial Club the past ten months, has resigned the post, and will be succeeded by John D. Mangum. Mr. Daley informed the directors of the Club Saturday that he had an opening in St. Louis, Mo., and asked whether it would inconvenience the Club if he left prior to the expiration of the year covered by his contract. They were agreeable to the proposal and took immediate action, as herein noted.

Ellsworth - Delbert E. Clow. of Mill City, Oregon, has purchased the hardware and implement stock of W. A. Boss. Mr. Clow is not a stranger in Antrim county as he was in the business with Judge E. R. Harris for several years before going West. Since he left here he has been in the employment of the Hammond Lumber Co. in charge of its hardware department. Mr. Clow is a young man of sterling qualities and his host of friends and business associates wish him hearty success. The new firm will be known as D. E. Clow & Co. Mr. Boss expects to spend the winter in Florida

Ishpeming - Twenty well-known Ishpeming Finns have organized a stock company that will be known as the Ishpeming Furniture & Hardware Co. It will have a capital stock of \$35,000, all paid in. The lines to be handled are furniture, hardware and undertaking. Mr. Anderson, the Secretary, who has been book-keeper and cashier for the John W. Jochim Hardware company for the past four years, will manage the hardware department and will also keep the accounts. William Jackson, who has been in the employ of William Leininger for a number of years, will have charge of the furniture and undertaking departments. Mr. Jackson is a licensed embalmer. Mike Kultala, the President, is a weilknown Ishpeming business man, while Mr. Salminen, the Vice-President, is a contractor and builder. The other stockholders include some of the more prominent Finns of the city. Messrs. Anderson and Jackson will leave Thursday night for Chicago to purchase goods for the new store. They expect to have part of the stock here next week.



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 quiet. All receipts are absorbed as fast as they come in. Factory creamery is quoted at 30@31c in tubs and 31@32c in prints. Local dealers pay 24c for No. 1 diary, 17c for packing stock.

Cabbage-50c per bu.

Carrots-60c per bu.

Cauliflower-\$1.75@2 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 dox,

Cantaloupes-Osage, 75c per bu. crate; Hoo Doo, 60c per bu crate.

Celery - Home grown, 18c per bunch.

Cocoanuts-\$4.25 per sack containing 100.

Crabapples-\$1.25 per bu. for Hyslips.

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

per bu. Eggs-The market is strong and a

trifle higher. Local dealers pay 24c for candled stock.

Grapes-Both blue and white varieties command 11c per 8 lb. basket; Delawares, 18c per 8 lb. basket; 4lb. baskets crated, \$1 per doz for blue and white and \$1.50 for Delawares. Blue and white grapes in bulk, 60c per bu.

Green Corn-12c per doz.

Green Onions-15c for silverskins. Honey-18c per tb. 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 fb.; filberts 15c per tb.; pecans, 15c per tb.; walnuts, 19c for Grenoble and California; 17c for Naples.

Onions-Home grown are now in large supply at 50c per bu. The buying price on the market ranges around 35c, but many growers are so uncertain over the future that they are offering their crops at 25c if marketed at once.

Oranges-Californias are in ample supply at \$3.25.

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

Peaches-The market is fully supplied with Chiles, Gold Drop, Lemon Trees, Kalamazoos and other standard varieties which find an outlet on the basis of \$1.25@1.50 per bu.

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

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

Pieplant-75c per box.

Plums-Blue Damsons command \$1.50 per bu.; Green Gage, \$1.25 per

Potatoes-Home grown, 75@80c per bu.

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

Poultry-Local dealers pay 121/2c for broilers; 111/2c for fowls; 9c for old roosters; 10c for geese; 10c for ducks; 14@16c for No. 1 turkeys and 12c for old toms. These prices are 2c a pound more than live weight.

Quinces-The price ranges around \$2 per bu. The crop is light on account of the blight.

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

Squash-\$1.50 per 100 lbs. 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-50c per bu.

Veal-Buyers pay 8@14c 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 on the toboggan, raws having declined from 6.27c to 5.77c and refined grades having slumped in proportion. Arbuckle and Federal are quoting granulated to-day at 63/4c. The country is stocked up for some time to come and is not attracted by the moderate recession to date, and probably would not come in were refiners to cut the prevailing basis sharply. It has been the continued operations of the United Kingdom which kept things going of late and these have now dwindled down to swapping against raws held for English account. Efforts to negotiate Philippines against granulated were said to have been futile. But there are those who maintain that with the war prolonged, Great Britain will be compelled to buy our sugar, as its refining capacity is limited and not equal to the consumption. Small shipments of Javas are said to make for a shortage in raws abroad. Beet sugar will be in smaller supply with possibility of the crop being sharply reduced by the campaigning and, in any event, Germany cannot export to any large extent. There is not too

much sugar in sight before new crop sugars are available, and Cuban sugars are practically the only supplies available in quantity, and if the holders of these sugars refrain from competing among themselves they can prevent the market from being forced down, but whether or not they will do so remains to be seen. While there is some export demand for refined sugar, there is none for raw sugar, on account of the limited refining. capacity in England, so that holders have not this outlet to look forward to at the moment.

Later-Telegrams from New York, received as the Tradesman goes on the press, announce that all the New York refiners have reduced granulated to a 63/4c basis.

Coffee-No one is buying except for immediate wants. Coffee has been bought very cheaply in Brazil, both Rio and Santos, and when that coffee gets into this country the effect can hardly be otherwise than depressing, unless it is held in strong Ordinary grades of Brazil hands. coffees are weak, while the better grades are firmly held at a premium, by reason of comparative scarcity. Mild coffees are also weak, by reason of holder's pressure to sell. Java and Mocha are about unchanged from a week ago. Both are steady on a comparatively high basis.

Canned Fruits-There is little business reported in any line, and the general tone of the market is easy, especially in California apricots and peaches and gallon apples.

Canned Vegetables - The warm weather during the last half of the past week seems to have stimulated production, and factories are said to be getting even more stock than they needed. Advices from large packing centers, however, stated that it was not so much the increased output that was impelling packers to make concessions as the need for ready money. Buyers here looking for further concessions placed few orders at the end of last week. The corn pack in this State at least, is large. More enquiry is reported, but the limited offerings restrict business, and the market is quiet but firm. Peas are in a strong position, but the movement in them at present is light. String beans also are firm, although there is no important movement at this time.

Nuts-Spot stocks of Tarragona almonds are light, but a fairly large supply of new crop is expected to arrive in this country soon. Some new crop French almonds have arrived and are offered as soft shell, although they seem hardly to grade up to that kind. They are rather between Tarragonas and hard shell. Importers look for adequate supplies of almonds from France and Spain this season. Walnuts are not so firm, as the trade expects ample supplies. Filberts are quiet and unchanged. Arrivals of Barcelonas are expected here early in October. There is a free movement reported in Brazil nuts on the basis of previously quoted prices.

Cheese-Full cream is steady and unchanged, with seasonable consumptive demand. The market is firm at

present prices. Owing to very favorable weather, the quality arriving is very good. The usual consumptive demand is looked for.

Canned Fish-Stocks of salmon in packers' hands are reported to be closely cleaned up, and second hands seem to have little to offer. However, the demand does not appear to be urgent, and, while the tone of the market is strong, no material advance in prices is to be noted. American sardines are unsettled but without further quotable change. Leading packers are reported to be booking orders for key-opening quarter oils quite freely but disposed to turn down business in keyless goods at the lower prices. The run of fish is reported to be fair, but the cost to the packers is still high. Tuna fish is fairly active and firm, and a fair demand is reported for Japanese crab meat. Lobster is dull, but there is no pressure to sell.

Salt Fish-Mackeral shows little or no change. Prices are fair and available stock, both old and new, still scarce. Some new Norways are in sight, but they will go out at high prices until the situation as to shipping clears a little. Cod, hake and haddock are quiet at steady to firm prices.

Provisions - All cuts of smoked meats are steady and unchanged, with a good consumptive demand. Pure and compound lard are steady at a decline of 1/8@1/4c and with only fair demand. Barreled pork, dried beef and canned meats are unchanged with slightly decreased demand owing to the cool weather.

The sympathy of the trade will go out to C. W. Carpenter, Manager of Gilmore Bros., Kalamazoo, in the death of his wife, who had been a patient sufferer for many years. The life of the deceased was full of kindly, noble deeds and her career will ever remain a fragrant memory in the city of her adoption. Mr. Carpenter's devotion to his wife during her long period of suffering is an eloquent commentary on the character of the man, who spent every hour at the bedside of his afflicted comrade which could be spared from the large responsibilities committed to his care.

Detroit-The Detroit Enclosed Body Co., manufacturer and dealer in automobiles, automobile bodies and accessories, has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed, \$5,000 paid in in cash and \$1,000 in property.

J. L. Beckman, of Beckman & Co., dealers in general merchandise at Le Roy, accompanied by his wife, has been in Detroit the past week purchasing fall goods and going from there to Milwaukee to spend the Jewish holidays.

The drug stock and fixtures formerly owned by Dr. R. Sciotte have been purchased from Don E. Minor and Charles G. Turner by William P. Wolf.

PAY TAXES IN EACH STATE.

Effective Method of Curtailing Mail Order Competition.

Nashville, Tenn., Sept. 22.—We are going to try to get the next session of Congress to pass the enclosed bill to provide revenue for the individual state, as well as require that the mail order and premium houses pay a tax to each state, in which they ship goods in competition to the local retail dealers. We have taken up a big proposition, but we hope by January, 1915, to have interested most of the retail associations of all lines, as well as local boards of trade, in most towns, and we hope that each person interested in this matter, will write us a letter so that we can secure their Nashville, Tenn., Sept. 22.-We are

ested in this matter, will write us a letter so that we can secure their co-operation when we try to secure the passage of this bill.

We are endeavoring to have this bill read by the retail and wholesale merchants of the United States, as well as by the manufacturers. We well as by the manufacturers. We believe that this tax referred to in this bill is legitimate and fair, in that it puts all of the dealers on the same footing as a local retail merchant, for at the present time, out-of-state merchants pay no city, county or state tax, in any state, except where they carry warehouses, etc.

carry warehouses, etc.

It has come to our attention, after investigation, that it is estimated in all lines of retail business throughout the United States that the local dealers secure 77 per cent. of the trade, perishable produce excepted, and that dealers in other states, selling from solicitors and catalogues, secure the other 23 per cent. We believe, that in the preservation of business interests, unless this 23 per cent. be taxed, as are the local dealers, that within a short time all of the business of this country will be done from a few large cities, and the smaller towns will gradually disappear.

There are, at the present time, more

There are, at the present time, more than one thousand mail-order houses in the United States doing a business of over one billion dollars. Some of the individual houses are doing a business of over one hundred million dollars per year.

One of the large mail order houses boasts that it has over six million customers, which is equivalent to every man, woman and child in the State of Illinois, figuring on five persons to the family. This house has families as customers equaling the entire population of one-third of the United States, and while these customers do not make all of their purchases through these mail order chases through these mail order houses, still this business should be secured by the local dealers. This one house is estimated as doing one fittieth part of the aggregate mail order business done in this country. This has all happened in the last thirty years and at the same rate of in ty years, and at the same rate of in-crease, how long will it take for them to have the entire business of this country?

country?

The larger mail order houses started business on a few dollars, selling a few articles, such as watches, pistols, etc., and in the earlier days, were investigated by the postoffice department and on a few occasions the use of the mails was forbidden them. To-day they will sell you a paper of pins, drug sundries, a suit of clothes, a gun, groceries, a furnace, an automobile, a threshing machine or even a made-to-order house.

While drawing support from all

While drawing support from all sections of the country, they pay no taxes in the locality where they secure the bulk of their trade. They support none of the local institutions, while local merchants pay taxes up-on the property owned, as well as for the privilege of doing business, and it is the local merchant who gives support to every civic organization, to the churches, the educational in-

stitutions, and to every public and semi-public affair that stands for the enlightenment and advancement in the community in which he resides.

These things, the public should understand, as well as the merchant. Upon the business of a community depends its population and the value of property therein.

A peculiar thing about the mail order business, of our local communities is that it affects every one, especially

pecially

The Banker, because it reduces the capital invested in business in his immediate section.

The Farmer, because it reduces the prosperity of his immediate town, to which he takes his perishable products to be bought by its populace, and when the prosperity of his town decreases the value of his property declines also clines also.

The Merchant, because his trade is reduced by houses that do not help in local taxes and charities.

The Insurance Man, because insur-

ance on stocks of goods of mail or-der houses are carried in other cities. The Hotels, because if all business

was done through local merchants there would be no more traveling men, and it costs as much to sell a bill in Chicago, as it does in Phoenix,

The Laborer, because it centers la-

bor in larger cities, in which the expense of living is higher.

Summing it all up, the very existence of a local community depends upon the business done therein and

We are in no way trying to restrict the trade of mail order and premium houses, but we realize that the present exemptions to taxes in all the states, counties and towns except where they carry warehouses, etc., is not fair to any one in a local community in which they ship goods.

If you will, we will be glad for you to give the enclosed House Record,

No. 5308, a prominent display and write up in your next issue. You are at liberty to use any part or all of this letter for publication and we will be extremely glad if you will ask all your readers, who are interested in this matter, to write us so that we can have an idea of whom we can rely upon to give assistance to us in the passage of this bill. H. Kai Howse, Sec'y.

The full text of the prepared law

is as follows:
Section 1. That all persons, firms, or corporation in the United States or corporation in the United States which are now conducting, or which may hereafter conduct, a mail order business interstate for the purpose of sciling goods, wares, and merchandise direct to the consumer shall pay a tax of 1 per centum upon the total cash value of all goods, wares, and merchandise sold within any state

Sec. 2. That every person, firm or corporation conducting a mail orbusiness as defined in section one of this Act shall keep in proper books, to be provided by the Secretary of the Treasury of the United States, an accurate and complete account of an accurate and complete account of all goods, wares, and merchandise of every character and description so sold, together with the actual selling price of the same.

Sec. 3. That on the thirty-first day of December, after the passage of this Act, and on the thirty-first day of December, each year thereafter.

this Act, and on the thirty-first day of December each year thereafter, every person, firm, or corporation engaged in such business shall render a full and complete statement to the Secretary of the Treasury, upon blanks to be furnished by him, of the total cash value of all goods, wares, and merchandise sold during the year in the various states of the United States.

Sec. 4. That the Secretary of the Treasury shall determine the amount of the tax to be paid by each

person, firm or corporation (at the rate of 1 per centum upon the total cash value of all goods, wares, and merchandise sold within any state) engaged in such mail order business, and shall give notice of the amount of said tax due and payable, pursuant to the terms of this Act in such manner as in his judgment is most practicable.

ner as in his judgment is most plac-ticable.

Sec. 5. That every persons, firm, or corporation subject to said tax under the provisions of this Act and reporting to the Secretary of the Treasury shall pay said tax on or be-fore March first of each and every year after this Act shall become a

Sec. 6. That the Federal courts of the United States shall have power to enforce the collection of said tax upon the application of the Secretary of the Treasury.

Sec. 7.—That the Secretary of the Treasury shall apportion said tax among the several states in the ratio of the actual amount of goods sold in each state.

Sec. 8. That the tax so apportioned shall be paid by the Secretary of the Treasury to the various state treasurers entitled thereto; said tax to be used in such manner and for such purposes as the said states may such purposes as the said states may by law direct

No Permanent Peace So Long as Militarism Remains.

Detroit, Sept. 22.—As a native of Germany who voluntarily left the Fatherland to secure immunity from the most cruel military terrorism the world has ever known and as one who has no sympathy with men of German birth or descent who are American citzens for the same reason. I am yet who are lighterities of son I am, yet who are lickspittles of the Kaiser and find fault with Americans and right thinking Germans who condemn the Kaiser's war and his barbarous methods of warfare, l condemn the Kaiser's war and his barbarous methods of warfare, I crave a small space in the Tradesman to urge that there be no premature peace. For the United States, as mediator, to bring pressure on the Allies to stop the war before their task is done, would simply give a new lease of life to German militarism and megalomania. There should be no sentimentality on the part of pacificists at this stage. To ask the Allies to pause before they have destroyed the malignant growth of Pan-Germanism would be like asking a surgeon to stop midway in cutting out a cancer. stop midway in cutting out a cancer.
The papers hint that the Berlin

The papers hint that the Berlin bankers are taking alarm and that they and the government will soon be ready to welcome mediation; but, in the interest of civilization, there must be no mediation now. The Kaiser and his bankers saw no sufficient reason for preventing a war which they expected would be paid for by exacting untold milliards from France. For behind all question of imme-

For behind all question of immediate loss of lives and of financial

disaster lies the pivotal question of Pan-Germanist militarism. Since 1871, Europe has paid directly some forty billions of dollars in order to keep up the pace of militarism set by victorious Prussia. Indirectly, the cost has been larger still—and the most fright-ful blow of all to civilization has been the erecting of militarism as thighest ideal of the German people.

It has become not merely an ideal but an obsession—a mania, causing all sorts of people in Germany to drop reason and conscience. The Kaiser and Chancellor regard the most soland Chancellor regard the most solemn compact that governments can enter into as a mere scrap of paper. Professor Eucken, who came over here last year to impart to us an improved religious philosophy and system of ethics, raves at England because she refused, at the request of the Kaiser, to violate a solemn treaty which the Kaiser was equally pledged to keep. Professor Harnack assured the Americans in Berlin that the spiritual existence of Germany was at itual existence of Germany was at stake, and compared the Germans to our Saviour "obedient unto His death on the cross." Obsession can, of course, no further go.

We had the same phenomena the witchcraft delusions. We had it still more impressively in the centuries of religious persecution, when persons as virtuous as Eucken or Harnack believed in destroying, with the more cruelty the more piety, those whom they denounced as heretics. So to-day Pan-Germanist militarism causes its victims to believe that every non-German people must be reduced to subjection or destroyed. reduced to subjection or destroyed. This obsession early attacked the German reason; for, although the Germans proclaimed that they must defend their very existence against the Slav, they immediately hurled their armies against the French and the English.

Not until the obsession of militarism has been pounded out of the Gerism has been pounded out of the Germans in the only way they can understand—that is, in the military way—can peace be thought of. Then even the professors of religion will come to their senses. Then the great patient German people, with their many admirable qualities, will ask themselves in shame and tribulation, whether this ideal of militarism, cunningly exploited for the benefit of the ningly exploited for the benefit of the Hohenzollern dynasty, is what they had a right to expect of national unity. The true greatness of Germany—its poets, its historians, its musicians, s philosophers, its men of science all flourished in the days before the Empire. Empire. The Prussianization of Germany has inevitably led to this most atrocious of wars. There can be no many has inevited atrocious of wars. There can be in peace with this obsession.

Jacob Schlosser.

A young mother imagines the only thing in the house that a burglar would want is the baby.



SIX THOUSAND STUDENTS

How They Are Fed in Our University

City.

Ann Arbor, Sept. 21.—Did you ever live in a university town? A real, genuine university town of the P. T. Barnum or Big Show Type? If not, you can hardly appreciate the changes that take place in its activities. that take place in its activities. now there are signs of awakening showing up all over the city which seem to say something will be doing from now on until next July, when Ann Arbor will need to relax, quiet

down and prepare for another stren-uous nine months. Coach Yost is here, holding any-Coach Yost is here, holding anything but "pink tea parties" on Ferry Field every day. New families are moving in, some to make Ann Arbor their permanent home, because of its reputation as an ideal city in which to live; others to stay only long enough to give their sons and daughters a university education. Business concerns are stocking up and come concerns are stocking up and some re-opening after closing for the summer. Fraternities are getting ready for the rushing season, during which, I am told, the enthusiasm is so great that they can put up the plainest kind of meals and the freshmen think it is like dining at the king's table and what mother used to make is forgotten. But this is only temporary, for before the first semester is over, they are able to tell the difference between oleo and dairy butter and are looking and longing for boxes

This annual awakening and coming back to full life is an experience that only the university and college cities enjoy and acts as a tonic for all who live here. Ann Arbor business men are quickening their step, the homes are dressing up and seem to say wel-come, the University chimes sound sweeter and things are really ready to move.

The opening of the University means 6,000 additional inhabitants for nine months to a city of 17,000 or an increase of one-third its population. It would be a serious problem for most cities of its size to take care of so many for three or four days, to say nothing about nine full months. They are handled here with ease and in a natural way, for Ann Arbor has a reserve capacity that has been growing for years and years and highest standards of rooming and boarding houses are found here.

ring houses are found here.

There are two boarding houses which are models in every way—the Chubb House at 209 South State street, and the Freeman House at 803-807 East Washington. These two houses feed between 500 and 600 students three times and are and on students. dents, three times a day and seven days each week, making between 12,000 and 13,000 meals a week. meals Do not class these men with the ordinary boarding house keeper, for they are keen busi-ness men of integrity and maintain a system which takes into account every detail. George S. Chubb, proprietor of the Chubb House, has been in business for twelve years. He retired once, but after being away for three years, returned and is now back in his old stand. He is genial, being possessed of an even temperament years, returned and is now back in his old stand. He is genial, being possessed of an even temperament and a spirit that will always remain young. Mr. Chubb, whole general manager, has associated. with him John A. Neelands as steward and manager of the dining room. Mr. Neelands has been with Mr. Chubb four years and now enjoys the life and business so well that he refuses to practice law for which he is educated to handle and look after this large dining room of students three times a day. He is always figuring out possibilities and tells me that he could feed the whole German army in Mr. Chubb's dining room, one meal only, allowing twenty minutes for each only, allowing twenty minutes for each

soldier to eat in, in a little over nine years. Mrs. Chubb also is an import-ant factor, for it is she who oversees the kitchen and the minute the time arrives for the serving of meals, the

food is always ready.

The Freeman House is composed of two houses on East Washington street. These are arranged into dining rooms on the first floor, connected by a kitchen in the rear. C. S. Freeman has been located here for ten years and personally looks after the management, with Miss Lillian Hines as assistant. Mr. Freeman used to live in Kent country and was formerly a school teacher in that section of the State. He saw the possibilities in running an establishment of this kind and has been successful from the start. Miss Hines makes out the menus and looks after the or-dering from the retail stores, but Mr.

Freeman does the quantity buying.
Both of these houses make it pos-Both of these houses make it possible for about fifty or sixty young men to attend the University by affording them an opportunity to earn their meals, washing dishes or waiting table. This arrangement makes it possible for both houses to serve better meals for the money than it they had to hire help in the usual way. They carry large stocks of table supplies, preserve and can immense quantities of fruits and give their boarders more "home cooking" than is usually provided in hotels and boarding houses. These houses enjoy a reputation for good things to eat that forbids them closing during vacation, the good families of Ann Arbor freely patronizing them whenvacation, the good families of Ann Arbor freely patronizing them when-

ever they have the privilege.
E. J. Fritz, 410 East University ave-E. J. Fritz, 410 East University avenue, represent the Sherer-Gillette Co. of Chicago. He recently placed a sixteen foot display counter in the store of the Lamb & Spencer Co., 318 South State, which has lately been rebuilt and remodeled. He has a good counter and says there is a growing demand for it in the up-to-date stores.

One of our distinguished professors.

date stores.

One of our distinguished professors returned from a trip to Europe a short time ago. Our daily paper published a long interview with him, in which he informed us there had been no advance in food stuffs in England and that our advances here were uncalled for and made in a spirit of graft. Commercial journals tell us that England places a limit where graft. Commercial journals tell us that England places a limit where prices may go and this limit on granulated sugar, a short time ago, was 9c per pound. Also we read of the price that the United Kingdom has paid for raw sugar, which corresponds with our quotations, and then we wonder if there are not some exceptions in which advances take place,

although in the main the professor may have told the truth.

The editor of the Tradesman has a faculty of saying words that fitty apply. For instance, "Boss Butcher" instead of "Kaiser." Many would like to be present at such a trial and help proposinge such a sentence as he told.

to be present at such a trial and help pronounce such a sentence as he told us of in his columns a few weeks ago.

Pluck and patience were demonstrated to the people of Ann Arbor this week when they saw Donald Gregory go 5,000 feet and stay in the air forty minutes with an aeroplane, which was the work of his own brain, after three years of hard work and discouragement. He is now only 23 years old.

Ann Arbor has a Merchants Delivery Co., with a central depot that is known far and wide. Merchants from other cities are constantly coming here to look it up. It is a stock company and the stock is all held by the merchants, with Lewis Rhodes as manager. It he heavesters the first stock is a stock of the stock of the stock is a stock of the stock of the

the merchants, with Lewis Rhodes as manager. It has been successful from the start, the company owning the property it occupies, a first-class equipment of horses and wagons, no indebtedness and a surplus of money

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Belding has a fine new city hall,

also a new park at Congress and Pleasant streets, with drinking fountain and water basin. Hitching rails have been removed from Main street and another hitching place provided

The Michigan College of Mines at Houghton, opens its doors this year for the first time to miners, mill men and other workers, with special short courses for practical men. Short unit courses of study are given in mining, metallurgy, drawing, practical calculation, concrete construction, etc., the aim being to give men what they need in advancement along any line without red tape or waste of time. This institution has never taken a more helpful step in giving vision and opening vistas to men who otherwise would remain anchored to one job.

Charlotte will entertain the Eaton county fair the week opening September 29.

United States engineers are at Battle Creek to make a survey and will present the city with flood prevention

Steps are being taken by Battle Creek to secure a strip of land around Goguac Lake for boulevard purposes.

Pontiac will vote in November on a proposition to issue bonds for \$7,-500 to build a garbage reduction plant, following a recommendation of the health board.

Plainwell's new industry, the Safety First Motor Car & Truck Co., will locate in the old shoe factory and will first turn out trucks, adding pleasure cars later.

Business men of Potterville have subscribed for sufficient stock, so that the village is assured of a new bank

Constantine will convert its sunken garden or school pond into a pretty

A hospital building costing \$20,000 will be built at Alma in connection with the Michigan Masonic Home.

Lansing will open night schools soon, the Board of Education having appropriated \$2,000 for the purpose.

Kalamazoo will vote November 3 on an amendment repealing the present ordinance prohibiting Sunday theaters and amusements.

Fire Chief Belfy, of Muskegon, is urging property owners and tenants of buildings there to look over their chimneys, furnaces and stove pipes to see that they are in good condition before starting fires. He says that one fire out of three every fall might easily be avoided by this precaution.

An expert who has been looking over and testing the waterworks at Lowell says that the mains are too small and the pressure inadequate in some parts of the town.

Scottville will have a new opera house of brick and tile, 23x100 feet, one story.

Bellevue has secured additional train service, two Grand Trunk trains west stopping mornings.

Almond Griffen.

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E. A. STOWE, Editor.

September 23, 1914

THE MAN OF THE HOUR.

The presidential successor at the Michigan Agricultural College is a subject of vital importance to the citizenship of the State. We had the first agricultural college established in this country and while this fact, historically, is a valuable credit to our State, it is of far greater moment that ours should be the best institution of its kind in America. This reputation is in the hands of the men and women whose character and service have been given inspiration and impetus through the influence of the College upon their lives. These are the people who are expressing their deep interest in the choice of the Board of Agriculture of a man to succeed President Snyder, whose resignation is in its hands.

The names already suggested as we gather them from current items in the State press indicate the high ideal in the minds of those who give voice to their opinion. Among them are President Kenyon L. Butterfield, of Masschusetts; Dean L. H. Bailey, who recently retired from university work at Cornell; Dean Eugene Davenport, of Illinois University; Wm. A. Taylor, the efficient Assistant Secretary of Agriculture at Washington; Dean Fred B. Mumford, of Missouri University; and Principle Waldo, of the Western Michigan Normal School at Kalamazoo. All of them are strong men who received their initial college training at the Michigan Agricultural College. Any one of them would bring his alma mater a wealth of experience that would command suc-

The educator who shall be chosen for this leadership should have the equipment which can only be obtained by a special training along the lines of industrial education as applied to the great problems of agriculture, as a supplement to a broad experience in educational methods.

Having made an enviable reputation in the first half century of its existence in developing men who have become leaders in progressive agriculture, the College is entitled to an executive of the highest culture and widest reputation among farmiers and educators.

It is time to straighten out some of the kinks in Michigan's educational

methods and apply some of the modern rules of economy and efficiency to our system. Because it has become a habit with us to extol our Michigan system of education, we have neglected to take proper precautions in handling our great schools, having in mind the securing of the best results for the expense incurred in educational management. The Board of Control have not worked in harmony with each other in giving the State the best possible results. They have worked at cross purposes and jealousies have arisen which have shown themselves in legislative discussions which have accompanied the action in caring for the needs of the institution.

An unusual opportunity will come to the new executive of the Agricultural College in ironing out these differences and crystallizing a plan which will avoid unnecessary duplication of effort. It will require a large man for the job. Added to other intrinsic qualifications he must have had some experience as a diplomat in order to avoid friction in dealing with strong personalities.

The position will not be a sinecure and men of the requisite ability will hesitate to take it, while there will probably be many entering the lists who will minimize the task and to whom the enrollment will look

The Tradesman, in reviewing the possible men who could undertake the service with promise of success, unhesitatingly commends to the State Board of Agriculture the name of President Kenyon L. Butterfield, of the Massachusetts Agricultural Col-

Mr. Butterfield graduated from the College in 1891 and was for a year Assistant Secretary of the College. He was for some years editor of the Grange Visitor and had the full confidence of the granges of the State. He was for some years Superintendent of the Farmers' Institutes and inaugurated the methods which have proven so successful in the State. For two years he was College Field Agent and originator of many plans which have since carried on so successsince the fully in popularizing the College among the farmers. Later he took special work at the Michigan University, receiving a Master's degree, having in mind particularly service along social and economic lines for the improvement of country life. He was called to the Presidency of the Rhode Island Agricultural College and made so pronounced a success in this field that he commanded the attention of New England educators. He accepted the Presidency of the Massachusetts Agricultural College, where he has done his best work during the past seven years. He has been the leader of the country life movement in England and has served with eminent ability on the Country Life Commission created by President Roosevelt and the more recent Government commission to investigate rural credits and other collateral subjects in Great Britain and Continental Europe. His opportunities for development in lines to fit him for the work in hand in Michigan have been exceptional. His achievements are the pride of our State. He has written ably upon the problems of the country side and everything that has emanated for him has been constructive and today he is recognized as the authority in our country upon the subjects which have commanded his special attention.

Without having consulted him and having in mind the supremacy of the Michigan Agricultural College among the institutions of its rank and efficiency in our educational system, we urge the Board of Agriculture the desirability of securing Mr. Butterfield for Michigan.

SUPPLYING THE ARMIES.

America, Australia, and India will be called upon to supply Europe's armies with wheat for men, and oats for horses until new crops of these grains in Argentina can be harvested and shipped. This will not be until the end of the year. Russia has shipped out no wheat or oats of consequence since the war started. This has thrown the burden of supplying requirements of England, France, and other countries upon the United States. It has brought unlimited buying here, and an advance of over 211/2 cents in prices, followed by a break of 10 cents.

Last week saw a break of 6 cents in prices, and a complete recovery of 10 cents in less than twenty-four hours. Such changes are unusual, but it must be remembered that governing conditions in the market are also

Corn prices have dropped 7 to 9 cents from the extreme high point, with a 3 cent recovery. Interest in corn has diminished, but it will be no surprise if "fire works" are seen in September contracts at the end of the month, should there be a good-sized short interest to cover. Industrial interests have absorbed the bulk of the cash corn delivered on September sales this month, and are shipping it

The Tradesman gives place this week, as it has in previous editions, to several communications on the subject of the Kaiser's war. So far these communications have been anti-Kaiser, although all of them have been written by men of German birth or German descent. The columns of the Tradesman are open to communications on this subject at any time, no matter what views the writers may entertain, providing the contributions are free from slurs and innuendo and state facts in an attractive or original manner. It is preposterous to hold that a trade journal should refrain from the discussion of subjects pertaining to the war. Anything that has a bearing on business is a proper subject for discussion in a trade journal. Certainly the Kaiser's war is affecting business as it has never been affected before.

Wrinkles are little ruts made by the wheels of time.

OUTCOME OF THE WAR.

Public sentiment in the United States runs strongly against Germany, because of the spoilation of Belgium, the menace of German militarism and the almost universal belief that the Kaiser, by holding Austria in leash, could have prevented this most unholy war, but the American people-if the Tradesman interprets their sentiments correctly-are not in accord with any plan to crush or completely absorb Germany. All that the American people will tolerate will be the humbling of Germany as an arrogant and dominating military power for plunging the world into the horrors of this dreadful war and violating the laws of nations and every instinct of humanity. Nearly everyone concedes that the Kaiser has forfeited his right to rule; that Alsace and Loraine should be returned to France; that Belgium should receive a liberal slice of German territory to indemnify her for Germany's aggressions and infamies; that England should receive the German colonies to recompense her for the expense she has incurred in the cause of humanity. Russia should, under no circumstances, be permitted to gain any foothold in Germany. She should receive a share of Austria and the remainder of that country should be divided between Switzerland, Italy, Bulgaria, Servia and Montenegro. Poland should be re-created into a republic out of the territory heretofore filched by Germany, Russia and Austria. Hungary should also be reestablished as an independent republic in fulfillment of the dreams and plans of Kossuth. Bohemia is ready for self-government. The Austrian ruling class has forfeited its right to rule and the people of Austria would be better off if they were made subjects of small governments which will, in time, shake off the shackles of royalty and become republics.

These plans are, of course, subject to revision, but the first good result of the war will be the expulsion of the Kaiser, the extermination of every vestige of militarism, the annihilation of privileged classes and the establishment of a republic which, in spite of the enormous war debt saddled on the country by the Boss Butcher, will prosper as she has never prospered before. Instead of naming her ships after the ruling sovereign, she will give them names which suggest the paths of peace. Trade has a way of going to those who deserve it by their ingenuity, their industry, and their readiness to seize foreign opportunities. That is how Germany got her trade, and how she will get it back eventually, if she earns it anew by similar qualities. The new regime will mark a new crop of poets, painters, thinkers, philosophers, scientists and statesmen, who-with unshackled minds and clear vision-will turn the Wheels of Time away from the mistakes of the past and divert the thought and aspirations and accomplishments of the German people along the lines of peace, progress and prosperity.

The Lure of Porch and Lawn Furniture.

Written for the Tradesman.

The demand for porch and lawn furnishings has practically arrived in this country.

It has been a bit slow in coming, for the American people have been rather tardy in taking over this fine old continental custom of living much out-of-doors during the hot summer months. But even so, let us rejoice that the day of practical judgment in this matter has at length come.

English people make much of their garden, so-called. It is not a garden at all in our American use of the term. It is not devoted to the growth of vegetables for the table, nor to fruits and vines. It is a quiet, shady, walled-in segment of the great out-of-doors—not unfrequently as private and secluded as an apartment of the house.

As a matter of fact, it is commonly regarded in England as a distinctive apartment—the big summer, all-purpose room. And the English people love it. Thither they invite their friends, not only of evenings, but often during the daytime. Frequently tea and luncheon are served there; and thither the family gather for the evening meal. And there they remain of evenings until the hour of retirement has arrived.

The English garden is indeed a hot weather institution. ...

It is not precisely to the credit of the American people that they have been so slow in waking up to the possibilities of outdoor comforts and attractions incident to the rational use, during the hot summer months, of their porches and lawns and gardens.

But there is now a decided reaction from our shut-in fondness of the past to the more wholesome and invigorating custom of being much out-of-doors during the hot months of July and August.

Several causes have contributed to bring about this much needed reformation. One of the most important, I think, is the growing popularity of the bungalow type of home. bungalow is, of course, a substantially-built structure, storm-proof and cozy even in the severest winter weather; but it is specifically summery in its appearances. It abounds in deep porches, commonly sets back well from the roads and commands a more or less imposing stretch of turf, abounding in cool shade by day and fragrant with the breath of evening when the sun has retired.

Bungalow furniture is quite different from the conventional type of heavy, hot-looking pieces such as we ordinarily find in the general run of houses. In equipping the bungalow wise householders buy with a view to the requirements of the summer months. Furniture, therefore, is light and airy—such as can easily be removed from living room to porch, and vice versa. Indeed the furnishings of typical bungalow porches are becoming more and more a significant factor in the equipment of the bungalow

That for one thing; and for another

the multiplication and exploiting of artistic and alluring forms and types of distinctly summer furniture by the manufacturers of the same. In all of which general publicity has played a not inconsiderable part. Furthermore the collateral help given by authors of fiction in magazine articles etc., has helped to popularize the passion and search for summer comfort. And finally, we must not overlook the fact that retail furniture dealers, and other shopkeepers and merchants throughout the country handling furniture in conjunction with other lines of merchandise, have had a very material part in this vast, wholesale task of making porch and lawn furniture decidedly and increasingly popular among the people of this country.

Now everybody has come to realize that the lawn is an important matter when it comes to providing summer comfort; and as for the porch—well, it should be a charmed spot that heralds the comforts within the house But of a summer evening, most of our company will take it for granted that the interior comforts of the house are all that they should be—only, if it's all the same to us, they'll just sit out here on the porch and enjoy the evening breeze.

The architect nowadays whose plans do not contemplate a porch is either a provincial indeed, or he is sadly handicapped in his aspirations by the limitations, either intellectual or financial, of the builder. Summer comfort demands a porch.

I have a neighbor who is just now highly discontented. He has no porch. He has a high-priced flat; and, as flats go, a modern, well-arranged, elegantly appointed flat—with the one big exception; his flat has no porch.

The building is of brick, three stories high, and a cool, draughty building. But the rooms naturally become heated these hot days; and early in the evening they are sometimes almost unbearably hot. I do not blame my neighbor for chafing. You would, too, under the circumstances. To leave off the porch was an inexcusable blunder.

With the perpendicular rays of an aggressive sun beating fiercely upon the roof all during the day, small wonder the apartments of our houses become warm during the day. Naturally it takes time for them to cool off when the sun has withdrawn his blistering glance. In the meantime it is good to retreat to the porch. There we get the refreshing breath of evening; also obtain a good view of our neighbor as he industriously mows his lawn. It makes us cool to reflect how hot it must make him pushing that hefty mechanism of toil through the luxuriant grass of his lawn. It makes us almost inordinately jocose to observe that our lawn will go almost a week without mow-Of course if we let George mow it, it should be mowed not later than day after to-morrow. In the meantime, however, we enjoy the ease and luxury of our porch.

Speaking about porch ease and lux-

ury, this is largely a matter of porch furniture and furnishings. What would a porch be without chairs and rockers and settees? What a comfort those cool, summery rockers with arm pockets for newspapers and magazines! What a cozy and convenient institution that porch table! And how the children and their little friends enjoy the swing out on the lawn.

Isn't it amazing, when you come to think about it, how much solid hot weather comfort can be had from such petty investments as we make in porch and lawn furniture? And isn't it also a matter for wonder that the makers of such wares are able to put into their product so much of style, utility and comfort, considering the paltriness of the asking price?

But all this seems to be exclusively from the consumer's point of view. It is intentionally so. And that for the reason that I wanted to create such a background of sentiment for the concluding remarks which are from the dealers' standpoint.

In view of all that has gone before, does it not occur to you that the selling of porch and lawn furniture is, just now, a most congenial and worth-while proposition? should. In selling this class of merchandise you are selling the materials and accessories of hot weather comfort. Those chairs and rockers and swings and settees and porch tables and screens etc., are not simply material objects in hard wood, willow, cane, reed, rattan, etc., etc. They are moveable and ponderable pieces of externalized comfort, hot weather luxury, and summer-evening satisfaction!

They should be sold amid an environment as summery and congenial as you are able to make it. They should be displayed sympathetically and feelingly. In the same manner should they be featured in the newspaper announcements and talked about on the floors of your salesroom. And now is the time to push them. The hot weather is here. Here also are the long evenings when their logical use is suggested and vehemently urged by the eternal proprieties.

Therefore get busy.

If the people of your community are not yet advised as to the fitness and essentiality of the outdoor living room, help them to get wise before cool weather; for in so doing, you will do a good turn by them, and also clean out a lot of stock that had better not be carried over until next year.

Chas. L. Phillips.

Initiative Is the Thing that Counts.

Don't be a "Leaner." Don't depend always upon someone else to tell you what to do. Initiative is the thing that counts most in the business world. Anybody can do what he is told to do if he is half a man. What business men are looking for is someone who does not have to be told—somebody that will go ahead and act on his own initiative.

I was a leaner once. I went into business without much experience. I was

naturally a little timid and uncertain about myself, and hadn't over confidence in my ability. I used to think of things to do that I felt ought to be done, but I didn't have the nerve to do them. I waited to be told.

One day the head of the department was taken sick, and had to stay at home. When I reached the establishment I found no one to take charge of the business of the department. It was a busy season. Important orders were stacking up fast, and things had to move just so if we were going to keep up with the work.

I waited around for a while, expecting that the manager of the place would send around a man to take charge. But nobody came. At last I jumped in and began to direct the work. No one seemed to question my authority. Everybody started to work just as I directed. I was pretty well worried over the responsibility all the time, but once I had taken hold there was no way to let go. So I kept it up until night.

The next day the head of the department was still at home, so I again pitched in. I got along nicely, but I was really frightened when I thought what it all meant and what I was undertaking. Well, that kept up for a whole month. I seemed to pull through without a hitch, but I was wondering all the while when my luck would break and everything would begin to go wrong with me.

One day the news was brought to us that the department head had died. I tried to figure out who would be put in his place. I couldn't decide in my own mind between two or three probable candidates.

At close of the day's work the general manager sent for me. I thought my time had come and went in to see him with a pretty long face. "Wilson is dead!" he said. That was the name of the department head. I told him that I had heard of it.

"Have you been managing that department since he was taken sick?"

I pleaded guilty to the crime.

"Very well," said the manager. "You have done very nicely. I have decided to give you that position. Your chance pay will date from the last day Wilson was at his desk. Just keep on doing as well as you have been doing and we shall be well satisfied."

As I walked back to my department, I thought that if Wilson had not been taken sick I would never have come to know my own resources, and that nobody would have found out that I could handle the position, because I was a leaner. I depended on that man for everything. And then I thought how surprised we would all be if we really knew the number of men toiling away in the clouded darkness that I used to work in. Leaners never get anywhere, although the majority possess the resources to make good if they will just stop depending upon someone else for pointers and orders. If we are original we can make good out on the desert, for business men sometimes look in the dry and sandy places for shining lights, and surprisingly true, many times find what they seek.

Earle William Gage.



Growth of the Cane Trade in America

Time was in America when the walking stick was either a well-whittled affair, the by-product of odd moments, a story, a jack-knife and a rainy afternoon, or it was a cumbersome store-bought thing with enough gold on it to rival a circus leader's baton. A glance at the Fifth avenue shops shows that as in most other things, from education to coffee making, from outdoor sleeping porches to woman suffrage, there has also been an evolution in the types of walking sticks used. The tendency seems toward greater simplicty.

Odd combinations ranging from a military souvenir to trophies of the chase and travel still persist. As long as people symbolize a given event with some trophy or other taken from or connected with a given experience, doubtless they will continue to have these trophies done into ring, watch fob or walking stick reminders. An expert in one of the Fifth avenue shops tells of making a cane out of wood taken from the battleship Maine. It was a piece of rich mahogany from the officers' mess room cabinet. The action of salt water had given the wood a most unusual tone, which, in connection with its history, made it a very valuable addition to the collector's assortment.

Mountings of Historical Value.

There are many such individual sticks or tops brought in for mounting. A wild boar's tusk mounted in silver and set so as to approximate the usual opera crook, a bit of wood from the first plank used to construct the Huhdson tunnel, a chip of jade said to have been worn by "Chinese Gordon," and when the American army first occupied Manilla a great many canes were sold which were made of human bones taken from the great "boneyard" beyond the Walled City, it having been the custom to dispossess the tombs after an interment of several years. All these curios and oddities continue o furnish either the shafts or heads for

Coins set into the tops of straight sticks are occasionally found. But the small-topped stick does not stand in such high popularity as does the stick with an opera crook—which is the right angle turn, or one with the Prince of Wales crook. Canes having only a slight round bearing surface—a ball-shaped top—are not to be highly recommended, as they tend to paralyze the hand. This is particularly true if the cane used is an article of utility as well as fashion. Gentle-

men who use a cane regularly avoid the small ball-topped stick.

While the best shops make their own canes-including their own designs, which thereby allows for great range of types, it can be safely said that the attractive dark brown and coppery colored snakewood sticks are coming into increasing favor. Either gold or silver mountings afford aestheic contract for the man of taste. But not much gold or silver is used. Chastity of effect is the latest mode. Simple ebony sticks, hexagonal in shape, cut slight enough to be light, and with small plain tops of gold into which monograms or initials can be delicately chased, make attractive evening canes. these have a silken tassel they seem to demand an opera cape richly lined.

The Prince of Wales crook, which, when not in use, hangs so easily on the arm, continues in greatest popularity. There are, of course, any variety of woods used in these simple sticks, from Sumatra bamboos, Philippine redwoods, dark cherries, to "Stepped Partridge," African Penangs and Nile Gheries. Malaccas are much liked, and, owing to the difficulty of their production, cost enough to insure their never falling to the level of the commonplace. Malacca is a sugar cane growth and familiar to all by its leopard-spot markings. With pleasingly designed handles of dark briar wood—usually made only in the opera crook, the Malacca is an article of use as well as style.

Cane of Rhinoceros Horn.

"Golden ebony," a rare stick shot through with subdued golden tints and with a grain somewhat resembling old walnut, is quite de luxe. But, to repeat, the materials are varied, and thus afford the widest possible range of personal taste. An unusual cane is one produced from rhinoceros horn. It is also very expensive, considering the fact that such cane has neither gold nor precious stone settings, and is made only from pure horn. These horns are not those lying amongst the animal head collector's trophies, nor are they picked up. on the fields of this animal's native habitat. Rhinoceros horns have to be given treatment immediately after the great beast has been slain in order to "draw" them. A cane of rhinocerous horn which is all one piece costs from three to five hundred dollars. The "drawing" is a very hazardous process, as it requires the closest and most expert attention to bring to perfection the translucent textures and maintain straightness of grain. A little too much, not quite

enough treatment, imperfection of the horn itself, may quickly render the work valueless.

The American cane trade is not the really large industry it is abroad. Americans still exhibit a timorous attitude toward the walking stick as an article of fashion. But the trade is growing, not by leaps and bounds, but with that steady increase which indicates it is founded on the rock of solid desire. As an appreciation of the aesthetic significance of the cane comes into greater being, it is logical to expect that every well dressed man in America, as on the Continent, will be the possessor of many suitable and handsome walking sticks.-Haberdasher.

War Brings Opportunities to America's Retail Clothiers.

The retail clothier in these United States who can but see the opportunities which the world-wide war creates for him will profit immensely through his perception, if he but take advantage of his opportunity.

This, as a strictly "seller's market," will change his viewpoint of business practices as applied to selling—or, rather, forcing the sale of his merchandise. He should not quit merchandising, i. e., selling clothing. Not at all. There will always be somebody to sell the man who wants to buy; for this reason it is to the interest of the dealer who is so lucky as to have a customer to sell him. But it is in the handling of the stock where the clothier is going to make his money.

It will be unwise to create the impression in the mind of the customer that the dealer is going to make big money through the advance in many lines of merchandise; he should be careful in the telling of how his own lines of merchandise have advanced in value—this is a one-sided view; rather, tell him, in a general way, how much the markets have advanced—wheat, corn or the things in which he is interested; thus he will be made to feel that what the clothier says is

a fact, and it will be a strong illustration to carry the selling argument.

Competition will be the same as always, and he will be required to do as much hustling for trade as ever—in some localities maybe more—but desirable merchandise in many lines will be worth more from day to day, and if the clothier but understands that there will not be any change in the fundamental principles of merchandising, he will profit greatly by the manner in which he handles his merchandise in the advance.

This is the time when the clothier who is overstocked can make money out of his heretofore hazardous and profitless condition, and he doesn't need to lose money now, if he will manage wisely.

The first step to make money on this overstock is to go through the entire stock and handle each piece. Withdraw from the usual clearance sale at this season all imported goods, such as lightweight underwear in good condition; put it on the top



"SUNBEAM" FUR COATS

of Marten, Russian Bear, Astrakhan, Galloway and Horse Hide. They are cut on full, generous lines, with roomy pockets, leather arm shields and knit wristlets.

Fur Lined Coats

Very rich, with real Kersey shells and lined with genuine Furs of all kinds. For real dress and comfort they stand ahead of all other winter garments.

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Home of Sunbeam Goods

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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

shelf, or in the stockroom. Do not try to close out such stock now.

Add to the underwear German-made hosiery. Mark up all the heavyweights of these lines. Mark up all linen handkerchiefs, especially the plain ones. Don't be nervous about it! But add a good profit to the present selling price on all lines of goods in imported materials.

Go through the suit stock, separate the good staple patterns in stouts, slims and stubs from the undesirable styles; add lines of "regular" which are in staple patterns and cuts, in sizes 36 to 40. Put all of these in separate cases or on tables; they will be good sellers next season at a round profit at the advanced prices.

While going through the stock, weed out all extreme novelties where style value is the dominant feature-young men's suits in extreme styles, novelties in shirts, freak styles in hats, etc. No stock of irregular sizes is to be classed as desirable; very small and very large suits are not as salable as the medium sizes.

Now push the undesirables in every line; they are worth more to-day than they will ever be later. The correct principle of merchandising is quick turnover, as the basis of successful clothes selling. Bargains will be as good a card in war times as in peace, and to make use of undesirables for this purpose will be to realize cost instead of sustaining losses.

Put the merchandise in prime condition, renew labels and tickets where necessary; handle and clean the stock, thus giving it the orginal value, which may have been impaired through oversight or neglect.

All desirable merchandise will increase in value, as before said, but all merchandise will not retain its style value, and where extreme style gives it value, let it go now. Get the money out of it, and put the same amount into goods that can be turned two or three times in a season, thus securing the discounts on every purchase.

"Cut-price" sales will not be necessary for the clothier who watches his stock at this time. He will find opportunities to work off slow sellers, if they are but kept in sight and constantly in mind, because there will be a different kind of market from that to which we have been accustomed. It will take work to keep abreast and well informed, but it will

This is the time to cultivate the taste of the American citizen for American-made goods. The foreign markets are practically closed to American buyers now, and if the clothiers of the United States will begin now to educate their customers to a proper appreciation of American styles and manufactures, it will mean a profit to every dealer in the trade through the increase of American prosperity.

We can, and do, successfully compete with the world in matters of style creation. But a few months ago the French dressmakers raised a big row over the use of their labels on American-made gowns which equaled, and in many cases excelled, their own in style for this market.

American-made clothing has been introduced into the larger cities of Europe. Then why not urge the good style of American-made garments of all kinds? The American citizen is the king, the peace king of the world. Why not take him as the leader, the arbiter of style and fashion in men's wearing apparel? Let us have American styles for the American man.

The war news has absorbed the attention of every clothier in the United States, and in many cases to the extent of causing dealers to neglect their immediate interests. While it is perfectly proper to keep posted to the minute, it is profitless to talk "war" all the time, in season and out. It does not put dollars into the till, and it is certain to give offense to some one of the many customers, who, by reason of birth or association, is taking sides in the armed controversy of Europe and Asia.

This is the time for the clothier to practice the wisdom of golden silence; his family and intimate associates know his views; the dollars of the customer who is bitterly opposed to him are just as big and of the same shape and value as those of the customer who agrees with him, so 1ct the customer hold his views, while the clothier holds his good will-and money.

War time is not the time for Americans to talk. The unfortunate men at the front are doing, and we can better be thinking how to keep out of rancorous squabbles, which only break friendships and cause heart burnings. -Apparel Gazette.

Its First Appeal to the Nobler Side.

Chicago, Sept. 22.—Every time the Tradesman comes to my desk my first impulse is to stop and say "Thank you" to you for the fine messages carried on its front cover; but the impulse is frequently interrupted by the urgent call for something else that seems to demand more immediate

It is so tinusual a thing to do—albeit one so very much needed in this old world—for a journal devoted to merchandising, as yours is, to make its first appeal to the better, the no-bler part of the busy men it serves. Quite possibly it does not affect some of your readers as it does me, but I am moved to express my gratitude to you for making me stop and think a bit and then turn to bit and then turn to my work with fresh realization that I have an ina fresh realization that I have an infinitely wise, loving and able friend at hand—One on whom I can call, even while at my work and find Him "a present help." Not only so; but your fine selections (and originals class) leaves logging my memory that also) keep jogging my memory that there are "others" and that I must

there are others and that I must not, dare not, live to myself alone. I am really glad because of you. Forgive me that I have not said so to you before. H. R. Clissold.

Cat Was Lacking.

Norah was a new girl in the employ of the Smiths, and hardly had twenty-four hours passed before she had the misfortune to drop a piece of roast beef on the floor. Roast beef that has been used as a mop is gritty eating, so Norah thought it the better part of wisdom to consign it to the garbage can.

"I think, Norah." remarked the mistress, rambling into the kitchen later in the day, "that we will have some of that roast beef cut cold for supper."

"Sure, an' it's mesilf thot's very sorry, ma'am," answered Norah, contritely, "but the cat got it when Oi wasn't lookin'."

"The cat got it!" exclaimed the mistress, with a surprised expression. "What cat?"

"Jay whiz, ma'am!" cried Norah, "Ain't there no cat?" concernedly.

That Floating Cork.

It often happens that, in attempting to uncork a bottle, the stopper is forced in the bottle instead, and it thus floats on the liquid. This would, perhaps, not be a drawback were it not that each time the bottle is to be emptied the cork comes to the neck and causes an obstruction, preventing the flow of the liquid. This can be avoided very readily, and all that is needed is to bend a piece of stiff iron wire in a long U shape, properly fitting the neck of the bottle, so that the loop portion projects somewhat below the neck. Upon overturning the bottle, the wire loop prevents the cork from reaching the neck to obstruct it.

Fortunate Parent.

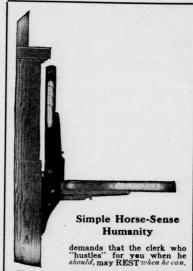
"Why, Mrs. Murphy, you looks quite festive to-day. Wot's up, then?"

"Wot! 'Aven't you 'eard my Bill come out to-day?'

"But I thought the Judge gave him seven years."

"Yes, but they're letting 'im out nearly two years earlier cos' e's behaved so well."

"Lor', Mrs. Murphy, what a comfort it must be to you to 'ave such a good son!"

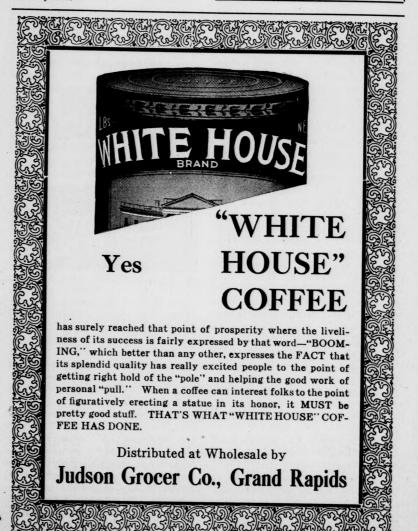


should, may REST when he can.

Here is a perfect little CLERK'S STOOL
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soon as the weight is removed. Can be
screwed to any 2-inch surface, takes up no
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Golden Oak or Birch Mahogany, with metal
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This perfect "Godsend" to any selling
force, will cost you only \$10.80 per dozen, and
now PONDER THIS A BIT. We'll send
any responsible merchant as many as he
needs, and if at the end of thirty days, he
would sooner LET US have them than remit,
he may return them at our cost—that's decent, eh? Mention this journal when you
write us.

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Michigan Poultry, Butter and Egg Association.

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

When Is an Orange Ripe and Wholesome?

The question, "When is an orange mature and wholesome?" has vexed the grower and consumer of oranges for many years. Since the production of oranges has reached such magnitude in Florida, California, Louisiana, Texas, and other Gulf States, it has become acute.

Domestic citrus fruit growing and marketing now employs immense capital, estimated at \$300,000,000 to \$400 .-900,000, in oranges, grape fruit and lemons, producing a crop averaging \$35,000,000 annually.

Florida shipped in 1912-1913 8,125,-000 boxes, and California for 1912 shipped 13,680,000 boxes. Florida's erop for 1914-1915 is conservatively estimated at 10,000,000 boxes, an increase of 23.7 per cent. this season, while California growers estimate this season's crop at a greater increase. Our importations of citrus fruits for 1913 amounted to \$6,273,000, while imported manufactured products from citrus fruits, oils, essences, marmalades, etc., amounted to \$2,154,000.

That unripe or immature oranges have been and are yet often sold to those not familiar with the fruit in its perfect condition will not be denied. The practice of "sweating" immature green colored oranges has to a large extent been practiced for years by unscrupulous shippers, both foreign and domestic, who, to obtain the advantage of a few weeks in the early part of the season and also to depress the value of the fruit on the tree for speculative purposes, have "artificially colored by holding in a warm, moist atmosphere for a short period of time after removal from the tree" this immature unwholesome fruit

This abuse became so common a few years since, when the Florida and California crops reached large proportions, as to demand some action by our National pure food officials, who after investigation, declared that: "There is evidence to show that the consumption of such immature oranges, especially by children, is apt to be attended by serious disturbances of the digestive system."

Necessarily, the question-"When is an orange mature and wholesome?" became immediately one of great public interest in the orange producing states. It is well known that im-

mature citrus fruit, after removal from the tree, although it may be artificially colored, does not, as in the case of deciduous fruits, ripen; that such immature oranges "do not change in sugar or acid content after removal from the tree," and are not prone to decay, rather to desiccate or "dry .up."

It can be readily perceived that some simple method, easily and quickly applied, one that could be applied by any one-grower, shipper of receiver-one that should positively determine the degree of ripeness, irrespective of color, became necessary. Hence a standard, fair to all parties, a reliable and accurate standard, quickly applied by any intelligent man or woman; not requiring great skill, technical training or expert knowledge to apply, was demanded; a legal standard fixed by authority.

This problem of devising such a standard was delegated by the Agricultural Department of Florida to a commission of eminent scientists, trained horticulturists, specialists in orange growing and marketing, chemists, and business men. After several sessions and much correspondence. this commission prepared a report of their conclusions and presented the same to a largely attended convention of Florida orange growers.

These four gentlemen are probably the best fitted by training and experience to investigate the subject and deduce correct conclusions that could have been selected. Their official positions, in addition to their scientific attainments and familiarity with the subject, to say nothing of their personal reputations for fairness and integrity, give their findings unsual weight and dignity.

The problem was: Can a standard be fixed by which an immature orange can be distinguished from a mature or ripe one? If so, what shall the standard be? By whom shall the standard be fixed? All standards are fixed by the persons directly interested in the production and sale of commodities. Therefore, the only persons who can fix a standard for oranges are the growers and shippers of oranges. It was also said that a chemical standard would be a "gold mine to the chemist and of great cost to the grower." The facts are, the "field test" can be made by any fairly intelligent man with apparatus and season's supply of alkaline tablets not costing to exceed \$2. It can be applied quickly and inexpensively. We found the ratio of acid to sugar remarkably constant at the season of ripening, for all varieties. The ratio of one part citric acid to seven parts sugar, as invert, we find to be the least ratio at which an orange may be deemed fit for shipment; although it is not yet fully ripe, it is in a fair shipping condition. The maximum acid fixed at 1.25 per cent. for field test will cut out few oranges, if any, that are fit for consumption. A very few sweet oranges contain 1.25 per cent. of acid.

The various analyses, when reduced to uniform chemical terms, their

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Apples and Potatoes Wanted

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M. O. BAKER & CO.

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EGGS AND LIVE POULTRY

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dates chronologically arranged, varieties and known seasons of ripening considered, were found to be exceedingly concordant. In fact, the commission was struck by the agreement between all analyses.

The ripening of the various varieties at the proper season was readily seen, while the decrease in acid and increase in sugar was uniform up to full maturity. The change in the fruit after picking was little, if any. The statement that oranges do not improve after plucking is found to be true, and the broad statement that oranges do not improve (ripen) after plucking is well borne out by the investigation.

The report of the Commission recommended to the convention of citrus growers that the following standard be adopted:

1. All round oranges showing a field test of one and twenty-five hundredths (1.25) per cent or more of acids, calculated as citric acid, shall be considered as immature.

2. Provided, however, that if the grower (or shipper) consider the fruit mature, he shall have the right to appeal from the field test to the State Chemist for a chemical analysis, and if this chemical analysis shows that the percentage by weight of the total sugar, be seven times or more than the weight of the total acid as citric acid, the fruit shall be deemed mature.

3. That the juices of not less than five average oranges shall be mixed from which a composite sample shall be drawn for the field test.

4. That the juices of not less than twelve average oranges shall be mixed, from which shall be drawn a composite sample for laboratory analysis.

After a prolonged discussion, in which many growers participated, the following resolution was adopted:

"Resolved, That it is the sense of this convention that the report of the commission shall be adopted, and shall obtain until the fifth day of November in each and every year; Provided, That after the fifth day of November in each and every year the standard shall be, 'that if each orange is two-thirds its total area colored yellow, it shall be considered as mature and fit for shipment."

The following amendment was also unanimously adopted:

"That no variety of oranges or grapefruit shall be allowed to be shipped before October 1 of each year that has bloomed during that calendar year."

That a "standard maximum acid content" for mature oranges can be fixed is apparent. Such a "maximum acid content" can be readily ascertained by a simple field test which, while simple, is still accurate, inexpensive, and quickly applied, a test requiring no expensive apparatus nor costly reagents, one that can be applied by any intelligent person after a demonstration by any one familiar with rudimentary chemistry.

Possibly no investigation of this character has been discussed more fully by the parties interested not only in Florida, but in California and

other orange-producing states, by the people and by the press. It has been thoroughly threshed out, and, in my opinion, a correct solution found, after years of labor and study by scientists and competent horticulturists, orange growers and business men, and the answer is that:

"An orange is mature when its juices contain not more than 1.30 per cent. of acid, as crystalized citric acid."

I believe that if such a standard be adopted by our National food authorities, not only would the vast consuming public obtain wholesome and desirable oranges, but also, that an industry of vast proportions, increasing with wonderful rapidity, would be protected from one of the most corrupt and criminal practices now perpetrated on the producer and consumer.

R. E. Rose.

State Chemist of the State of Florida.

Those Who Suffer.

Who suffers from adversity and business depression? Not the demagogue, not members of Congress receiving \$7,500 a year, not the members of the Interstate Commerce Commission, receiving \$10,000 a year. The man who suffers is the man with the dinner pail, the keeper of the little store, the proprietor of the small factory and small shop. The suffering is not confined to the great industries and the big railroad systems. If it were, things might be different.

The wealthy and prosperous can go through a panic submitting to some hardship but without great suffering. The masses of the people, including clerks as well as those in the shops and factories-are largely dependent upon the proceeds of their daily toil. When their pay envelopes cease or shrink, they suffer. If they have been thrifty, they must draw upon their little savings to meet the emergency. These constitute the rank and file of the American people. These have the casting vote at the polls. These are the great majority on which the political parties must depend for success. And they will be at the polls on November 3.

The customer who comes into your store, comes with an intention of buying. Don't let him leave without knowing why he fails to make a purchase.

Uncle Hiram's Appetite.

Uncle Hiram, he said, was rambling around the city on a sight-seeing tour some time ago when hunger overtook him. Noticing a restaurant close by, he rambled in and ordered a layout of lamb.

"One lamb," shouted the waiter, going over to the dumb waiter.

"Hold on there, pard!" exclaimed Uncle Hiram, with a look of great concern. "I can't eat a whole lamb! Better make it some oysters instead."

"One oyster!" ordered the waiter, turning his face toward the dumb waiter.

"Wait a minute, young man!" interposed Uncle Hiram again. "One oyster may be enough for a church fair, but ye kin jec' trot me out a dozen."

It isn't luck or some special gift of ability or genius that finally rounds up success. It's hard work—steady stick-to-itiveness day in and day out, six days in the week, tending your own little plot of life and keeping it free from weeds, and an honest day of resting and upbuilding on the seventh, with the keynote of integrity sounding through the whole, from the beginning of Sunday morning to the ending of Saturday night.





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Flour Trade with

"Purity Patent" Flour

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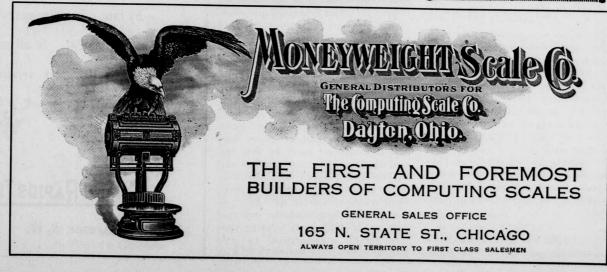


are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

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The announcement in the Evening Press that the Grand Rapids banks had raised the interest rate to 7 per cent. was unfounded, unfortunate and inexcusable. While transient customers have been asked in some cases to pay more than the going rate and have been willing to do so to secure temporary accommodations, no effort has been made to raise the rate in the case of regular customers, the banks realizing that such a policy would be unwise, unbusinesslike and unpatriotic. The strenuous interview of Charles H. Bender, published in the Herald, in which he condemned the publication in the Press, did much to quiet the fears of business men, who are already wrought up to a high pitch by the uncertainty of the war, coupled with the business depression already at hand. In the future the public functions of banks will be more in evidence and the privilege they have of investing the public's money carries with it the duty of conserving the public's interests. and this will also carry with it the obligation on the part of banking officials to invest the money of the public wisely, safely and at the least possible risk.

The Torch Lake State Bank has been organized at Lake Linden with a capital stock of \$25,000. Joseph Ethier, of Hubbell, is the largest stockholder, his subscription being \$12,000. Emil F. Prince and Medard Laplante, both of Lake Linden, each take \$3,000.

The stock subscriptions among the business men and other residents of Potterville and vicinity have been so liberal that the proposed State bank is now an assured fact, and will probably be organized before the end of the present year.

Work has been started on the handsome new bank building at South
Saginaw, which will be a branch of
the Bank of Saginaw. The proposed
bank will stand at the corner of Fordney and Center avenues, formerly occupied by an old hotel building. Construction work will be rushed to completion as quickly as possible. The
contract calls for the completion of
the building by the middle of January, 1915. The new building will be
modern in every respect. It will be
forty-two feet square and one story
high.

Everything that goes wrong in the world takes gold out of the United

States. If the bad happening is here, the Europeans throw their investments and draw gold; if it is on their side of the water, they need the gold anyway. The latter is the condition at the present time. The gold problem is the one with which our financiers are wrestling still, and until it is solved we shall not be back to the normal. It will not be solved completely until the war is over, and that may happen by the close of the present year. It is possibly the assumption of Europeans that, inasmuch as no war calamity has happened to us. there is no reason why we should not pay our balances promptly. enough knowledge of the situation has come to the American public to show why we cannot. A sincere and vigorous effort is now in progress to achieve that end. The decline in the price of sterling exchange and other happenings show that a little progress has been made. The question of an excess of circulating medium is one which is now giving the thoughtful financiers almost as much trouble as any other. Unfortunate results happen in the long run as a consequence of such excess, as a nation that has once been afflicted with a large amount of irredeemable currency is well aware.

The cause of our present embarrassments may be found chiefly in the fact that we are a creditor Nation. While there would have been considerable disturbance even if we had not been heavily indebted to Europe, the great amount due immediately or in the near future and payable in gold presented a problem quite worthy the wits of our best men. has been said by some of our bankers to the Europeans that "If you will pay us in gold we will pay you in gold," but inasmuch as the status of the foreign cities is much worse than of our own this proposition contained too little of the neighborly feeling that is specially desirable under such circumstances. An appeal was made about a month ago to the New York Chamber of Commerce by the American Chamber of Commerce in Paris for indulgence in regard to bills held by American discounters on Paris banks which were then coming due. The necessity set forth by that appeal has been fully appreciated by our bankers and it would seem also that in the main the Europeans have exercised tolerance toward us. This reciprocation, along with the exportation of our products is working rapidly toward a restoration to normal.

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.

Fourth National Bank

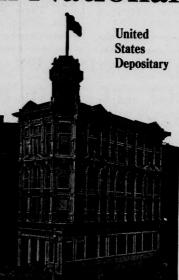
Savings Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded Semi-Annually

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



Commercial Deposits

Per Cent
Interest Paid
on
Certificates of
Deposit

Left.

One Year

Capital Stock and Surplus \$580,000





This Company aims to make its charges reasonable—one charge is made for the services of all its officers and employes—in most cases compensation is fixed by law. In other cases it is fixed by mutual agreement. In all cases adequate and satisfactory service is rendered.



GRAND RAPIDS TRUST COMPANY

123 Ottawa Avenue, N. W.

Both Phones 4391

But there is every reason to believe that, while we suffer a loss of gold and other inconveniences for the time, we are the gainers in the long run by the bad happenings in Europe. This country has been made by European malcontents. Formerly it was religious intolerance and monarchial tyranny that brought our builders to these shores. Now it is over-crowding and the jealousy among the nations and the races of the old world. The present war is one more demonstration that this country is not only a good asylum for the oppressed but a broad and rich field for rearing prosperity. We shall continue to export gold when anything goes wrong but we shall import what is better than gold, strong and aspiring men.

The iron and steel trade has lost some ground evidently in the past week or two. There is gossip about failure of the United States Steel Corporation to pay its common dividend, although that was likely enough before European bayonets came into the question. There are enquiries still from Europe for various classes of steel merchandise, but complaint is made that American prices are too high. One large independent company heretofore in active operation has cut down to 60 per cent. of capacity. The tin plate mills are, however, operating at 85 per cent., partly on foreign orders. The structural mills appear to be better off than others, but with the present tendency in building they cannot be kept going full tilt very long. Pig iron is duller than ever and the furnaces are reducing their output. Enquiries for this material are reported from Great Britain and Russia, but they reach a small total. Railroad purchases are the smallest in years, covering only the most imperative requirements There is some hope of a large foreign demand for iron and steel later on, as British prices have advanced rapidly. For the present it would seem that the supply on hand is adequate. The Clyde shipbuilding trade is extremely depressed. The tonnage in August was only 15,620 against 32,-511 in August, 1913, and 87,599 in August, 1912. Other countries are calling on us for coal to some extent. The Italian government recently took 100,000 tons and is in the market for

The "Buy a Bale" propaganda is working remarkably well, people all over the North joining in, and the Government is co-operating to help the cotton men as far as is practicable. Meanwhile the friends of the planters are urging them to hold as much as possible until exchange and banking facilities are loosened up. The market for fabrics has received some strength from reports of higher prices bid for inch-staple cotton, which is quoted in New York at 81/2 to 83/4, but fabric prices are irregular. Standard print cloths are quoted in New York at 33%. Some lines of cotton goods are held half a cent higher than a week or ten days ago, but buy-

ing is hand to mouth. As to fine woolen fabrics, some effort is now being made in France to increase output, but it is believed that, even if the war were to close right away, it would take at least two years for the continent to get in good working condition, and meanwhile this country would be gaining something. In silk goods the output of the United States is not over 60 per cent. of capacity. Leather is still advancing. It is believed that England will be a large buyer in this country on account of the curtailment of supply from Germany and Austria.

The statement of the foreign commerce for August is certainly unpleasant reading. We could stand it to have exports curtailed if we did not have such an excess of imports at a time when we need to conserve the gold supply as carefully as possible. Last month the imports of merchandise footed up \$129,399,496 and the exports were only \$110,337,545; that is, the balance of trade was over \$19,-000,000 against us, much the largest monthly balance unfavorable to us since the new tariff law went into effect. The imports were only \$8,000,-000 less than in August, 1913, while the exports were \$87,000,000 less. Imports of gold were \$3,034,824 and exports \$18,125,617. Instead of hunting around for internal business to tax to meet the expense of the Government it would seem that Congress might give some attention to the possibilities of the foreign commerce. The showing of exports of domestic products is a good one.-Economist.

Too Much for Mamma.

Mother-What's the matter with your eye, Tommy?

Tommy-That boy next door struck me, mamma.

"What for, pray?"

"He said I struck him first."

"And did you?"

"No; honest, I didn't, mamma." "Well, why didn't you?"

Breaking promises is the best a weak man does.

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

TRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St. Grand Rapids, Mich.

Surplus and Profits - \$400,000

Resources 8 Million Dollars

6 Per Cent.

Paid on Certificates

Largest State and Savings Bank in Western Michigan

United Light & Railways Co.

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

Grand Rapids, Mich.



Grand Rapids City Banks

We are glad to accommodate customers on all possible occasions, and willing to make loans on satisfactory security, real estate, mortgages, stocks.

Capital Stock\$ 1,200,000.00 Surplus and Undivided Profits.... Associated Resources 11,201,013.49

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 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.



The Right Mental Attitude Toward Stickers.

Written for the Tradesman.

To the question "Why are stickers?" the only answer is that human judgment is never infallible. The shrewdest and most careful buyer can not calculate with perfect exactness upon the likes and dislikes of his customers, and especially is it impossible to tell whether a novelty will make a hit or fall dead. Other things being equal, the best buyer is the one who strikes it right in the largest proportion of cases. To have many stickers causes a frightful decrease of

The difficult thing about moving a sticker is commonly to bring yourself to acknowledge that it is a stick-You bought that item. It appealed to you as being smart and tasty and something that the women of your community would be ready to walk over one another to buy. You backed up your judgment with the money of the store, which may or may not be your own private property, and laid in a good stock of that particular line. You have displayed it and talked it and advertised it. And for some unaccountable reason your customers have failed to respond. Perhaps they have very irritatingly been going into ecstasies over something similar but not exactly the same as yours-not in reality nearly so desirable as yours of course-but somewhat like it, that your competitor is showing.

There are two ways to do under these trying circumstances. One way, and the more natural and human way, is to be stubborn about it. That item is all right-you are absolutely sure it is. It really is not a sticker at all. People often don't take hold of a thing at once, they have to be educated a little. Just give that thing a chance and it will sell. It is good property, excellent value and worth every penny you paid for it. It would be downright folly to reduce the price, for you reason that in time your customers will come to their senses and buy freely of this pet purchase of yours that just now, it must be admitted, temporarily is hanging fire. This is one way and a very common way in which to regard stickers, during the early manifestations of their non-selling propensities.

There is another way to do about stickers, a better and more sensible way but one that humbles the pride. This other method is to admit fairly and frankly that any item that fails to begin to move after it has been

properly pushed for a reasonable length of time is a sticker, and must be treated as such. This may even be a tacit admission that your competitor, who ordinarily is not a very brilliant sort of fellow, has for just this once, slipped something over

This mental state having been arrived at, ways and means are clear and simple. To move a sticker, cut the price to a point that will render this heretofore unattractive article fair and desirable in the eyes of the bargain hunter. The cut in price may be supplemented by an offer of a P. M. or other inducement to your salespeople to take special pains to work it off.

Measures for Increasing Turnover. Talking about stickers naturally brings up the subject of turnover. It goes without saying that a dry goods store with its multitudinous number of kinds and classes of goods, not a few of which are in demand only at some one season and if not cleaned up then must be carried over until next year-it goes without saying that a dry goods stock can not be turned as often as groceries and some other lines. But this makes it all the more necessary to make the turnover just as great as practicable.

There is a marked tendency to accumulate, in almost all the various lines, larger amounts of goods than the business really can keep moving.

This is especially true if there is fairly abundant capital to draw on. The items that make up these swollen stocks often can not for the most part be called real stickers. They are many of them perfectly staple and are selling, only slowly. Taking any division where goods have been allowed to accumulate without a definite effort to keep the amount invested within a certain limit, and it frequently will be found that ninetenths as much business, or sometimes even ten-tenths, could be done on half the stock.

Two or three carefully selected lines kept well filled up and possessing character and individuality, may be really better for the sales than a dozen lines chosen more at random.

Consider every department and see whether it might not be better to shrink the investment in this or that and put the money into some class

We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

OORL, KNOTT & CO., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.

Outings and Flannelettes

A well selected stock of Outings and Flannelettes is a mighty important factor in any store.

Not alone for the immediate profit resulting from their sale. But the merchant, who has a fine selection of these cloths, will bring customers to his store.

We have a fine complete line to select from ranging in price from 4½ cents per yard and upwards.

In this department, we also show a fine line of Bathrobe material.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

COTTON BATTING

"Fern" Batts "Snowdrift" Batts "Lilly" Batts

These are our leading Brands of Case Batts, which we believe are the the best values obtainable to retail at 10c, 12½ c and 15c.

We are also agents for the following well known Brands of Cotton Batting: Sterling, Boone, Governor, White Rose, Pearl and Ouilted Snowy Owl.

Grand Rapids Dry Goods Co.

Exclusively Wholesale Grand Rapids, Michigan



Write for the Latest "Buffalo" Catalogue

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

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

of goods you are not now carrying, or else use it to enlarge some line which you know is now incomplete.

If your turnover is very small, not what it ought to be in a town of the size and character of yours, you can not get to work too quickly in this way. Goods that remain too long on the shelves, even if they are of sorts that do not go out of style, become soiled and shopworn and can not be sold at a profit.

Adaption to Changing Conditions.

The dry goods merchant is under the constant necessity of modifying his methods to meet changing conditions. Goods you could not get enough of five years ago may be dead stock now. Cherished views must be relinquished, hobbies must be foregone. The successful merchant adapts his store and his stock to the demands of the public. Only to a very limited extent and by very elastic methods does he ever attempt to bring the public to his way of thinking.

The Dog in the Thistles.

Here is a story which should interest a good many of us, for it fits our case in so many ways:

He was a poor, miserable-looking dog, and the stranger's heart was filled with pity. For the dog was howling and it was only too evident that he was suffering pain. So he asked the tired rustic who lounged near by why the dog howled.

"'Im?" asked the rustic. "He's just lazy, that's all."

"But laziness doesn't make a dog howl, surely?" queried the benevolent one. "Dos 'im," said the tired owner. "Only lazy."

"But how," queried the persistent questioner—"how can laziness make him how!?"

"Well, you see," said the rustic lounger, "that pore dog is 'settin' on a bunch of thistles, and he's too lazy to get off, so he just 'sets' there and howls, 'cause it hurts 'im."

Many a retailer is sitting like the dog and "howling" about poor business, "because the mail order houses are taking it all." He is doing the same as the dog-just howling-not making a single move to get away from the "thistles"-not making even the smallest effort to keep some of the business that goes to the mail order houses-not ambitious enough to at least try for some of it-just blaming everybody-the farmers, because they buy from the mail order houses-the manufacturers and wholesalers for "allowing" these concerns to come into existence.

Now, the farmers may be wrong in their attitude and the manufacturers and wholesalers may have been wrong, but that doesn't take any of the responsibility away from the retailer. He must at least show ambition enough to get out of the thistles, before he has any right to expect anyone to come to his help and pick the "prickers" out of his hide.

Some things can be done by the wholesalers and manufacturers, but

nothing that they can do will be of any avail, until the retailers as a class come to a realization of the fact, sthat they must make the first move—that it is up to them to prove, that they will do their share of the work which must be done in order to stop the further growth of the mail order a houses.

And the first step which must be taken is to declare our willingness to work with our local competitor—to-the end that we may both be doing more business, instead of trying to pull business away from each other.

When we have gotten past this point, we must make sure that the retailers in other lines adopt the same policy toward each other, as well as toward us.

Then we will have a basis to work on, for when the retailers in a community once agree to co-operate, and abide by their agreement, they can always induce the bankers and newspaper men and professional men to help along.

Now, we have gotten out of the thistles, so the work of pulling off the "burrs" and "prickers" can begin. Here the wholesalers and manufacturers can help, and they are more than willing to do so, for they realize that without a large number of prosperous, progressive retail stores, their own success will be jeopardized. It is a case of self-interest with them, but with all their self-interest, they cannot keep the retailer afloat, unless he is at least willing to take a breath.

Tough World for a Boy.

A small boy went into a jewelry store in Junction City, Kan., and said: "Say, what's the matter with this dollar watch? Half of the time it doesn't go at all, and when it does go, it's either too slow or too fast. I've had an awful lot of trouble with it. Anyhow, I never had so much trouble in my life as I've had this month." The jeweler asked him what other troubles he had had, and the boy opened his heart and told the full extent of his worries, something like this: "Last week I dug bait and went fishing, but when I got ready to fish I found the chickens had eaten all my worms. I dug some more and couldn't catch anything with them. I went hunting and shot all the feathers off a crow, but the doggone thing managed to get away. Then here's all this worriment over my watch. If you can't fix it I think I will throw it away.'

The Real Thing.

The cub reporter saw a hearse start away from a house at the head of a funeral procession.

"Whose funeral?" he enquired of the corner storekeeper, who was standing near his door, gazing at the conveyances.

"Chon Schmidt."

"John Smith!" exclaimed the cub. "You don't mean to say John Smith is dead?"

"Vell, py golly," said the grocer, "vot you dink dey doing mit him-practicing?"

GUARANTEED NET PRICES IN WAR TIME

The assurance in our October catalogue that its prices are net and guaranteed means just what it says.

These prices will hold, no matter what happens, until the November catalogue is out.

So intense is the crisis brought on by the war that every day we receive notices of advanced costs and withdrawal of quotations.

Our ability in this trying situation—this time of stern test—to keep faith with our prices and supply the goods to back them up is evidence enough that buying from Butler Brothers is insuring profits.

Our customers may send their orders knowing that the lowest net guaranteed prices will hold for the usual thirty days, and knowing they will get the merchandise they want.

What more is there to be said?

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

New York

Chicago

St. Louis

Minneapolis

Dallas



Increased Prices Will Soon Confront advance of the old "Creole" style, or the later "Marshall Congress". This

Salesmen are starting out with their sample lines for next spring and summer, perhaps, with a greater feeling of uncertainty as to what will be the best selling styles than they have ever before experienced. They are also confronted with an advancing market, which has necessitated a rearrangement of price lists. But withal, they are positively certain that there will be no reduction in prices.

Another seeming uncertainty is that with a wealth of new materials to select from, a dent will be put into that old slogan about there being "nothing like leather." The dent will be made by fabrics, which are more generally shown because of the scarcity of upper leather and the desire of manufacturers to conserve their present supplies of upper stock.

Cloth Substituted for Upper Leather.

Nobody seriously believes that cloth uppers are superior to leather. Cloth uppers make up attractively, to be sure, but the substitution and greater general use of fabrics is entirely due to the constantly advancing leather market as a result of the war in Europe. Manufacturers feel that retailers will not seriously object to cloth uppers if the use of them will enable the trade to buy the shoes at something near old prices.

The range of fabrics is a wide one, embracing nearly everything in suiting cloth, woolen weaves predominating, and also in lighter materials used both for oxfords and Bals. For the most part solid colors are shown, either for contrast or in harmony with leather vamps.

The attractiveness of the new styles gains additional coloring from the remarkable combinations shown in tan and white, black and white uppers and white felt, white ivory leather and rubber soles. And speaking of rubber and combination soles, there is no denying the fact that they are "in" strong and that manufacturers believe they will continue in favor.

Felt soles are practically new to the trade this season. A few firms tried out this material during the season just ended, but in the new lines there will be seen many samples with felt soles. The success of this material for outsoles will depend upon the service and adaptability of what is required of sole leather.

Another interesting proposition in fabrics is an elastic cloth made to resemble certain staple fabrics used for shoe uppers. This new material has been sampled in a number of high class lines and is a long distance in

advance of the old "Creole" style, or the later "Marshall Congress." This fabric is used for button or lace shoes and permits the shoe to be removed from the foot without unlacing or unbuttoning. Every yard used of this and other fabrics means a saving of leather, which at the present moment is a question for important consideration. This elastic fabric is also used for quarters of women's oxfords and doubtless will be used in men's low shoes.

The manufacturers of men's shoes, perhaps for the first time in the history of the trade, are not only willing but anxious to test anything that appears to be a desirable substitute for leather, particularly when the supply of calfskins and other upper leathers are scarce and advancing in price.

The wider use of cloth tops for men's shoes will, it is said, be a great help to the cotton growers of the South, and help to forestall still further increases in the cost of shoes. This is the opinion of one of New England's most prominent manufacturers of men's shoes, who says:

"Cotton is the most useless thing in all the world, it seems to me, unless it is manufactured into something. Grain may be used for food or fuel, but cotton is useless until it is made up. Except for manufacture it isn't worth a cent a pound.

"I hold that the shoe manufacturer can make 40 per cent. more cloth shoes. The shoe will give excellent service. It will offer a way to control the rising price of leather. It will contribute materially towards a reduction of the cost of living.

"And there is nothing radical in the suggestion. More and more cloth is being used in shoes for women. There is no reason why uppers, at least, should not be made of cloth. At Palm Beach in the winter and at fashionable shore resorts of the North in summer, you see scores and hundreds of men wearing vari-colored cloth shoes.

"Bear in mind that about one-half the area of the shoes is in the top and you will grasp the economic importance of the proposition which, happily, also has common sense to recommend it."

It is recognized that there will not



There is a Difference



Between GOOD and BETTER. It is your business to know the difference. In the case of R. K. L. Shoes and others the difference is at once apparent. R. K. L. Shoes represent the best of everything, workmanship, material, and design. The prices suggest a healthy profit for the retailer. All R. K. L. customers come back for more. Try them now.

Send for beautiful free catalog.

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

Part of the Famous Herold Bertsch-Out-put

THE BERTSCH SHOE READY FOR ANY EMERGENCY

that's the position of the dealer who has a full stock of BERTSCH SHOES. He can satisfy every critic—please every crank—supply every demand.

As a combination of STYLE and QUALITY, BERTSCH SHOES are certain winners. Every pair sold means a permanent customer on the BERTSCH, for they always come back when again in need of footwear.

Get ready for the fall rush by sizing up now. We are noted for quick deliveries, and will make prompt shipment of your goods but why not anticipate your needs a little and ORDER NOW.

Built for Service---Wear Like Iron

Herold-Bertsch Shoe Co.

Manufacturers Serviceable Footwear Grand Rapids, Mich. only be a ready market for all available calfskins, but that the supply will be insufficient to meet the demand, and hence more kid leather will be

Kid leather, japaned, will be used more generally, which with the use of patent sides should make it possible to produce patent leather shoes in goodly quantities.

Of the available calfskins, many of them should be utilized to supply the demand for tan Russia stock, for there is an immense showing of taus in the new samples.

Oxfords are to be more liberally shown than was originally intended because of the saving of leather in low cuts as contrasted with high cuts, so with the co-operation of the public the spring and summer of 1915 should witness a general revival in favor of oxfords. The low cut shoe offers opportunities for the introduction of cloth for tops and quarters, but not of course to the same extent as in Bals. or Bluchers.

The lines of high grade shoes contain a number of fancy patterns, among them being new heel foxings and a variety of outside lace stays and edge strips. These patterns are used for cloth and buck tops in different colors in conjunction with black, tan and patent calf vamps. A good business is anticipated on cloth top oxfords.

The most popular lasts among the new models for spring are improved recede toe shapes. Lasts of this type carry 7-8 and 8-8 heels. The prevailing length of vamps will be 37% and 4 inches, with wide, square throats favored.

There appears to be no change from last season in the height of heels. The favored heights are 7-8, 8-8 and 9-8.

Circular vamp oxfords are made with blind or small agatine eyelets, while bluchers made on staple lasts are shown with the usual agatine eye-

Close edges still prevail and flat lasts carry square shanks. No demand for wide edges is looked for.

Gun metal, glazed calf and kid seem to be plentiful in each line, and the usual assortment of wax calf and French calf is shown.

Patents show up good with cloth or buck tops in new patterns and designs. Patents were expected to sell well this coming spring, but on account of the present unsettled condition of leather market the supply to select from by the time spring shoes are cut may be limited, regardless of all foresight on the part of the manufacturer in stocking heavy early last month on all available materials, therefore, orders may be taken subject to be cut from patent stock that the factories can buy when the present supplies are exhausted.

Small Stocks of Imported Leather. Imported tan leather will be scarce after the stock on hand is cut up until the war torn countries are again at peace. The same also applies to French calfskins and patent calf.

With the information we have been able to secure, it would appear like a good season on gun metal, domestic tans and glazed kid. In view of a possible shortage of calfskins, some look forward to a good demand for white and Palm Beach canvass shoes, but the manufacturers of high grade men's shoes feel that their trade will demand white and tan buck instead of canvas.

The trend of style in toe shapes seen in medium priced lines has undergone only a slight change. There is a general impression that medium high toes will continue strong in the small cities and towns, while in the big cities recede toe shapes will be in vogue. The modified French toe, square at the end and with a sharp flat effect, is also shown, but no large business is expected on this

The most important development in men's styles is the large number of samples made of combinations that harmonize of leather and fabrics, or combinations of leather and fabrics, in contrasting colors, an idea that has been prominent in women's shoes for several seasons.

Dark Russia calf seems destined to be the most popular shade, as it was during the past season.

The new season should be the one of all seasons when sellers and buyers should co-operate intelligently and patriotically. The seller, with absolute confidence, can guarantee that the prices quoted are the lowest that can be made for a long time, and the buyer, therefore, can make his selections to meet the particular requirements of his constituency with the certainty that no good can possibly come from delays or procrastinanations.

The salesmen are off again despite the war. They are going to sell shoes because people will continue to wear shoes, and the men who are engaged in the retailing of shoes fully realize that now is the time for everybody to get together and act intelligently for the promotion of prosperity, and in particular for a big season's trade next year.

"I visited a number of the larger retail shoe stores in the West recently, and it really made me feel sad to see merchants selling shoes at prices which they cannot get a manufacturer to duplicate," said a large New England producer of footwear, in a little heart-to-heart talk with his salesforce a few days ago.

By intimation, at least, there was a suggestion that retailers would find it possible and perhaps practical to place an increase on their more desirable lines in stock. If it is possible to obtain an extra profit in this manner, it doubtless would be appreciatively welcomed, yet the fact remains that dealers are always desirous of converting into money the shoes now in stock with which to purchase footwear for another season's requirements.

Increased prices are a condition that all shoe dealers must sooner or later meet.-Shoe Retailer

It's easier to fly into a rage than to succeed as an aviator.

Any shoe man who is struggling along without

"Bullseye" **Boots**

is holding back and decreasing his sales unnecessarily



The "Bullseye" Boot is the Special Pressure Cured



White Sole **Boot**

Hood makes it, and only Hood.

Price \$3.20. Net 30 days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

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.



John Dickson's One Digression from the Prosiac.

Written for the Tradesman.

John Dickson is in no sense a literary man. He is a very matter-of-fact fellow and is engaged in the automobile business, so his knowledge and his talk are of carburetors, magnetos, mechanical starters, demountable wheels, and electric starting and lighting systems, rather than of metaphors and similes. He hates to write even a letter. His business correspondence he of course dictates to his stenographer, and one terse message is much like another.

When he feels obliged to write a friendly letter, it is almost as condensed a piece of composition. He states that his family and himself are well or not well as the case may be, citing the individuals as to state of health or illness. He reports births, marriages and deaths in the homes of mutual acquaintances, and summarizes the weather for the past few weeks. As he drives almost daily through the country, he is able to add a fairly accurate crop report to these meteorological and vital statistics. He then tells how business is and how many cars he has sold within the last month. Having gotten thus far, his mind commonly fails to supply other items of supposed interest, and after an expression of kind regards, he closes. When he sees his wife reel off page after page of daintily scribbled note paper, he silently thanks heaven that he doesn't belong to the letter-writing sex.

Still, according to his light, John always has been "awful good to write home to his folks." Each week he dutifully has sent a letter of the kind already described and painstakingly done in his own bold hand, to his mother and sister back in the old home in Vermont.

In other and more substantial ways he has shown the genuineness of his filial affection. Every two years he has journeyed nearly across the continent to see the two women who dated other and lesser events as before or after his last visit. In recent years he has made this trip in the winter, because he could get away from business better at that season. Always at Christmas and on their birthdays he has remembered Mother and Sister Louisa with gifts that he thought would please, his wife coming to his aid in making the selection. Very often he has slipped in with his weekly letter a money order for five of ten dollars-perhaps even twenty-five when he has been especially lucky in making sales-to buy comforts and luxuries and supplement the rather slender income of that frugal little home back East.

No one can say that he has not been a kind and devoted son and brother; and if his manner of showing his love has been a little mechanical and stereotyped, it must be remembered that John has nothing whatever of the poetical in his makeup, and moreover is a middle-aged man with a family of his own to care for, and heavy responsibilities, besides being under the necessity of keeping up to the minute in all news of the motor world.

But one Sunday afternoon he had an inspiration. His son had started back to college the day before, and his wife and daughter had gone to a distant part of the city to see a sick friend, and would not return for two or three hours. He was alone and the house seemed very still. It was his regular time for writing home. and in his methodical way he turned to the task in hand. But this time instead of starting off with a "We are very much as usual," he began thus: "Dear Mother: I have seemed to be back on the old farm to-day, with everything just as it was when I was a little boy. Do you remember, Mother, how I used to go with Shep to bring up the cows, and how my heart was nearly broken when Shep was accidentally shot? Those were great days. How I should like to live even one of them over again! The maple sugar in the spring, the wild strawberries in the summer, the nuts and apples in the fall-I can smell and taste them now.

"And what a good home it was for all of us, Mother. I remember you used to get up at 4 o'clock in the morning and work hard all day, and after the supper dishes were done you always had some sewing or knitting in your hands until bedtime. Those wonderful ribbed-legged socks that you made for us boys—I can't find anything so warm and substantial at the stores.

"And the good things you fixed for us to eat! Um-m-m! On my business trips I often stop at the best hotels, places where the rates are \$3 or \$4 or \$5 a day, and the dinner is served in five or six courses, and they put on all kinds of style, but it never tastes as good as the sausages and scrapple and head-cheese you used to make, and the noodle soup, and the apple butter you boiled out of doors in a big kettle, and those marvelous dumplings of yours which we ate with real cream. I never anywhere have eaten anything that could

hold a candle to your cooking, Mother. And however did you find time to do it all? Five boys of us and all of us always hungry except Jamie, and no daughter to help you but little wee Louisa, the youngest of the family."

His pen sped on and on. He spoke of how she cared for them in sickness—"no trained nurses in those days, Mother'—and how she had tended the little crippled Jamie until at last he was laid to rest in the quiet cemetery on the hill.

And then John spoke of his own somewhat wild and wayward youth, and how patient and forbearing she had always been, and how her gentle pleadings had done more to win him back to rectitude and safety than his father's threats and reprimands.

"Not every man has such a mother as I have, and I'm coming to see you in January, sure," he promised her in closing.

He gathered up the sheets and was surprised to find there were twenty. Hastily he folded them, thrust the thick bulk into an envelope which he had already addressed, put on two or three stamps, and hurried to the mail box. He would have been a little ashamed to have his wife and Helen come in and find him writing so effusively. After leaving the mail box he even felt some misgivings about this long letter, and thought that maybe after all he might better have sent his usual bulletin of health and weather.

It was all very crude. Any critic would say that description of hill-side and forest and stream and farm-house had been done better, far better by others, hundreds of times before him. His composition lacked entirely the professional touch of the practiced writer. His expression of affection was stilted and clumsy. All this and much more might be said in derogation of this supreme epistolary effort of John Dickson's life.

But when the surprisingly bulky missive reached its far away destination, and was hastily opened by trembling fingers and then read and reread by moist yet happy eyes, no slips in grammar and no errors in rhetoric were observed or even thought of. The pen of Homer or of Shakespeare could not have wafted that aged mother back to the blessed days when her children were around her and the house resounded with their merry voices, as did this awkward effort of her own son.

Many times she took out "Johnny's letter" and conned it over to herself. When a neighbor dropped in, the old bent form would straighten with pride while she read aloud "the long letter I just received from my son John, who is out West in the automobile business."

In a few weeks this mother who had been strong and hale in spite of her nearly 80 summers, began to fail rapidly and soon was confined to her bed. The faithful daughter taxed her ingenuity to the utmost to divert the invalid's mind from her constant sufferings. Nothing else proved to effectual as "Johnny's let-

ter," which was read over and over and never failed to bring its solace. And at the very last when the voice had become weak and the breath was coming fitfully and the spirit was about to take its way to the Better Country, "No, there's nothing else I want, Louisa dear," she said, "only just once more read me Johnny's letter—how I used to take care of him and mend his clothes when he was a little shaver, and how he's coming back home next winter sure. Please—just this once more—read—me—Johnny's—letter." Quillo.

Prodded His Father's Memory.

Mr. Urban was always late to dinner. He lived on the Holland Interurban and arrived home at Wyoming Park one evening, as usual, twenty minutes behind-hand. His wife was entertaining Mr. and Mrs. Fortune. Greeting the guests with effusive cordiality, he said:

"If I had known this pleasure was in store for me I should certainly have arranged my business so as to be at home earlier."

"Why, Harry," sighed his wife, "I told vou."

"I beg your pardon, love; but you are certainly mistaken this time. You probably forgot to mention it. On the whole, however, I am glad you did. It is a delightful surprise."

Mrs. Urban was a spirited woman. This unjust accusation came near overthrowing her courtesy. Her lips parted, then shut decisively; but a slight frown lingered on her forehead.

Little Tommy read her face. He knew all about his father's poor memory, and he felt it his duty both to refresh his father's memory and to defend his mother.

"Why, papa," he piped, "don't you recollect? Mama told you to be sure to come home early to-night because the Fortunes were going to be here, and you said, 'Oh, the devil!'"

Stubbornness of Pat.

Patrick O'Rourke had the misfortune one day of falling from the second story of a house just being completed. Mike Flaherty, the foreman, saw him fall and immediately called an ambulance, which in due course of time arrived. The surgeon gave one glance toward the still form and said: "He's dead."

Pat, who was coming to, heard him and, rising to a sitting posture, replied: "You're a liar! I ain't!"

Mike was standing close by, and took hold of Pat, gently saying: "Lay down, Pat, the doctor knows better."

Why Should She?

"By George!" ejaculated the merchant, as he watched a lady leaving his store, just after having given a good sized order.

"Fine-looking lady," said a bystander.

"Yes, but I wish she would pay her bills."

"Have you asked her?"

"No—I'm afraid she will quit if I do."

"Oh! Then you are waiting until she owes you more before she quits."



The Crek's Responsibility.

Many dealers fail to impress upon their clerks that customers should be enlightened on different important subjects when buying shoes for their children and for themselves. When buying shoes it is almost a crime to try to economize by not having them properly fitted by expert salespeople. They should be reminded that one pair of ill-fitting or inferior grade shoes may ruin a child's feet for life, and produce various kinds of ailments, such as broken ankles, bunions, ingrown toenails, backache, even the eyes are often affected.

Of course, the clerks are not always at fault, because some dealers insist that every customer must be sold, fitted if possible, but otherwise sold, sold, sold, and there the trouble comes.

Some time ago I witnessed a sad little incident in a Boston store. A poorly clad woman came to purchase two pairs of shoes for her two boys. One was fitted easily, but for the second boy, the salesman (who happened to be the proprietor) had no sizes between 10 and 111/2, so size 10 was squeezed on with the aid of talcum powder, toe raiser and stretcher. The boy could hardly walk, and complained the shoes were too small. The lad was only about six years old, and would have overlooked a little pain for the sake of getting a new pair of high cut tan grain boots with straps and buckles, but the pain was so bad that the poor child began to cry. Seeing that he had lost, and knowing that the 111/2 wouldn't do at all, the dealer quickly volunteered the information to the mother that "this pair is only \$1.75, while the next size (meaning 111/2) would cost \$2.25." Of course, this touched the right spot and the boy got a slap across the face and hobbled out of the store in his new straight jackets.

This is only one incident, of which they are too many to mention. Honest shoe selling is sometimes a sacrifice, but it will pay in the long run.

—Shoe Retailer.

The Pessimist.

Josh Janks, who deals in Chinese eggs—they're laid by hens with wooden legs—is always in a stew; all things that happen on this globe cause Joshua to tear his robe, and make him sad and blue. Whene'er he reads the public prints they're sure to give him dismal hints that evil times are near; upon his soul they cast a pall, he buts his head against the wail, and sheds a briny tear.

"This Balkan mixup," old Josh

sighs, "is death to trade, dad bing my eyes, of commerce 'tis the knell; all Europe will be scrapping soon, and then I wouldn't give a prune for all a man can sell. And then the war will spread, mark me, to this fair country of the free, and thousands will be shot; and men who lose their arms and legs won't feel like buying Chinese eggs—it surely makes me hot!"

"Great Scott!" I cried, "what is the use of turning such predictions loose, of grouching day by day? It surely won't increase your trade, or make your business troubles fade it's not the Butler Way."

"A man," said Janks, "should be prepared for evil, then he won't be snared when evil comes along; I always say that life's atwist, I always argue and insist that everything is wrong. Then nothing disappoints me much; if things go wrong, to beat the Dutch, I say, 'It's what I thought; this world is but a waste of soup, and nothing in it's worth a whoop, and nothing hits the spot."

"Your grouch is sinful, I repeat; while thus you talk, across the street, your rival's sawing wood; he is a cheerful gent who thinks that no one needs to have a jinx, that everything is good. He sells his muslin overalls and patent duplex codfish balls, and never wears a frown; a most attractive place is his, and he is drawing splendid biz from every part of town."

Alas, a fellow gets no thanks for preaching truth to old Josh Janks, determined to repine; he sits among his crates and kegs of rich imported Chinese eggs, and sheds six kinds of brine.—Walt Mason in Butler Way.

Not Her Fault.

Doris was rather backward in her studies and one day when her father was enquiring into her standing at school the little girl admitted that she was the lowest in her class.

"Why, Doris, I am ashamed of you!" exclaimed the mother; "why don't you study harder and try to get away from the foot of your class?"

"It ain't my fault," replied Doris, in tones of injured innocence, "the little girl who has always been at the foot has left school."

Remember that a smile is a valuable asset simply because people like it—no need to argue against it. Stay near the front door. Be ready to meet people as they come in and do it as though you took pleasure in it.

Boaster may be a polite term for liar.

A Price Cutting Fraud.

One of the large department stores of New York recently displayed on one of its counters a lot of underwear—union suits—a sight familiar to every man who passed through that section, but the price is what challenged attention. This particular line of underwear retails everywhere at \$1 a suit, but an alluring signboard announced a slashing reduction to 69 cents. Here was an instance of price-cutting that would make the Fair Trade Leaguers sizzle with anger.

We forthwith procured a suit of the familiar unions, turned to the well-known label, and there across its face was indistinctly printed the word "Seconds." The name and classification were so closely interwoven that it was difficult to read the word "Seconds," but there was no mistaking the label. The price-tag of the store had been carelessly pinned over the label, completely hiding the word "Seconds," which was evidently a blot on the escutcheon.

This is a case where everybody knew about the price cutting except the consumer. He thought he was getting a \$1 garment for 69 cents—but he wasn't.

The great mystery of success lies in the common things. The man who makes it a point to thoroughly understand the commonplace, everyday things is usually considered a genius.

Many a friendship has been cut short by a long tongue.

The Man With Sand.

"If you're down and out—discouraged—And your very soul hangs loose, And you ask yourself the question, Weary, heartsick, 'What's the use?' Just remember that you're needed In this grim old world of ours, That you're part of it—we need you—In its sunny times and showers. And although it may seem useless. More than human soul can stand, You belong to the Creator, and the Lord loves men with sand.

"Never quit; God hates a quitter!
Force a smile; it's only right.
Other fellows, worn and weary,
Stumble in life's dreary night;
And you owe them and must pay them—
Surely you can understand
That with God you must be honest
And must show that you have sand!

"Throw aside your fears of failure, Look about you everywhere; See the fellows sad, discouraged, Who are victims of despair; And it's up to you to show them By the way you fight and stand That the world deserts the quitter And backs up the man with sand."





Recent years have seen bulk goods go out and package goods come in. Why? Because package goods are neat, clean, easy to handle, save time, prevent overweight, and please the consumer. All this is true of FRANKLIN CARTON SUGAR, and, sugar is the one thing you cannot afford to handle in bulk.—you sell too much of it and sell it on too small a profit to waste time and work on it and run the risk of overweight loss. There's a FRANKLIN CARTON SUGAR for every purpose, Granulated, Powdered, (Dainty Lumps), Small Cubes, Dessert and Table Confectioners' XXXX, so you can easily supply all the wants of your customers by selling FRANKLIN CARTON SUGAR and thereby make a profit instead of a loss on all your sugar sales. Ask your jobber.

THE FRANKLIN SUGAR REFINING CO. PHILADELPHIA

"Franklin Carton Sugar is guaranteed FULL WEIGHT, and refined CANE sugar."

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



Secretary—A. J. Scott, Marine City. Treasurer—William Moore, Detroit.

Some Methods of Attracting Desirable Patronage.

ritten for the Tradesman. Speaking in a general way, good goods and satisfactory service form the only safe foundation upon which to build permanent business. In the long run, these simple essentials are better and more influential business getters than any of the myriad schemes which ingenuity has evolved for the purpose of stimulating busi-Without them, business getting "schemes" count for very little.

But, with good goods and satisfactory service as a foundation, occasional schemes of one kind and another can be made very helpful, in advertising the store and attracting

An old time feature which is still quite popular is the guessing contest. A prize is offered to the person who can guess nearest to the number of beans in a jar, or the number of seeds an uncut pumpkin. Then, too. the hour and minute at which a clock will run down, or a lit candle burn itself out-these form suitable subjects for guessing contests. Such contests have been held time and again. The merchant who wishes to attract attention will do well to devise some new scheme, if possible, although, even after frequent repetitions, the old schemes have not lost their pulling power. A newer version is the value of a pile of canceled stamps—that is, the face value of them. If a large enough pile of old stamps can be secured, a double contest can be evolved-a prize for the person guessing nearest the face value of the stamps, and an additional prize for the nearest guess to the number of stamps.

The prizes offered need not be large. Sometimes these contests are wide open; at other times they are restricted to purchasers of goods, one guess being given as a rule for every dollar's worth of goods purchased.

Incidentally, in devising a new contest the merchant should be careful not to advertise them through newspapers or circulars where the result is dependent upon chance rather than skill. The post office authorities bar from the mails advertising matter pertaining to lotteries, and it is possible to inadvertantly overstep the line. As a rule, such contests need no advertising beyond that given in the window.

The voting contest is another scheme for pulling trade. In recent years it has been diligently worked. Newspapers have used such contests regularly to build up their subscription lists and many stores have employed this means of advertising, sometimes alone, sometimes in conjunction with other stores, and sometimes in co-operation with newspapers. The newspaper has an advantage in that it secures the necessary advertising space at actual cost, and advertising space is very necessary to make the voting contest a suc-

Prizes of various kinds are offered -free trips, perhaps to a popular exhibition, scholarships in business college, high school or even a university, and prizes in money or goods. A motor car makes a good puller, where the territory is large enough to justify the expense. Such prizes are suitable for popularity contests. Then, too, there are prizes offered among competing organizations, such as schools, lodges, Sunday schools and churches. Often a library is used for this purpose. Then baby contests, contests for the most popular child or young lady, can be

A contest of this sort involves a lot of work, and usually calls for considerable expense. Whether the results are always satisfactory is a matter of doubt. Unless the merchant is prepared to go to a considerable expense for publicity, there is danger in the enterprise falling flat. The merchant should study carefully the handling of such ventures before he embarks; should, if possible, compare notes with other merchants, in his own or other towns, who have tried the experiment.

Perhaps a better plan and a more legitimate one is the clerk's benefit. A firm I know of tried this scheme last January. at a season when business is usually very dull, and found it good. A sale was held lasting a couple of weeks, a small percentage on the gross sales being given to the employes in addition to their salaries. Cards were furnished the clerks for distribution among customers, and keen competition in sales-getting resulted, and business showed up quite well at a time when it was usually pretty slack. The hustling done by the salespeople to pull in new customers was to use the colloquial term, a caution. Incidentally, the merchant got a pretty clear line upon the selling capacity of his individual

Similarly, a store can be depart-

mentized, and a prize offered for the department making the largest percentage of gain over the sales in the same department for the previous Or, similar prizes can be offered for the individual clerk or clerks making the biggest percentage of gain.

Anything that will appeal to the children is good business, particularly with the Christmas season coming on. In some stores numbered tickets are issued, and prizes awarded to the holder of the "lucky number," the drawing taking place at the close of, say, a week. Toys of various kinds make suitable prizes. Children, too, are often enthusiastic workers in voting contests, and not merely hustle themselves, but are very successful in enlisting parents and friends.

One thing should be borne in mind, however-the contest or scheme should be used only on rare occasions. As with "special sales," the public continuously fed upon them ultimately grows satiated and even nauseated. Use the voting contest only when you are locating in a new district or opening a new store or starting a new department; use the lesser contests only to inaugurate a new department or liven up a dull season. And use them as conservatively as you can.

For, after all, it is upon good goods and satisfactory service that permanent business must be built. The new customers whom a contest draws to your store for the first time must be held by good goods and satisfactory service, not by another contest. And

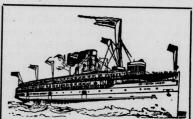
some of the most substantial businesses I know of have been built upon the solid foundation of sane business methods and common-sense newspaper publicity, without the aid of "catchy" schemes of any kind.

William Edward Park.

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.



Chicago Boats Holland Interurban

Special cars direct to

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Michigan Hardware Company

Exclusively Wholesale

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THE MEAT MARKET

Old Time Butcher to His Son.

I haven't got much use for a kicker. The man who sits down in the corner and tells you just how hard things are for him could spend his time much better in taking off his coat and trying to find a remedy for the conditions which he is complaining about. There seem to be too many mouth-artists in the butcher business, who do a lot of business with their mouths but blamed little with their brains.

Take my friend Schless, for instance. If Schless was as good a butcher as he is a talker he would have been able to retire long ago. He can sit down and tell you all about how hard times are for hours on a stretch when he ought to be down in his market hustling for trade as hard as he can hustle. His chief dissipation is talking, with the result that he is always wondering how he is going to meet his wholesalers' bills at the end of the week. And there are a lot more in the business just like him.

Oceans of words never made hard times any better. Words never helped any man except a politician. Action is the thing that counts—action mixed with brains. Bewailing the fact that meat has jumped sky high will not help you to sell more of it or get a better price for it. Words are all right in their place, but their place is not in the meat market. If you want to tell the public just what the butcher is up against, get a soap box and go out on the street corner. You'll bet a bigger audience out there than you ever will in your market

The butcher who thinks that he can appeal to his customers' sympathies by telling them that he is losing money steadily is foolish. No other word fits the brain that evolved that thought. The dear public absolutely refuses to believe his story. They may think he is a good liar and rather admire him for it, but liar he is nevertheless. The greatest bid you can make for sympathy only appears ridiculous to them. And I don't blame them for it, because were I the ordinary customer in the meat market I would think just the same way as they do.

When a woman goes to market she doesn't want to hear your troubles; she's out to get as much as she can for the money she has to spend, and whether you make a profit or not is a matter of no concern to her. Value is what she is after, and there is no poorer listener to your tale of woe than she is. In a good many

cases she pays the price you ask without a kick. She has confidence enough in you to believe that if you have raised your prices you have had to do it. So why in the name of common sense should you start in making excuses, which immediately convict you of charging all the traffic will bear in her mind? She's got you where she wants you when you do that—on the defensive—and she would be foolish if she didn't take advantage of her opportunity.

Never volunteer excuses for the high prices you are charging for your meat. If a woman complains, meet her more than half way; put the facts of the case to her. You must have them at your finger ends. You know why meat is high. What's the sense of making excuses when you have facts that are ten times as good as the excuses? If a lawyer had a client who was excused of a crime, and he went into court and pleaded for clemency when he had a good case which would have secured an acquittal for his man, you would think that he was crazy. Well, a lot of butchers are just like that lawyer-they spend their time appealing to the sympathy of their customers when they could convince them of the truth without any trouble but the use of a little gray matter and fact.

Who ever had any sympathy for a butcher, anyhow? Nobody. If your wholesaler came to you with tears in his eyes and told you he was losing money on the bullock he was selling you, you'd laugh in his face. You'd think he was a first cousin to Ananias. Well, your customers think exactly the same thing of you when you pull a sob story on them.

Business is not done on sympathy, business is done on confidence. Long drawnout stories of hard times are not the things that win the confidence of your customers. People regard you when you do that much the same as they regard the panhandler in the street—they will give you their business, but with a feeling that you are putting one over on them every time they come into your market. And the first time the fellow on the next block slashes his prices a cent or so a pound this feeling is confirmed, and you can kiss their trade good-bye.

The butcher who stands squarely upon his own feet, who makes his appeal to his trade on a straight business basis, who throws sympathy along with the sob tales into the discard, who deals frankly with his customers and who tells them the exact facts of the situation is the butcher who holds his trade so long as the

trade has the price to buy his meat.

And the reason is simple—he has won their confidence and their good will.

—Butchers' Advocate.

The "Sterilized Meat" Scare.

And now comes another howl because the Department of Agriculture is to allow the sale of "sterilized meat." Scientific investigations made by specialists of the Department, and by independent veterinarians and physiologists have made it clear that. large quantities of meat which are perfectly good food when thoroughly cooked have been condemned because of the presence of strictly localized cysts or lesions in animals. This meat is of the type which the German and Austrian governments have long permitted their packers to sterilize by cooking and sell at shops in a cooked condition.

This meat which, cooked, finds ready sale at a lower price than raw meat in Germany and Austria, consists of portions of the flesh of animals which have localized cysts or lesions which make the immediately affected muscle or tissue unsuitable for food, but which do not affect the remaining flesh of the animal or render it unhealthful. Portions (usually organs or glands) containing cysts of lesions are cut away and condemned. These cysts and lesions do not come from any of the highly dangerous diseases, for any indications of which the regulations require the condemnation of the whole car-

While the packers of Germany and Austria for many years have widely availed themselves of this method of saving, by cooking, a huge waste of meat, it is not known how far the American packers will care to follow the practice. It is believed, however, that if it is undertaken it will make

available a large quantity of cooked meat which is now wasted.

Yet such a product would easily pass muster in the housewife's own kitchen without question. And the very critics who raise a cry against the decision are the first to howl about the "high cost of living," due to the fact that the public is overexacting in its selection of only the highest grades of food and rejects millions of dollars' worth of food that may be second grade but probably perfectly wholesome. Pure food does not necessarily mean "first grade" food; although food law promoters have often made that common error.

Proof Enough for Him.

"Willie," said the teacher, "give me three proofs that the world is actually round."

"Yes'm," said Willie, cheerfully; "the book says so, you say so, and ma says so."

When a smoker fumes he seldom frets.

Make Out Your Bills

THE EASIEST WAY

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

MAAS BROTHERS Wholesale Fish Dealers



Sea Foods and Lake Fish
of All Kinds

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

He Is Against It



We Are For It

League Challenges

Fraternal Amendment

Newspaper reports indicate that payroll officers, local lodge secretaries, etc., will fight, the Fraternal Constitutional Amendment. We invite an open fight. Come out from behind closed doors. We offer to divide equally the

time, expense and tickets of admission anywhere in Michigan to debate the following statements of fact relative to said amendment.

- 1.—It provides for majority rule of members by aid of the Initiative, Referendum and Popular Recall.
 - 2.—It provides for a reasonable adequate rate for life insurance.
 - 3.—It does not prohibit lodge or ritual.
- 4.—It does not interfere with provisions for sick, accident, old age or other benefits.
 - 5.—It does not compel any responsible society to leave Michigan.
- 6.—It does not compel State jurisdiction. No more important question has ever been submitted. Public discussions will be educational.

FRATERNAL AMENDMENT LEAGUE.

Grand Rapids, Mich.

JOHN H. BANNINGA, President. CHAS. D. SHARROW, Secretary.

Copies of Amendment will be furnished on application.



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naw.
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Grand Page—John A. Hach, Jr., Cold-Grand Sentinel—W. Scott Kendricks,

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Handicap Incurred by the Quick-Tempered Salesman.

It is astonishing how many things will come up to the salesman, and come when he least expects them, upon his tongue.

Some one has told us that we get our idea of the word "temper" from the blacksmith's shop, where the blacksmith is shaping an axe, for instance, and upsetting the blade of it. He heats the blade and pushes it down into the water, and, taking it out, he watches its color; and again he pushes it into the water and takes it out and watches it take its color; and then directly he passes it to the hand of the farmer, and says: " I think that is tempered, but I don't know. If you will grind it and take it out to that knotty log and throw it in a time or two, I shall be able to tell you whether it is tempered or not.

And the farmer takes up the axe and goes out to the log and strikes it a time or two, and the axe of full of notches. He takes it back to the blacksmith, and says: "You missed it this time. Look here! It is notched all over with gaps." And the blacksmith takes it and puts it in the fire again and tests it; and when the owner next takes it out to the log, its edge is all right, and he says: "This edge is perfect." That is where we get our idea of temper.

Many a time the salesman has his disposition upset and tempered, and then he goes out and says: "Well, now, I will never get that way any more. I have got the edge all right this time. I have got it tempered up in every respect." But the first old knotty customer he gets to, away it goes, and the notches are made in it,

and the edge is destroyed, and he says: "Dear me! It's of no use for me to try at all. I did worse this time than I ever did before."

Haven't you ever felt that?

A good temper will stand anything without the breaking out of a gap or the turning of an edge.

There is a great difference between the good-natured salesman and the good-tempered salesman.

We hear people say, "Oh, that person has less temper than anybody I ever saw." Well, he is of less account than anybody you ever saw, if you mean by that that he is simply good-natured.

We can have good tempers only with vigilant, watchful care over them. Did you ever manage your temper by clinching your teeth together and not letting your tongue run a bit? Your tongue is a sort of revolving fan to a fire, and the first time you let your tongue go, you are gone. Did you ever try to curb your tongue once? If you'll do it, you'll be astonished.

If you are a Quick-tempered Salesman, begin now by saying, "I will watch my temper; I will watch my tongue; I will watch my disposition; I will watch within; I will watch without; I will be vigilant; I won't be surprised by anything. I am going to see my enemy approach; I am going to watch him as he comes, and I am going to meet him as he comes."

A soldier in the last war said: "One of the hardest things I had to do was to lie still under fire."

Humanity wants to fight back, and kick back. But the salesman never fought back, or kicked back, or talked back in his life that he was not sorry that he did it. The best thing is to stand and hold out and let your enemy kick himself to death, and he will soon do that if you hold right

Speaking on the subject of self-control, a noted reformer once said; "If a man called me a liar, I would not get mad and fight him. I would say to him, 'If I am a liar I ought to be ashamed of myself; and if I am not a liar you are a liar.'

It is a mighty good plan to combat insult and injury with wit or a smile. These quickly disarm our adversary.

The value to the salesman of selfcontrol in meeting the selfishness or insults of a customer, or of managers, is demonstrated over and over again in the life of every man on the road. Many instances occur in the career of every salesman where righteous indignation seems justifiable, but if used at all as an antidote, it should be homeopathic doses only.

While traveling on the road, long before embarking in business for myself, I once lost my temper under very trying circumstances in dealing with the buyer of a large firm.

Years afterwards I secured the services of a traveler who was intimately acquainted with that buyer. The first time our new man called on him he was surprised at the reception he received upon presenting the firm's card. The man with whom I had quarreled opened up on our new representative with, "We have been good friends, and you have always given me a square deal. It would be a real pleasure to continue my business relations with you personally, but you can go back and tell your employer that I will see him in Hades before he gets another dollar's worth of business from my firm."

During the years that followed, our firm was deprived of thousands of dollars' worth of business from him because I had lost my self-control just once.

Get the habit of self-control, and never part with it. When tempted by weakness, keep away as far as possible from the danger-line. There is always a fascination in seeing how near we can go to the edge of a precipice without toppling over.

A wealthy man, owning a fine country home far up on a mountain side, desired the services of a coachman. The road leading to his place was very dangerous. It skirted the edge of great caverns and made many sharp turns. Several applicants sought the position; the same question was asked each, "How near can you drive to the edge of the precipice without going over?"

The first replied, "I think I could go within two inches."

The wealthy man said, "You will not do."

The second thought he could go within an inch, and was promptly refused.

The third man was an Irishman. His reply was, "Begorra, I'd kape as far away as I could."

Promptly came the answer, "You're the man I'm looking for. The place is yours."

Thomas De Witt Talmage, in one of his most popular lectures, "Big Blunders," speaking of indulgence in bad temper, said:

"Good humor will sell the most goods, plead the best argument, effect the best cure. The poorest business firm in town is Growl, Spitfire & Brothers.

"They blow their clerks. They insult their customers. They quarrel with the draymen. They write impudent duns. They kick the beggars. The children shy off as they pass the street, and the dogs with wild yelps clear the path as they come. Acrid, waspish, fretful, explosive, saturnine, suddenly the money market will be astounded with the defalcation of Growl, Spitfire & Brothers.

"Merryman & Warmgrasp were poor boys when they came from the country. They brought all their possessions in one little pack slung over their shoulders. Two socks, two collars, one jack-knife, a paper of bins, and a hunk of gingerbread which their mother gave them when she kissed them good-bye and told them to be goods boys and mind the boss.

They smiled and laughed and bowed, and worked themselves up higher and higher in the estimation of their employers. They soon had a store on the corner. They were obliging men, and people from the country left their carpet-bags in that store when they came to town.

"Henceforth when the farmers wanted hardware or clothing or books they went to buy it at the place where their carpet bags had been treated so kindly. The firm had a way of holding up a yard of cloth and shining on it so that plain cassimere would look almost as well as broadcloth; and an earthen pitcher would glisten like porcelain.

"Not by the force of capital, but by having money-drawer and counting desk and counter and shelves all full of good temper, they rose in society, until to-day Merryman & Warmgrasp have one of the largest stores, and the most elegant show windows, and the finest carriages, and the prettiest wives in all the town of Shuttleford."

Many a salesman has gone down under his temper. They usually begin by pluming themselves with the idea that their firm does not expect its men to make doormats of themselves for crusty customers to wipe their feet on. That is a greatly overworked idea with those who have a short hold on their tempers. They end with kicking themselves out of that very firm and the good graces of their trade, because they are continually going about with chips on their shoulders, looking for trouble.

People who have never seen the tide come in at the ocean beach do not understand it.

Like the development of a bad temper, the waves creep slowly up at first and then recede. "The tide is going out." says one; "the sea is going down." Ere it is gone another wave comes. This time it reaches a higher point; but it recedes again, and he says, "Surely the tide is going out, and the sea is going down." Again a wave rolls in, this times it comes higher; and presently the tide is full.

So with the advance of an ungoverned temper-its baneful influence engulfs and destroys every chance the salesman ever had to become a power in his profession.

Some one has said, "A melancholy musician may compose a Dead March and make harp weep and organ wail; but he will not master a Battle March, or with that grand instrument, the organ, storm the castles of the soul as with flying artillery of light and love and joy, until the organ pipes seem filled with a thousand hosannas.

When a salesman boils over quickly, you soon find out what is in him.

Show courtesy to others, not because they are gentlemen, but because you are one. Walter D. Moody. Copyrighted 1907.

DETROIT DETONATIONS

Cogent Criticisms From Michigan's

Metropolis.

Detroit, Sept. 21.—Learn one thing each week about Detroit: Porcelain insulators are made at the rate of 30,000 a day or 10,000,000 a year by

a Detroit corporation.

T. A. Carten, owner of Ionia's largest department store, was in Detroit on Saturday. He was en route to his home after a trip to New York on business. Mr. Carten was accompanied by his wife.

At the meeting of Detroit Council last Saturday night many important matters were brought up, not the least the proposed amendment to the constitution that would, if carried, throttle all fraternal orders that pay sick the all fraternal orders that pay sick and accident benefits, life insurance and even old age pensions, which many fraternal organizations are now paying, would have to be abolished. Next Saturday night a joint meeting of Cadillac and No. 9 Councils will be held in St. Andrews hall to discuss the situation. The fraternal voters league will be represented by an able speaker. It is earnestly requested that every member of the United Commercial Travelers who possibly can, attend this meeting. In the meantime impress your friends around the State with the importance of turning out part Newsphere and of turning out next November and voting NO to the proposed amend-

But then no newspaper writer would feel grieved if some of those Russian generals had a portion of their names shot off.

Advanced arithmetic is practiced by Elmer Puffer, proprietor of the Dresden Hotel, at Flint. Mr. Puffer, by the way, is the greatest little booster the restaurants in Flint have. Here's a portion of the rates as printed and set up in the \$3.50 per rooms. Rates of this room per day \$3.50; one-fourth day, \$1.50; one-half day, \$2.25. Here's some more figuring as used by this hotel that is being complained of all over the country and whenever poshotel that is being complained of all over the country and whenever possible is given a wide berth by traveling men. One quarter day of the \$3.50 rate is \$1.50 and meals are listed at 75 cents each. At the above prescribed rate of \$3.50 a guest stays for one day and one meal over the day is charged at \$1 because the management says that is called one-fourth day. Now what we would like to know is why should one-fourth of a day be \$1.50 and another one-fourth to know is why should one-fourth of a day be \$1.50 and another one-fourth be \$1. Why not charge \$1.50 for the meal? Truly a meal at the Dresden is worth \$1.50 just as much as it is worth \$1. Here indeed is work for the United Commercial Travelers and the Travelers' Protective Association. Incidently, the Dresden is the only commercial hotel in Flint, a city of nearly 40,000 population. What is the matter with Flint?

only commercial hotel in Flint, a city of nearly 40,000 population. What is the matter with Flint?

E. E. Bridges, special lace and embroidery representative for Carson, Pirie, Scott & Co., Chicago, referring to clothes the other day, says that he never buys advance goods himself. He waits until the advance prices are repelled and subdued. Mr. Bridges, while living in Chicago, covers Michigan territory exclusively. He travels eight months and works in the house four months. The rein the house four months. The remainder of the time he has to himself and family and let us mention right here that, after looking over this perpetual smiling young traveling man, we have decided he is one of the Bridges that is hard to cross.

J. Edwin White, expert store designer and special representative for the Welch Manufacturing Co., of Grand Rapids, says that all work and no play makes Jack a dull boy, but living in Reed City will get the same results. the house four months.

results.

R. T. says that some persons are born stupid, others acquire stupidity, while others uphold a warring country in Europe.

Detroit is to have a new National bank. The stockholders held a meeting last week and elected the following officers: Matthew Fenn, President; John P. Ewing, First Vice-President; Alfred Goetsch, Second Vice-President; William Wayne and William C. Marx, directors. The name of the new Bank is the Wayne County National Bank and it will be located on St. Clair Heights. The Bank will be ready for business by will be ready for business by October 1.

Eggs are selling at \$2.50 a dozen in Hamburg. It takes quite a Hamburg stake to buy a dozen eggs, does it not? Bang! goes the point on the

blue pencil.

A Parisian, seeing his supply of absinthe was reduced, with no chance for obtaining more, drank his last bottle almost at one drink and died. He undoubtedly figured that there was nothing more to live for anyway

with the liquor gone.

October 3 will be the date of the opening party of Detroit Council. As the parties under the leadership of Herbert Murray have always proved successful and enjoyable affairs, the news that he has again been appointed chairman of the entertainment committee will be received with pleasure by the members of the Council and the ladies. October 3 is the first and the ladies. October 3 is the nrst Saturday in the month and Mr. Murray wishes the old timers to see to it that their joints are well oiled before that day.

J. M. Clifford & Co., lumber dealers, have sold their stock to Mowers,

J. M. Chinord & Co., lumber dealers, have sold their stock to Mowbray & Robinson, of Cincinnati, one of the largest dealers in hardwood lumber in the country. F. H. Wade, formerly of Indianapolis, will take charge of the business here, which is located at Fourth and Holden ave-

Even if there is a sucker born every minute they can be used by several different nations in Europe.

different nations in Europe.

The Stoddard-Jakel Tool and Machine Co., 82 Jefferson avenue, has let the contract for a new factory building to be built on Woodbridge street, corner Beaubien. The building will be of reinforced concrete, three stories high, fifty-three feet frontage and eighty feet deep.

Lawrence McClish, department manager for the Smith-Bridgman Co., Flint, had the misfortune to sprain his ankle a few days ago. Although handicapped and able to get around

handicapped and able to get around only by hobbling, Lawrence manages only by hobbling, Lawrence manages nevertheless, to appear regularly on

the job.
J. R. Lakin has opened a branch for the Continental Asbestos Corporation of Worcester, Mass., at 20 Woodbridge street. The corporation manufactures a lubricant known as Spedolene for motor cars and Journoline

ufactures a lubricant known as Spedolene for motor cars and Journoline for gears.

N. A. Becker, who joined Detroit Council last Saturday, is a native of Austria, hailing from the city of Cheanowitz, which has fallen into the hands of the Russians since the opening of hostilities in that country. Mr. Becker's mother still resides there and many were the anxious moments spent by Mr. Becker before he received word that she was alive and well. Before coming to this country Mr. Becker received his mercantile training clerking in local grocery stores in his native town and on his arrival in New York, eight years ago, secured a position with Austin, Nichols & Co., wholesale grocers, to represent them in the city, calling on the foreign speaking grocers. This position he filled successfully until he was offered a position with the Haskins Soap Co., of Sioux City, Ia., to represent it in Michigan. He is still with that firm. Mr. Becker's success came to him only after the hardest kind of work. He had to learn a new people and a new language, but he never faltered for a moment. Today he is classed as a very successful salesman and has made hosts of

friends among the trade and others with whom he has come in contact. The United States is enriched whenever it receives such emigrants as N. A. Becker.

Half day school sessions in many Detroit schools. Twenty-four hour taxes, however, are still on the job.

According to many of the larger manufacturers in Detroit, including the automobile makers, the outlook and prospects for future business is most optimistic. Many of the factories are working overtime, while others are running on full time.

Louis Buckingham, of the Buckingham Co., clothiers, Flint, was in Detroit this week—and not a race horse to be seen.

Detroit this week—and not a race horse to be seen.

George H. Tompkins, general merchant of Cass City, was a business visitor in Detroit last week.

H. B. Barker & Son, 102 and 104 Michigan avenue, are having their building remodeled and a new front installed. In addition, the building next door will be added, giving the firm an additional space of several thousand feet. When completed, Barker & Son will have one of the finest retail furniture stores in Detroit.

finest retail furniture stores in Detroit.
We wish to congratulate, on behalf of hundreds of traveling men, the Pere Marquette Railroad on the fine showing made for the week ending September 12. The earnings, \$424, 466, were the largest in the history of the road and showed an increase of \$73,079, over the correctable. \$73,079 over the corresponding period in 1913. The boosting done by the United Commercial Travelers was, undoubtedly, responsible for a part of the gain.

According to certain authorities, traveling men lead in many lines of endeavor in life, but never in that of writing poetry.

L. Biller, dry goods merchant of Bay City, was in Detroit on a business trip last week.

Lawrence Moore, veteran automo-ile salesman, who recently returned from Europe, has been appointed sales director of the Saxon Motor Co. Mr. Moore has been connected with the company for some time, but has confined his activities to foreign has confined his activities to locally sales work. In his new capacity he will have supervision of both foreign and domestic sales work. The Saxon will nave supervision of both foreign and domestic sales work. The Saxon Motor Co., while one of Detroit's infant industries, has made wonderful strides since its organization. C. F. Jamison, who has been sales manager of the company since its organization, will continue in that capacity.

Mr. Muir, of Rathsburg & Muir, well-known Imlay City general merchants, was in Detroit last week in the interest of his store

The executive committee of the Michigan Hotel Men's Association met in Detroit last week. At the met in Detroit last week. At the meeting, which was held at the Cad-illac Hotel, it was decided to hold the first annual convention in Detroit De-cember 14 and 15. The Association

first annual convention in Detroit December 14 and 15. The Association was organized last May.

No matter what you are, Chase Osborn will, undoubtedly, be on your side—if you will only vote for him.

A well-known traveling man writes as follows: "I think the new manager of the Lucidian Lucian Concerning the Lucian Lucian Lucian Concerning the Lucian Lucian Concerning the Lucian Lucian

A well-known traveling man writes as follows: "I think the new manager of the Junction House at Owosso should be told by some one about the roller towel law, also all the hotel laws. The writer has stopped at the Junction House several times and has a paper hear able to find a clean

the Junction House several times and has never been able to find a clean towel in the wash room."

Imagene Aldrich, book-keeper for the Grand Rapids Shoe & Rubber Co., of Grand Rapids, is going West to see the country. She is going to Seattle first Seattle first.

Seattle first.

Pearl and Evelyn Mayes have opened a dry goods and fancy goods store at 1593 Hamilton boulevard. The style of the store will be the Lawrence Quality Shop.

W. K. Philip will have the the Grand Rapids agency for the much-

talked-of Dodge car to be manufactured by Dodge Brothers. Mr. Philip is a brother to Arthur I. Philip, sales manager of the company.

Governor Ferris, at the Barry county fair in Hastings last week, stated: "We spend \$25,000,000 annually for chewing gum in this country." Why not "local option" counties for chewing gum? ing gum?

ing gum?
George B. Fitch, Treasurer of W. H. Edgar & Son, died last Wednesday at his home. Mr. Fitch was a native of Michigan and was born on a farm near Romeo in 1847. He attended both the public schools and business college of Romeo before coming to Detroit. He had been connected with the Edgar House for over thirty years. over thirty years.

The Pere Marquette has installed a

motor car service between Port Hur-on and Bad Axe and it will be call-ed the U. C. T. special. The first trip was made last Monday and car-ried the Port Huron Business men's Association, who held a junket in that district

There are other ways of insuring an unhappy future than buying on the

an unhappy ruture that installment plan.
Stephen Douglas, former Detroit manager for the H. W. Johns Manville Co., roofing manufacturer, is now representing the Stewart-Warner Speedometer Corporation.

Speedometer Corporation.
A. M. Barnes, proprietor of the Fair department store, a new addition to Detroit's retail section, gave a ban-quet to the employes following the opening day, which occurred last

week. W. A. Williams, of Sandusky, was in Detroit last week in the interest of his general store.

S. R. Bell is one of the retired

S. R. Bell is one of the retired traveling men of the old school who has made hay while the sun shines, with the result that he is in a position to take care of both himself and with the result that he is in a position to take care of both himself and wife without having to worry over his next week's sales or whether the trains are late or on time. Mr. Bell began his road career over thirty years ago when he represented an implement firm, making his headquarters in Utica, N. Y., the home of his youth. Later he carried brokerage lines calling on the wholesale grocers in nearly every state in the Union. These lines he carried for nearly twenty-five years. He traveled from coast to coast, making the trip every eleven months, making nine continuous trips. Two years ago he married Mrs. Cora M. Curtis, of Grand Rapids. Last week Mr. Bell made a deal whereby he was to acquire a ninety-six acre farm near Camden, N. ., and not far from Utica. He is a stockholder in the Utica Gas and Electric Light Co., of Utica. Like most of the old men on the road, Mr. Bell is a hail fellow well met and withal he managed to preserve a portion of his salary and his health. He is making his home at 75 Ledyard street, a place he purchased some time ago.

Fred Sanders' Palace of Sweets, 141

street, a place he partime ago.

Fred Sanders' Palace of Sweets, 141
Woodward avenue, one of Detroit's
best known confectionery stores, is
having a new factory and retail store
built on Woodward avenue, next to
the Elliott-Taylor-Woolfenden Co.
Mr. Sanders, Sr., was one of the mer(Continued on page 32.)

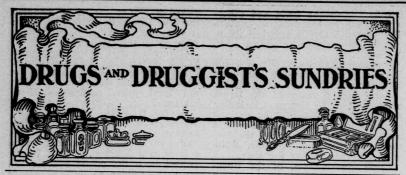
EAGLE HOTEL

GRAND RAPIDS, MICHIGAN \$1.00 PER DAY-BATH DETACHED Excellent Restaurant-Moderate Prices

HOTEL CODY

GRAND RAPIDS, MICH.

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



Michigan Board of Pharmacy.
President—E. T. Boden, Bay City.
Secretary—E. E. Faulkner, Delton.
Treasurer—Charles S. Koon, Muskegon.
Other Members—Will E. Collins,
Owners, Leonard A. Seltzer, Detroit,
Next Meeting—Grand Rapids, November 17, 18 and 19, 1914.

Michigan State Pharmaceutical Association.

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

Michigan Pharmaceutical Travelers' Association.

President—John J. Dooley, Grand Rapids. Secretary and Treasurer—W. S. Lawton, Grand Rapids.

Grand Rapids Drug Club.

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

Substitution Is Only Another Name for Dishonesty.

The above caption is the emblem of dishonesty, the slogan of ingratitude and the motto of the man who puts coin above conscience. It is one of the crimes that is beyond the reach of the criminal code. It is the crooked game that one gets away with because one does not get caught. Substitution is a crime committed for less money than anything I know of.

This will no doubt listen like strong language to some. Right you are, Vivian; but this is a strong subject. I am the last mutt in bug-house division to start anything with anybody at any time. I am the strong friend of the white-winged dove of peace and the sworn enemy of disagreement and discord, but I dislike to have a chap turn a slop hose on me and try to persuade me that it is raining.

Substitution is crooked. If it is crooked it is not straight; if it is not straight it is wrong. W-r-o-n-g is the most significant as well as the most discomforting word in the lexi-Crooks and crookedness are all alike except in degree. However, I do not believe the craft realizes and appreciates the magnitude of substitution. The druggist who vends crooked aspirin bought of boot-leggers has taken one step in the wake of the man whose actions have brought him to the scaffold or the electric chair. The druggist who sells what he labels aristol for less than the original can be bought is different from the knight of the jimmy and dark-o-lantern only in degree; the latter is merely listed further down the same line.

The just-as-good argument is no argument at all. It is a stall. The druggist has no right whatever to interfere with what a physician gives

a patient except in case of mistake or where serious injury would result from administration of the prescription and the only thing to do in this case is to interview the physician.

A druggist has no more right to

substitute another preparation of like nature and composition when Lilly's Succus Alterans is prescribed than an engineer has to change his orders. The clerk of a court has as much moral right to alter the record as a druggist has to substitute something just as good when Wampole's Extract of Cod Liver Oil is prescribed. The druggist has no authority whatever in the matter of the selection of remedial agents that are to be given patients. It is not in his realm. Prescribing is the chief business of the domain of medicine and the druggist who substitutes presumes to pass on the qualifications of a man that the State Medical Board has seen fit to license. The responsibility of the druggist ends when he has seen that the dose is not too large, that no serious results will follow the use of the prescription, etc. It is the business of the druggist to see that the prescription will not hurt the patient, and as to whether it helps him or not is another matter, the responsibility of which belongs to the physician. In the dispensing of prescriptions the duty of a druggist is to execute the orders of a superior. Now I do not mean that a physician is superior to a druggist except that in this instance he gives the order and the druggist executes it, and orders come from superiors. For instance, Mrs. Jones orders a bottle of Abbott's Saline Laxative. She is the superior in this transaction, in that she gives an order, although the druggist has enough gold sealed lamb skins to paper a room and she be a wash woman.

If a builder's plans drawn by an architect specified timbers of a given size, and because he could use timbers of much smaller size and have them covered from the sight of the architect's superintendent the builder substituted the smaller timbers and got away with a hundred dollars of another man's money we would all agree that he was as crooked as a barrel of snakes. What, then, is the verdict in the case of the druggist who substitutes something just as good when Kasagra is prescribed because the substitute is cheaper?

Where the substituter qualifies for a place in the Non Compos Mentis division is the fact that he will shoulder a million dollars' worth of

responsibility for fifty cents. He will invite a lifetime of regret for the price of a ham sandwich. Suppose the substituter made a mistake, which is by no means impossible, or that one of the various gangs of vandals frame up a damage suit against him by fixing the evidence and changing a prescription, which is not infrequently done. The case is investigated and it is found that he did not dispense what the physician prescribed. When they go to the court with him he has the same chance to win that a jack rabbit has to lick a timber wolf. When it is proven that he substituted something cheaper the rest is easy. The mere fact that he diaregarded the physician's orders and took the case into his own hands is sufficient general principal evidence to give him the worst of it in any court in the land.

The assuming of such responsibility is a gamble with destruction. It is betting dollars to doughnuts with fate. Aside from the fact that it is wrong, it is also dangerous.

The most hateful aspect of substitution is shown in the case of a physician who has sacrificed everything in the interest of therapeutic efficiency. He has spent all his money and given all his time in acquiring complete knowledge of the action of medicine in combatting disease. He has noted the certainty of results when certain preparations are administered under certain conditions. He watches the patient carefully and arrives at a diagnosis. He prescribes what years of experience and research have taught him is indicated in the case. The prescription is taken to the druggist. To dispense this prescription as written would cost the druggist 55 cents, but by substituting he can get it out for 35 cents. He substitutes, gets it out for 35 cents, sells it at what the real prescription should bring, and makes 20 cents of as dirty money as a thug ever took from a cripple. Could anything be further from straight? Burglary is not as grave a crime. He disobeys orders, treats the physician like a yellow dog, lessens the patient's chances of recovery and smothers his own conscience with a crime that makes Judas of biblical fame look like an angel. And all for 20 cents! Can you imagine anything cheaper than a substituter's soul? There are few worse criminals than a substituter. The substituter takes the money and so far as he is concerned sacrifices life and health to get it. I do not mean that he always sacrifices health and life, but if the patients do not lose health and life it is not the fault of the substituter. It is different with a dark alley thug with a slug and gun. If one loosened up with reasonable promptness and dispatch he gets away by giving up his money and keeping his life, but the substituter may take both.

One fellow argues that he substitutes a preparation that is identical with the one prescribed and that it is all right. To show that it is not all right, how many people would take a prescription and pay for it if he told them it did not contain what the physician prescribed, but that it was made up of something just as good; that the original prescription cost too much to compound and that the constituents used were cheaper and would do as well? There would be probably one out of every seventeen thousand who would stand for such procedure. And we would all agree that this lonesome "one." in addition to being sick, was crippled under the hat.

We believe there are prescription specialists that have been developed by years of experiment and that there is nothing that will take the place of them and produce exactly the same results.

Granting for argument's sake only that the patient is getting a rather square deal, a run for his money and a chance for his life, and that the preparation substituted is identical with the one prescribed, substitution still remains the same crooked game it has always been because it is a dirty secret that the substituter dare not divulge to either the physician or the patient. It is a low down game that is played on the physician and the patient without their knowledge or consent.

If a patient were well and came to the substituter's store and asked for an ounce of Mary Garden Perfume he would not dare give her something at the same price that cost him less money. This is where a broad streak of yellow shows up in him, because if she were at home and abed and the doctor prescribed Ichthyol he would not hesitate to send her something just as good and make more money, giving no consideration whatever to the question of whether or not it was as good for her.

The substituter helps the shark who is out to sell a product on somebody else's advertising. When a manufacturer has perfected a prescription specialty that exactly satisfies a requirement of the medical profession, his battle is only half won because the medical profession does not know anything about him or his product, and it takes money to acquaint the profession with the merits of the product. It takes money and years to make the product a prescription staple; when this is accomplished there usually appears on the scene a grafter with something just as good who sidesteps the expense of acquainting the medical profession with his product. He flies from the physician like a pay car leaving a tramp and seeks out the substituter of the retail trade; assures him that it is just as good because the formula is just as good and the price is 25 per cent. less than the genuine. He stocks the just-as-good preparation, and although the doctor is prescribing the genuine the patient is getting the substitute at the same price, while the druggist pockets the 25 per cent. and aids the manufacturer in the theft of another manufacturer's advedstiing. W. H. Cousins.

The man who tries to buy popularity gets stung.

WHOLESALE DRUG PRICE CURRENT

WHOLLSA	CE DRUG PRICE	CURRENT
	nominal, based on marke	et the day of issue.
Acetic 6 @ 8 Boric 10 @ 15 Carbolic 58 @ 60 Citric 1 25@ 60 Muriatic 134 @ 5 Nitric 642 0 Oxalic 35 @ 40 Sulphuric 134 @ 5 Tartaric 90@ 10 Ammonia Water. 26 deg. 642 0 10	Mustard, true 9 00@9 8 Mustard, artifi'l 4 50@5 00 Neatsfoot 80@ 85 Olive, pure 2 50@3 50 Olive, Malaga,	50 Ipecac
Boric 10 @ 15 Carbolic 58 @ 60	Neatsfoot 80@ 85 Olive, pure 2 50@3 50	Kino @ 80 Myrrh @1 05
Citric 1 25@1 30 Muriatic 134@ 5	Olive, Malaga, yellow @2 00	Myrrh @1 05 Nux Vomica @ 70 Opium @2 75
Nitric 6½ @ 10 Oxalic 35 @ 40	Olive, Malaga, green @2 00	Opium @2 75 Opium, Capmh. @ 90 Opium, Deodorz'd @2 75 Rhubarb @ 70
Sulphuric 1% @ 5 Tartaric 90@1 00	Orange sweet @4 50 Organim nure @2 50	Rhubarb @ 70
Ammonia Water 26 deg 614@ 10	Olive, Malaga, yellow	Paints
Water, 26 deg 6½@ 10 Water, 18 deg 4½@ 5 Water, 14 deg 3½@ 6 Carbonate 13 @ 16 Chloride 15 @ 30	Peppermint @3 50	Lead, red dry 7 @ 8
Carbonate 13 @ 16	Rosemary Flowers @1 35 Sandalwood, E.	Lead, red dry 7 @ 8 Lead, white dry 7 @ 8 Lead, white oil 7 @ 8 Ochre, yellow bbl. 1 @ 14 Ochre yellow less 2 @ 5
Balsams	I	Ochre vellow loss 2
Balsams Copaiba 75@1 00 Fir (Canada)1 75@2 00 Fir (Oregon) 40@ 50	Sassafras, true (1) 10 Sassafras, artifi'l @ 60	Red Venet n bbl. 1 @ 11/2
Peru 3 00@3 25	Sperm 90 @ 1 0	Vermillion, Eng. 90@1 00 Vermillion, Amer 15@ 20
Tolu 00@1 25	Sandalwood, E.	Whiting, bbl 11-10@11/2
Berries	Turpentine, bbls. @55½ Turpentine, less 60@ 65	Whiting, bbl 11-10@1½ Whiting 2@ 5 L. H. P. Prepd 1 25@1 35
Cubeb 85 @ 90 Fish 15 @ 20 Juniper 30 @ 35 Prickley Ash @ 50	Wintergreen, sweet	Insecticides
Prickley Ash @ 50	birch @2 50 Wintergreen art'l @1 25	
Barks	Wormseed 3 50@4 00 Wormwood 6 00@6 50	Arsenic 12@ 15 Blue Vitrol bhl. @ 5% Blue Vitrol less 7@ 10 Bordeaux Mix Borde
Cassia (ordinary) 25@ 30		Bordeaux Mix Pst 8@ 15 Hellebore, White powdered 20@ 35 Lead Arsenate 8@ 16 Lime and Sulphur
Cassia (Saigon) 65@ 75 Elm (powd. 30c) 25@ 30	Potassium Bicarbonate 30@ 35	powdered 20@ 25 Insect Powder 20@ 25
Sassafras (pow. 30c) @ 25 Soap Cut (powd.	Dichromate 2000 25	Lead Arsenate 8@ 16 Lime and Sulphur
40c 30@ 35	Carbonate 35@ 40	Solution, gal 15@ 25 Paris Green 15%@ 20
Extracts	Chlorate, xtal and powdered 35@ 40	2000 1079(0) 20
Licorice powdered 30@ 35	Chlorate, granular @ 45 Cyanide 40@ 50 Indide @ 3 85	Miscellaneous
Arnica 30@ 40	Chorate, granular @ 45 Cyanide	Acetanalid 40@ 45 Alum 5@ 7
Arnica	Prussiate, yellow @ 50 Prussiate, red @1 50	
Gums	Sulphate 15@ 20	ground 6@ 10 Bismuth, Subni- trate 2 97@3 00
Acacia, 1st 50@ 55 Acacia, 2nd 45@ 50 Acacia, 3d 40@ 45 Acacia, Sorts @ 30 Acacia, powdered 55@ 60	Roots	Borax xtal or powdered 60 12
Acacia, 3d40@ 45 Acacia, Sorts @ 30	Alkanet 20@ 25 Blood, powdered 20@ 25	Cantharades po 5 00@10 00
Acacia, powdered 55@ 60	Elecampane, pwd. 15@ 20	Capsicum 1 20@1 25 Capsicum 30@ 35
Aloes (Barb. Pow) 22@ 25 Aloes (Cape Pow) 20@ 25	Gentian, powd. 20@ 30 Ginger. Airican.	Carmine @4 50 Cassia Buds @ 40
Aloes (Soc. Pow.) 40@ 50	nowdered 15(a) 20	Calomel
Asafoetida 75@1 00 Asafoetida, Powd.	Ginger, Jamaica 22@ 25 Ginger, Jamaica, powdered 22@ 28	Chalk Precipitated 7a 1a
Pure @1 00	Decac, powd. 22@ 28	Chloral Hydrate 1 00@1 20 Cocaine 6 50@6 80
U. S. P. Powd. @1 25 Camphor 1 10@1 25 Guaiac 50@ 55 Guaiac 70@ 55 Kino 70@ 75 Kino, powdered 75@ 80 Myrrh @ 40 Myrrh, powdered @ 50 Opium 12 00@12 25 Opium, powd. 14 00@14 25 Opium, gran. 15 00@15 25 Shellac 28@ 35 Shellac, Bleached 30@ 35	Licorice 14@ 16 Licorice. powd. 12@ 15	Cocoa Butter 55@ 65 Corks, list, less 70%
Guaiac, powdered 55@ 60 Kino 70@ 75	Orris, powdered @ 50 Poke, powdered 20@ 25	Copperas, less 20 5
Kino, powdered 75@ 80	Rhubarb 75@1 00 Rhubarb powd 75@1 25	Copperas, powd. 40 6 Corrosive Sublm. 01 15
Myrrh, powdered @ 50	Orris, powdered 20 25 Poke, powdered 20 25 Rhubarb 75@1 02 Rosinweed, powd. 25@ 30 Sarsaparilla, Hond. ground @ 65	Cream Tartar @ 60 Cuttlebone @ 45
Opium, powd. 14 00@14 25	ground @ 65 Sarsaparilla Mexican.	Cuttlebone @ 45 Dextrine 70 10 Dover's Powder @2 50 Emery, all Nos. 6(# 10 Emery powdered
Shellac 28@ 35	ground 50@ 55 Squills 20@ 35	Emery, all Nos. 6@ 10 Emery, powdered 5@ 8
Tragacanth	Squills, powdered 40@ 60 Tumeric powd 12@ 15	Epsom Salts, bbls @ 234 Epsom Salts, less 3@ 7
No. 1 2 75@3 00 Tragacanth pow 1 25@1 50	Valerian, powd. 25@ 30	Ergot @2 50 Ergot, powdered 2 75@3 00
Turpentine 10@ 15	Rosinweed, powd. 25@ 30	Flake White 12@ 15 Formaldehyde th 10@ 15
Leaves	Anise 20@ 25 Anise powdered @ 25	Gambier 10@ 15 Gelatine 50@ 60
Buchu 2 25@2 50 Buchu, powd. 2 50@2 75 Sage bulk 25@ 30	Bird, 1s @ 12 Canary 20@ 25	Glassware, full cases 80%,
Sage, bulk 25@ 30 Sage, bulk 25@ 30 Sage, 1/4s loose 30@ 35 Sage, powdered 30@ 35 Senna, Alex 55@ 60 Senna, Tinn 35@ 40 Senna Tinn powd 25@ 30 Lyz Lyzi 15@ 20	Caraway 15@ 20	Glauber Salts bbl. @ 114
Sage, powdered 30@ 35 Senna, Alex 50@ 60	Celery 40@ 50	Glue, brown grd 100 15
Senna, Tinn35@ 40 Senna Tinn powd 25@ 30	Dill 20@ 25	Glue, white grd 15@ 25
Uva Ursi 15@ 20	Flax 4½@ 8	Glycerine 30@ 40
Olls	Foenugreek, pow. 10@ 15	Indigo @1 50
Almonds, Bitter, true 7 00@7 50 Almonds, Bitter,	Lobelia @ 50	Iodoform 5 20@5 80
Almonds, Bitter, artificial @1 00	Mustard, black 16@ 20	Lycopdium 1 00@1 25
Almouds, Sweet, true 1 25@1 50 Almouds, Sweet,	Poppy 15@ 20	Mace, powdered 1 00@1 10
Almouds, Sweet,	Rape @ 15	Mercury 5 00@5 25 Mercury @1 50
Amber, crude	Sabadilla @ 35 Sabadilla, powd. @ 40 Sunflower @ 10 Worm American 15@ 20 Worm Levant @ 1	Nux Vomica @ 15
Anise 2 75@3 00	Worm American 15@ 20	Nux Vomica @ 15 Nux Vomica pow @ 20 Pepper, black pow @ 30 Pepper, white
Co ionut 1 25@1 40	Worm Levant @1 00	Pepper, white @ 35 Pitch, Burgundy @ 15
Cassia	Tinctures	Pepper, black pow @ 30 Pepper, white . @ 35 Pitch, Burgundy
Cedar Leaf 90@1 00	Aconite @ 75 Aloes @ 65	Rochelle Salts @ 35 Saccharine 5 50@6 00
Citronella 1 00@1 10 Cloves @2 00	Aloes @ 65 Arnica @ 75 Asafoetida @1 35 Belladonna @1 65	Salt Peter 15@ 20 Seidlitz Mixture. 25@ 30
Cocoanut 20@ 25 Cod Liver 1 50@1 75	Belladonna @1 65 Benzoin @1 00 Benzoin Compo'd @1 00	Soap, green 1500 200 Soap, mott castile 00 18
Croton Seed 2 00@1 00 Croton 2 00@2 25	Buchu (01 30	Soap, white castile case @8 00
Cupbebs 4 25@4 50 Eigeron @2 50	Capsicum @ 90	Soap, white castile @ 18 Soap, white castile case
Hemlock, pure @ 85	Cardamon @1 50	Soda Ash 1½@ 5 Soda Bicarbonate 1¼@ 5
Juniper Berries 2 00@2 25 Juniper Wood 40@ 50	Catechu @ 60 Cinchona @1 05	Soda, Sal 1@ 4 Spirits Camphor @ 75
Lard, extra 85@1 09 Lard, No. 1 75@ 90	Catechu @ 60 Cinchona @1 05 Colchicum @ 75 Cubebs @1 20	Sulphur roll234@ 5
Laven'r Flowers @6 00 Lavender, Gar'n 1 25@1 40	Cartedhu	Tamarinds 1000 15 Tartar Emetic 60
Lemon 3 50@4 00 Linseed, boiled, bbl @ 58	Ginger @ 95 Guaiac @1 05	Tartar Emetic 40@ 50 Turpentine Venice 40@ 50
Linseed, bdl. less 66@ 70 Linseed, raw. bbls @ 57	Guaiac Ammon. @ 80 Iodine @2 00	Vanilla Ex. pure 1 00@1 50 Witch Hazel
Citronella 1 00@1 10 Cloves @2 00 Cocoanut 20@2 25 Cod Liver 1 50@1 75 Cotton Seed 80@1 00 Croton 2 00@2 25 Cupbebs 4 25@4 50 Eligeron @2 50 Elucalyptus @85 Hemlock, pure 0 10 Juniper Berries 2 00@2 25 Luniper Wood 40@ 50 Lard, extrh 85@1 00 Lard, No. 1 75@ 90 Laven'r Flowers 60 Laven'r Flowers 60 Lavender, Gar'n 1 25@1 40 Lemon 3 50@4 00 Linseed, bolled, bbl 2 58 Linseed, raw, bbls 65 71 Linseed, raw, bbls 65 75 Linseed, raw, less 65@ 69	Iodine, Colorless @2 00	Sulphur Subl. 3@ 5 Tamarinds 10@ 15 Tartar Emetic @ 60 Tartar Emetic 40@ 50 Turpentine Venice 40@ 50 Vanilla Ex. pure 1 00@1 50 Witch Hazel 65@1 00 Zinc Sulphate 7@ 10

Holiday Goods

UR 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 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

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

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

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

Ground Pepper Syrups Maple Dip Plug

DECLINED

Seeded Raisins Green Peas Twine H. P. Beans Currants

Index to Markets	1	2
By Columns	AMMONIA	Clams
	12 oz. ovals 2 doz. box 75	Little Neck, 1lb @1 00 Little Neck, 2lb @1 50
A Col.		Clam Bouillon Burnham's ½ pt 2 25 Burnham's pts 3 75 Burnham's qts 7 50
Ammonia	AXLE GREASE Frazer's.	Burnham's pts3 75
В	Irb. wood boxes, 4 doz. 3 00 1rb. tin boxes, 3 doz. 2 35 3½b. tin boxes, 2 dz. 4 25 10fb. pails, per doz 6 00 15fb. pails, per doz 7 20 25fb. pails, per doz 12 00	Corn
Baked Beans 1	3½1b. tin boxes, 2 dz. 4 25	Fair
Bath Brick 1 Bluing 1	15lb. pails, per doz7 20	Fancy @1 30
Breakfast Food 1 Brooms 1		French Peac
Brooms	No. 1, per doz45@ 90	Monbadon (Natural) per doz 1 75
G	No. 1, per doz45@ 90 No. 2, per doz75@1 40 No. 3, per doz85@1 75	No. 2, Fair 1 50 No. 2, Fancy 2 35
Candles	BATH BRICK	No. 2, Fancy 2 35
Carbon Oils 2	English 95	Standard 85
Cheese 3	BLUING Jennings'.	Lobster 1 85 15 3 15
Chicory 3	Condensed Pearl Bluing	72 ID 3 15
Chocolate 3 Clothes Lines 3	Condensed Pearl Bluing Small C P Bluing, doz. 45 Large C P Bluing, doz. 75	Mustard, 11b 1 80
Cocoa	BREAKFAST FOODS	Soused, 1½1b 1 60
Coffee 3	Apetizo, Biscuits 3 00	Mustard, 11b. 1 80 Mustard, 21b. 2 80 Mustard, 21b. 1 60 Soused, 1½1b. 1 60 Soused, 21b. 2 75 Tomato, 11b. 1 50 Tomato, 2½2 2 80
Confections 4	Cracked Wheat, 24-2 2 50	
Cracked Wheat 5 Crackers 5, 6 Cream Tartar 6	Cream of Wheat, 36-2 4 50 Cream of Rye. 24-2	
D D	Quaker Puffed Rice 4 25	Buttons, ½s @ 15 Buttons, 1s @ 30 Buttons, 1s @ 25
Dried Fruits 6	Apetizo, Biscuits 3 00 Bear Food, Pettijohns 2 13 Cracked Wheat, 24-2 2 50 Cream of Wheat, 36-2 4 50 Cream of Rye, 24-2 3 00 Quaker Puffed Rice 4 25 Quaker Puffed Wheat 2 85 Quaker Brkfst Biscuit 1 90 Quaker Corn Flakes 1 75	
F	Victor Corn Flakes 2 20	Cove, 11b @ 85 Cove, 21b @1 60
Farinaceous Goods 6 Fishing Tackle 6	Washington Crisps 1 85 Wheat Hearts	
Flavoring Extracts . 7 Flour and Feed 7 Fruit Jars 7	Wheatena	Plums 90@1 35 Pears in Syrup No. 3 cans, per doz1 50
	Farinose, 24-2 2 70	Peas
Geletine 7	Grape Nuts 2 70 Grape Sugar Flakes . 2 50 Sugar Corn Flakes . 2 50 Hardy Wheat Food . 2 25 Hollond Purch	Marrowfat 90@1 00 Early June1 10@1 25 Early June siftd 1 45@1 55
Gelatine	Sugar Corn Flakes 2 50 Hardy Wheat Food 2 25	Early June siftd 1 45@1 55
Herbs 7	Holland Rusk 2 90 Krinkle Corn Flakes 2 00	Pie 1 00@1 25 No. 10 size can pie @3 25
Hides and Pelts 8	Mapl-Corn Flakes 2 80	Pineannle
Horse Radish 8	Minn. Wheat Cereal 3 75 Ralston Wheat Food 4 50	Grated 1 75@2 10 Sliced 95@2 60
elly 8	Ralston Wht Food 10c 1 45 Saxon Wheat Food 2 60	Pumnkin
elly Glasses 8	Saxon Wheat Food 2 60 Shred Wheat Biscuit 3 60 Triscuit 18	Good 80
Macaroni 8 Mapleine 8	Triscuit, 18 1 80 Pillsbury's Best Cer'l 4 25	Fancy
Mapleine 8 Meats, Canned 9	Post Toasties, T-2 2 40 Post Toasties, T-3 2 60	Kashherries
Mince Meat 8	Post Tavern Porridge 2 80	Standard @ Salmon
Molases 8 Mustard 8	Fancy Parlor, 25 lb. 4 25	Warrens, 1 lb. Tall 2 80 Warrens, 1 lb. Flat 2 40 Red Alaska1 70@1 75 Med Red Alaska 1 40@1 45 Pink Alaska
N Vuts 4	Parlor, 5 String, 25 lb. 4 00 Standard Parlor, 23 lb. 3 50	Med Red Alaska 1 40@1 45
0	Common, 23 lb. 3 25 Special, 23 lb. 2 75 Warehouse, 33 lb. 4 25 Common Whisk 1 00 Fancy Whisk 1 25	- maska @1 15
Olives 8	Warehouse, 33 lb 4 25	Domestic, ¼s 3 75
Pickles 8	Fancy Whisk 1 25	Domestic, ¼ \$ 3 75 Domestic, ¼ \$ Mustard 3 75 Domestic, ¼ Mustard 3 25 French, ¼ \$ 7@14 French, ½ \$ 13@23
ipes	BRUSHES Scrub	French, 4s 7@14 French, 4s 13@23
Playing Cards 8 Potash 8	Solid Back, 8 in 75	
Provisions 8	Pointed Ends 85	No. 3, cans 90 No. 10, cans 2 40
R	No. 3	
Rice 9 Rolled Oats 9	No. 3 90 No. 2 1 25 No. 1 1 75	Dunbar, 1st doz 1 45 Dunbar, 1½s doz 2 50
8	Choo	Fair 90
alad Dressing 9 Saleratus 9	No. 3 100 No. 7 130 No. 4 170 No. 3 190	Fair 90 Good 120 Fancy 125@140
al Soda 9	No. 4	
alt Fish 9	BUTTER COLOR	Standard 95 Fancy 2 25
hoe Blacking 10	Dandelion, 25c size 2 00	Tomatoes
nuff	Paraffine, 6s 71/6	1 00
oda 10 Spices 10	Paraffine, 6s 7½ Paraffine, 12s 8 Wicking 20	CARBON OILS
tarch 10	CANNED GOODS	Barrels
yrups 10	Apples	D. S. Gasoline 14 Gas Machine 22.9 Deodor'd Nap'a 13 Cylinder 29 @34½ Engine 16 @22 Black, winter 8 @10 CATSUP
able Sauces 10	3 fb. Standards @ 90 Gallon @ 3 75	Deodor'd Nap'a 13
'ea 10 'obacco 11, 12, 13	Blackberries	Engine 16 @22
Fwine 13	2 lb 1 50@1 90 Standard gallons @5 00	Black, winter 8 @10
V (inegar 13	Beans	Snider's pints 2 35 Snider's ½ pints 1 35 CHICORY
	Baked 85@1 30	CHICORY
Vicking	Bloomingdale @181/2 Carson City @181/4 Way 75@1 95	Red
Voodenware 13 Vrapping Paper 14	Wax 75@1 25	
cont Coles	Standard 1 80	Franck's 7 Scheuer's 6 Red Standards 1 60 White 1 60
east Cake 14	Gallon 7 25	White 1 60

Acme	@17	Bogota Fair
Bloomingdale	@17	Fancy
Carson City	@17	Exchange Market
Hopkins	@17	Spot Market, Stro
Brick	@18	
Leiden	@15	New York F
Limburger	@151/4	Arbuckle
Pineapple 40	@60	Albuckie
Edam	@85	McLaughlin's
Sap Sago	@24	McLaughlin's X
Swiss, domestic	@20	to retailers only.
CHEWING GU	M	McLaughlan & Co.
Adams Black Jack	55	Eviracte

Hol

Dick ouch	U
Adams Sappota	5
Poomonia Denni	2
Beeman's Pepsin	5
Beechnut	6
Chiclets 1	
Chiciets 1	2
Colgan Violet Chips	6
Colgan Mint Chips	
Colgan Mint Chips	6
Dentyne 1	1
Flag Spruce	5
Total	
Juicy Fruit	5
Red Robin	5
Ston Con /Town On	u
Sen Sen (Jars 80 pkgs,	
\$2.20)	5
Spearmint, Wrigleys	
Spearmint, Wrigieys	6
Spearmint, 5 box jars 3	0
Spearmint, 3 box jars 1	8
The state of	
Trunk Spruce	5
Yucatan	5
Zone	
Zenc	6
CHOCOLATE	
Walter Paken & Co	

3

CHOCOLATE
Walter Baker & Co.
German's Sweet 2
Premium 2
Caracas 2
Walter M. Lowney Co.
Premium, 4s 2
Premium, ½s 2
CLOTHES LINE

	C	LOIHES LINE	
		Per	do
lo.	40	Twisted Cotton	9
IO.	50	Twisted Cotton	1 3
o.	60	Twisted Cotton	1 7
0.	80	Twisted Cotton	2 0
lo.	50	Braided Cotton	1 0
o.	60	Braided Cotton	1 2
lo.	60	Braided Cotton	1 8
0.	80	Braided Cotton	2 2
Ò.	50	Braided Cotton Sash Cord	1 7
o.	60	Sash Cord	2 0
O.	60	Jute	- 0
0.	72	Jute	1 0
o.	60	Sisal	9
	G	alvanized Wine	

No. 20, each 100ft. long 1	90
No. 19, each 100ft. long 2	10
No. 20, each 100ft. long 1	00
No. 19, each 100ft. long 2	10
	10.
COCOA	
Baker's	37
Cleveland	41
Colonial, ¼s	35
Colonial, %s	33
Epps	42
Hershey's, 1/8	30
Herabow's 1/2	
Hershey's, ½s	28
Huyler	36
Lowney, 1/s	34
Lowney, ¼s	34
Lowney, ½s	33
Lowney, 5 lb. cans	33
Van Houten, 1/8	12
Van Houten, 4s	18
Van Houten, %s	36
Van Houten, 1s	65
Wan-Eta	36
Wall-Infa	40

all-Bla	. 31
Vebb	. 23
Vilher 14g	22
Tilbon' 1/a	
Vilber, ¼s	. 32
COCOANUT	
Dunham's pe	r th
a 5th cage	20
s, oib. case	30
s, 51b. case	29
s, 151b. case	29
s, 151b. case	28
s, 15tb. case	27
s & 1/2s 151b. case	90
to de 725 1010. Case	40
calloped Gems	10
s & 1/2s pails	16
ulk, pails	14
ulk, barrels	13
aker's Brazil Shre	44.4
the Blazin Sine	uueu
5c pkgs., per case	Z 60
10c pkgs., per case	2 60
10c pkgs., per case 10c and 33 5c pkgs	
Der case	9 60

COFFEES ROASTED	Pear
Common 19 Fair 19½ Choice 20 Fancy 21 Peaberry 28	Quir Regi Star Supe
Santos 20 Common 20 Fair 20 4 Choice 21 Fancy 23 Peaberry 23	Crac co Pop Gigs Oh

Peaberry 23	(
Maracalbo	(
Fair 24	
Choice 25	
Mexican	F
Choice 25	8
Fancy 26	
Guatemala	
Fair 25	
Fancy 28	A
Java	-
Private Growth 26@30	B
Mandling 31@35	F
Aukola 30@32	Ĉ
	17

Java	soft shell
Private Growth 26@30	Brazils 13@1
Mandling 31@35	Filberts
Aukola 30@32	Cal. No. 1
A STATE OF THE STA	Walnuts, soft shell
Mocha'	Walnuts, Chili @1
Short Bean25@27	Table nuts, fancy 14@1
Long Bean24@25	Pecans, medium @1
H. L. O. G26@28	Pecans, ex. large 01

24	1
26 , Steady	0
ng	,

Nev	v. Y	ork !	Basis	
uckle				181/6
McLa	uah	lin's	XXXX	
cLau	ghli	n's X	XXX	blos
retaile	ers	only.	Mail	all
ers	dire	ct t	o W.	F.
augh	lan	& Co.	, Chic	ago
4 77		tracts		
land,	1/2	gro.	bxs.	95

Hummel's foil, ½ gro. Hummel's tin, ½ gro.	85
CONFECTIONERY	
Stick Candy	Pails
Horehound	10
Standard	10
Standard, small	11
Twist, small	11
	ases
Jumbo	101%
Jumbo, small	11
Big Stick	1016
Boston Sugar Stick	15

Jumbo	1
Jumbo, small	1
Big Stick	1
Boston Sugar Stick	1
Mixed Candy	
Broken	1
Cut Loaf	1
French Cream	1

French Cream	11
Fancy	
Grocers	8
Kindergarten	13
Leader	11
Majestic	11
Monarch	101/
Novelty	12
Paris Creams	12
Premio Creams	16
Royal	9
Special	10
Valley Creams	14
X L O	

	100000000000000000000000000000000000000
Specialties	
	Pails
Auto Kisses (baskets)	14
Autumn Leaves	13
Bonnie Butter Bites	18
Butter Cream Corn	16

Donnie Dutter Dites	10
Butter Cream Corn .	.16
Caramel Dice	13
Cocoanut Kraut	
Cocoanut Waffles	15
Coco Macaroons	171/2
Coffee Toffee	16
Coffy Toffy Dainty Mints 7 lb. tin	18
Empire Fudge	15
Fudge, Pineapple	15
Fudge, Walnut	16
Fudge, Filbert	16
Fudge, Choco. Peanut	14
Fudge, Honey Moon	15
Fudge, Toasted Cocoa-	
nut	15
nut Fudge, Cherry	15
Fudge, Cocoanut	15
Honeycomb Candy	161/2
Kokays	-0 /2
Iced Maroons	15
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	14
Lozenges, Pep	12
Lozenges, Pink	12
Manchus	14
Molasses Kisses, 10	
. Ib. box	14
Nut Butter Puffs	15
Salted Peanuts	13

Salted	Peanuts	
	Chocol	ates
Amazo	ed Choc. n Caram ion	els
Choc.	Chips, E	ureka .

Chocolates	
	Pails
Assorted Choc	16
Amazon Caramels	15
Champion	13
Choc. Chips, Eureka .	.19
Climax	15
Eclipse, Assorted	16
Eureka Chocolates	17
Favorite	18
Ideal Chocolates	15
Klondike Chocolates	19
Nabobs	19
Nibble Sticks	26
Nut Wafers	19
Ocoro Choc. Caramels	17
Peanut Clusters	23
Quintette	16
Regina	12
Star Chocolates	
Superior Choc. (light)	19

Pop Corn Goods Without prizes.	
Cracker Jack with	
coupon	3 2
Pop Corn Goods with I	
Giggles, 5c pkg. cs.	3 5
Oh My 100s	3 5
Cracker Jack, with	Priz

	oug		
utnam	Ment	thol	1
mith I	Bros.		

NUTS-Whole

Almonds, Tarragona 2	ì
Almonds, California	
Brazils 13@1	1
Filberts	i
Cal. No. 1	
Walnuts, soft shell	
Walnuts, Chili @1	C
Table nuts, fancy 14@1	ť

Hickory Nuts, per bu. Ohio Ohio Cocoanuts Chestnuts, New York State, per bu. Shelled No. 1 Spanish Shelled Peanuts 10@10½ Ex. Lg. Va. Shelled Peanuts @65. Walnut Halves @65. Walnut Halves @65. Filbert Meats @33 Alicante Almonds @65 Jordan Almonds @65 Jordan Almonds @65 Fancy H P Suns Raw @6½ Roasted @7½ H. P. Jumbo, Raw @8¾ Roasted @9¾

5

National C	BACKE	RS Company
	Butter	

Eventain Boxes
Excelsior Butters 8
NBC Square Butters 61/2
Seymour Round 61/2
Soda
NBC Sodas 6½
Saltines 13
Oveton
NBC Picnic Ovetore et
Gem Oysters 61/2
Shell 61/2

Select Sodas 81 Saratoga Flakes 13 Saltines 13	1
NBC Picnic Oysters 61 Gem Oysters 61 Shell 8	1/2
Sweet Goods Cans and boxe Animals 10	2

	3
Sweet Goods	
Animals 1	n
Atlantics Also Asstd. 1	2
Avena Fruit Cakes 1	2
Bonnie Doon Cookies 1	0
Cameo Bisquit	0
Cecelia Biscuit	0
Cheese Tid Bits	å
Chocolate Bar (cans) 1	8
Chocolate Drops 1	7
Circle Cookies	6
Cracknels 1	2
Cream Fingers	8
Cocoanut Taffy Bar . 1	Ř
Cocoanut Drops 1	2
Cocoanut Macaroons 1	8
Cocont Honey Fingers 1	2
Coffee Cokes Jumbles 1	2
Dinner Pail Mived	2 1
Family Cookies	21
Fig Cakes Asstd 1	27
Fireside Peanut Jumb 1	ō
Fireside Sug. Jumb 1	2
Fruited Coated Bar 1	1
Frosted Ginger Cook	37
Frosted Raisin Ses 1	2
Ginger Gems Plain	34
Ginger Gems Iced	14
Graham Crackers	3
Ginger Snaps Family	34
Harlequin Jumbles	5
Hobnob Cookies	2
Household Cookies	2
Household Cks. Iced	,
Hippodrome Bar 1	3
Honey Fingers Ass't 1	
Honey Jumbles	
Imperials	14
Jasmine Cakes 14	"
Jubilee Mixed 10	,
Kaiser Jumbles 10)
Lady Fingers Sponge 30)
Lemon Riscuit Square	
Lemon Wafers	
Lemona	14
Mace Cakes	
Mary Ann	1/2
Medora 18	
Cans and bo Animals Animals Animals Animals Animals Animals Animals Avena Fruit Cakes I Bonnie Doon Cookies I Bonnie Doon Cookies I Bonnie Lassies I Cameo Biscuit 2 Cecella Biscuit I Cheese I Chocolate Bar (cans) I Chocolate Bar (cans) I Chocolate Drops I Chocolate Drops I Cracknels I Cocoanut Drops I Cocoanut Drops I Cocoanut Drops I Coconut Honey Fingers I Coconut Macaroons I Coconut Honey Fingers I Coconut Macaroons I Coconut Honey Fingers I Coconut Macaroons I Coconut Honey Fingers I Ginger Gems Plain Ginger Gems Plain Ginger Gems Plain Ginger Gems Riced Graham Crackers Ginger Snaps R'd Harlequin Jumbles I Hobnob Cookies Household Cookies Household Cookies Household Cookies Household Cookies Honey Fingers Ass't Honey Fingers Ass't Honey Fingers Sponge I Lady Fingers Sponge I Lady Fingers Sponge I Leady Fingers Sponge I Lemon Mace Cakes Mary Ann Marshmallow Pecans Medora Mol. Frt. Cookie, Iced Mi Mi Mi Mi Mi Mol. Frt. Cookie, Iced Mi Mol. Frt. Cookie, Iced Mi Mi Mi Mi Mi Mol. Frt. Cookie Iced Mi Mol. Frt. Cookie, Iced Mi Mi Mi Mi Mi Mi Mol. Frt. Cookie Iced Mi	
Lite Course, Iced 14	

Mol. Frt. Cookie, Iced	14
NBC Honey Cakes .	10
Oatmeal Crackers	. 15
Orange Gems	
Penny Assorted	. 07
Peanut Come	
Peanut Gems Picnic Mixed	:
Point Cashia	12
Raisin Cookies	. 10
Raisin Gems	11
Recess Tarts	. 15
Reveres Asstd	. 15
Saltines	
Seafoam	18
Snaparoons	. 12
Spiced Jumbles, Iced	10
Sugar Fingers	
Sugar Crimp	
Sultana Fruit Biscuit	16
Sweethearts	25
Vanilla Waters	10

valida waters	•
In-er-Seal Trade Ma Goods	rk
Powerst Planett per (los.
Baronet Biscuit	. 00
Bremners Btr Wafs.	00
Cameo Biscuit	50
Cheese Sandwich	00
Chocolate Wafers1	- 00
Chocolate Waters	. 90
Excelsior Butters1	. 00
Fig Newton1	80
Five O'Clock Tea Bct 1	00
Ginger Snaps NBC 1	00
Ginger phaps MDC 1	· W

6	7	8	9	10	11
Graham Crackers Red Label, 10c size 1 00 Kaiser Jumbles 1 00		Calfskin, green, No. 1 15 Calfskin, green, No. 2 13½ Calfskin, cured, No. 1 16 Calfskin, cured, No. 2 14½	Sausagea Bologna 12 @12½	SEEDS	TOBACCO Fine Cut
Lemon Snaps 50 Mallomars 1 00 Oysterettes 50 Premium Sodas 1 00	FLAVORING EXTRACTS	Old Wool 60@1 25	Bologna 12 @12½ Liver 9½@1v Frankfort 13 @13½ Pork 13 @14 Veal 11	Canary, Smyrna 15 Caraway 20 Cardomom, Malabar 1 20 Celery 50	Blot
Royal Toast 1 00 Saratoga Flakes 1 50 Social Tea Biscuit 1 00 Uneeda Biscuit 50	Jennings D C Brand Extract Lemon Terpeneless Extract Vanilla Mexican	Lambs	Tongue	Hemp, Russian 6 Mixed Bird 9 Mustard, white 12 Poppy 16	Dan Patch, 2 oz 5 76 Fast Mail. 16 oz 5 78
Vanilla Wafers1 00 Water Thin Biscuit1 00	both at the same price No. 1, F box % oz 85 No. 2, F box, 14 oz. 1 20	No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @20 Unwashed, fine @15	Boneless 20 00@20 50 Rump, new 24 50@25 00 Pig's Feet	SHOE BLACKING Handy Box, large 3 dz. 3 50	Hiawatha, 5c 5 40 May Flower, 16 oz 9 36 No Limit 8 oz 9 36
Zu Zu Ginger Snaps . 50 Zwieback 1 00 Other Package Goods	No. 4, F box, 2½ oz. 2 00 No. 3, 2½ oz. Taper 2 00 No. 2, 1½ oz. flat1 75	HORSE RADISH Per doz 90	½ bbls. 1 05 ¾ bbls. 40 lbs. 2 10 ½ bbls. 4 25 1 bbl. 8 50	Handy Box, small . 1 25 Blxby's Royal Polish 85 Miller's Crown Polish 85 SNUFF	Ojibwa, 8 and 16 oz. 40 Ojibwa, 10c 11 10
Barnum's Animals 50 Chocolate Tokens 2 50 Butter Crackers NBC Family Package 2 50 Soda Crackers NBC	FLOUR AND FEED Grand Rapids Grain &	57b. pails, per doz 2 40 157b. pails, per pail 65 307b. pails, per pail 1 25	Tripe Kits, 15 lbs 90 ¼ bbls. 40 lbs 1 60 % bbls., 80 lbs 3 00	Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars 43	Petoskey Chief, 7 oz. 2 00 Petoskey Chief, 14 oz. 4 00 Peach and Honey, 5c 5 76 Red Bell 16 oz.
Fruit Cake 3 00	Milling Co. Winter Wheat Purity Patent 5 80 Sunburst 6 20	JELLY GLASSES 1/2 pt. in bbls., per doz. 15 1/2 pt. in bbls., per doz. 16 8 oz. capped in bbls.	Casings Hogs, per ½ 35 Beef, rounds, set 18@20	Bexes 5½ Kegs, English 4½ SPICES Whole Spices	Sterling, L & D 5c 76 Sweet Cube conjector 2 16
In Special Tin Packages per doz. Adora, 10c size1 00 Festino 2 50	Wizard Flour 5 50 Wizard Graham 5 50 Matchless 5 60	MAPLEINE 2 oz. bottles, per doz. 3 00	Sheep, per bundle 85 Uncolored Butterine	Allspice, Jamaica9@10 Allspice, lg Garden @11 Cloves, Zanzibar @22	Sweet Cuba, 10c 576 Sweet Cuba, 10c 95 Sweet Cuba, 1 lb. tin 4 50 Sweet Cuba, ½ lb. foil 2 25
Nabisco, 10c	Wizard, Gran. Meal 4 80 Wizard Buckwh't cwt 3 40 Rye	1 oz. bottles, per doz. 1 75 MINCE MEAT Per case 2 85	Solid Dairy12 @16 Country Rolls12½@18 Canned Meats Corned beef, 2 lb4 75	Cassia, Canton . 14@15 Cassia, 5c pkg. dz. @25 Ginger, African . @ 91/2 Ginger, Cochin . @14/2	Sweet Burley, 5c L&D 5 76 Sweet Burley, 8 oz 2 45 Sweet Burley, 16 oz. 4 90 Sweet Mist 14 gro
Bent's Water Crackers 1 40 CREAM TARTAR	Lily White 5 90 Light Loaf 5 40 Graham 2 35 Granena Health 2 45	MOLASSES New Orleans Fancy Open Kettle 42	Corned beef, 1 lb2 50 Roast beef, 2 lb4 75 Roast beef, 1 lb2 50 Potted Meat, Ham	Mace. Penang @70 Mixed, No. 1 @17 Mixed, No. 2 @16 Mixed, 5c pkgs. dz. @45	Telegram, 5c
Barrels or Drums 69 Boxes 70 Square Cans 72 Fancy Caddies 77	Gran. Meal	Choice	Flavor, ¼s 55 Potted Meat, Ham Flavor, ½s 95 Deviled Meat, Ham	Nutmegs, 70180 @30 Nutmegs, 105-110 @25 Pepper, Black @15 Pepper, White @25	Uncle Daniel, 1 tb 60 Uncle Daniel, 1 oz 5 22
DRIED FRUITS Apples Evapor'ed Choice blk 101/2	Voigt's Crescent 5 90 Voigt's Royal 6 30 Voigt's Flouroigt 5 90 Voigt's Hygienic Gra-	Red Hen, No. 2½ 1 75 Red Hen, No. 5 1 75 Red Hen, No. 10 1 65 MUSTARD	Flavor, ¼s 55 Deviled Meat, Ham Flavor, ¼s 95	Pepper, Cayenne @22 Paprika, Hungarian Pure Ground in Bulk	Am. Navy, 16 oz 32 Apple, 10 lb. butt 38 Drummond Nat Leaf 2
Evapor'ed Fancy pkg. Apricots California 15@17	ham 4 40 Watson-Higgins Milling Co. Perfection Buckwheat Flour 6 50	1/2 1b. 6 1b. box 16 OLIVES	Potted Tongue, \(\frac{1}{2} \text{s} \) . 55 Potted Tongue, \(\frac{1}{2} \text{s} \) . 95 RICE Fancy 7 @7\(\frac{1}{2} \)	Allspice, Jamaica	Drummond Nat. Leaf per doz. 96
Corsican	Perfection Flour 5 75 Tip Top Flour 5 35 Golden Sheaf Flour 4 90	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	Japan Style 5 @5% Broken 3%@4% ROLLED OATS	Mace, Penang @75 Nutmegs @35 Pepper, Black @18 Pepper, White @32	Bracer, 6 and 12 fb 30 Big Four, 6 and 16 fb. 32 Boot Jack, 2 fb 90
Peaches Muirs—Choice, 251b 7½	Marshall's Best Flour 6 50 Worden Grocer Co Quaker, paper 5 20 Quaker, cloth 5 30	Stuffed, 8 oz. 1 25 Stuffed, 14 oz. 2 25 Pitted (not stuffed) 14 oz. 2 25 Manzanilla, 8 oz. 90	Rolled Avenna, bbls. 6 50 Steel Cut, 100 lb. sks 3 40 Monarch, bbls 6 25 Monarch, 90 lb. sks. 3 00	Pepper, Cayenne @24 Paprika, Hungarian @45 STARCH Corn	Boot Jack, per doz. 96 Bullon, 16 oz. 46 Climax Golden Twins 48 Climax, 14% oz. 44
Muirs—Fancy, 25tb 8½ Fancy, Peeled, 25tb 15 Peel Lemon, American 14	Kansas Hard Wheat Volgt Milling Co. Calla Lily 5 80	Lunch, 16 oz 2 25 Queen, Mammoth, 19	Quaker, 18 Regular 1 45 Quaker, 20 Family 4 50 SALAD DRESSING	Kingsford. 40 bs	Climax, 7 oz. 47 Days' Work, 7 & 14 lb. 38 Creme de Menthe, lb. 62 Derby, 5 lb. boxes 28
Orange, American 14 Raisins Cluster. 20 cartons 225	Worden Grocei Co. American Eagle, ½8 6 10 American Eagle, ½8 6 00 American Eagle, ½8 5 90	Oz 4 25 Queen, Mammoth, 28 Oz 5 75 Olive Chow, 2 doz. cs.	Columbia, ½ pt 2 25 Columbia, 1 pint 4 00 Durkee's, large 1 doz. 4 50 Durkee's, small, 2 doz. 5 25	Muzzy, 40 17b. pkgs 5 Gloss Argo, 24 5c pkgs 90 Silver Gloss, 16 37bs 634	5 Bros., 4 tb. 66 Four Roses, 10c 90 Gilt Edge, 2 tb. 50 Gold Rope, 6 & 12 tb. 58 Gold Rope, 4 & 8 tb. 58 G. O. P., 12 & 24 tb. 40 Granger Twist, 6 tb. 46
Loose Muscatels, 4 Cr. 7% Loose Muscatels, 3 Cr. 7% L. M. Seeded, 1 lb. 8@8½	Spring vyneat Roy Baker. Mazetta 6 05	per doz 2 25 PICKLES Medium	Snider's, large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS	Muzzy 48 17b. packages 5	Gold Rope, 4 & 8 tb 58 G. O. P., 12 & 24 tb 40 Granger Twist, 6 tb 46 G. T. W., 10 tb. & 21 tb. 36
California Prunes 90-100 251b. boxes@ 7½ 80- 90 251b. boxes@ 8¾ 70- 80 251b. boxes@ 9¼	Wisconsin Rye 5 10 Bohemian Rye 5 30 Judson Grocer Co.	Barrels, 1,200 count 75 Half bbls., 600 count 4 38 5 gallon kegs 1 90	Packed 60 lbs. in box Arm and Hammer . 3 00 Wyandotte, 100 %s . 3 00 SAL SODA	16 31b. packages 4% 12 61b. packages 6 501b. boxes 3% SYRUPS	Horse Shoe, 6 & 12 lb. 43 Honey Dip Twist, 5&10 45 Jolly Tar, 5 & 8 lb 40
60- 70 25Tb boxes@10 50- 60 25Tb boxes@11 40- 50 25Tb boxes@12	Ceresota, ½s 6 60 Ceresota, ¼s 6 70 Ceresota, ¼s 6 80 Voigt milling Co.	Small Barrels 9 50 Half barrels 5 25 5 gallon kegs 2 25	Granulated, bbls 80 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs 1 25	Corn 32 Half barrels	J. T., 5½ & 11 tb 35 Keystone Twist, 6 tb. 45 Kismet, 6 tb 48 Maple Dip, 20 oz 28
FARINACEOUS GOODS Beans California Limas 9 Med. Hand Picked 2 75	Columbian 6 25 Worden Grocer Co. Wingold, 1/8s cloth 7 00 Wingold, 1/4s cloth 6 90	Gherkins Barrels 14 00 Half barrels 2 50	SALT Common Grades 100 3 lb. sacks 2 60 70 4 lb. sacks 2 40	Blue Karo, No. 1½, 4 doz 3 45 Blue Karo, No. 2, 2 dz. 1 95 Blue Karo, No. 2½ 2	Merry Widow, 12 lb 32 Nobby Spun Roll 6 & 3 58 Parrot, 12 lb 32
Med. Hand Picked 2 75 Brown Holland 2 40 Farina 25 1 lb. packages 1 50	Wingold, ½s cloth 6 80 Wangold, ½s paper 6 85 Wingold, ¼s paper 6 80	Sweet Small Barrels	60 5 lb. sacks 2 40 28 10 lb. sacks 2 25 56 lb. sacks 40 28 lb. sacks 20	doz	Patterson's Nat. Leaf 93 Peachey, 6-12 & 24 lb. 41 Picnic Twist, 5 lb 45 Piper Heidsick, 4 & 7 lb. 69
Bulk, per 100 fbs4 00 Original Holland Rusk Packed 12 rolls to container containers (40) rolls 3 20	Bolted	PIPES Clay, No. 216, per box 1 75	Warsaw 56 lb. sacks 26 28 lb. dairy in drill bags 20	Red Karo, No. 1½ 4 doz 3 90 Red Karo, No. 2, 2 dz. 2 45 Red Karo, No. 2½ 2 dz 2 75	Piper Heidsick, per doz. 96 Polo, 3 doz., per doz. 48 Redicut, 1%, oz 38 Scrapple, 2 & 4 doz 48
Heminy Pearl, 100 lb. sack2 25 Maccaroni and Vermicelli	New Red 99 New White 99 Michigan carlots 51	Clay, T. D. full count 60 Cob 90 PLAYING CARDS	Solar Rock 56 lb. sacks 26 Common Granulated, Fine 1 95	Red Karo, No. 5, 1 dz. 2 55 Red Karo, No. 10, ½ doz 2 45 Pure Cane	Spear Head, 12 oz 44 Spear Head, 14% oz 44 Spear Head, 7 oz 47
Domestic, 10 lb. box 60 Imported, 25 lb. box . 2 50 Pearl Barley Chester 3 15	Less than carlots 53 Corn 87 Less than carlots 89	No. 90, Steamboat 75 No. 15, Rival assorted 1 25 No. 20, Rover, enam'd 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00	Medium, Fine 1 10 SALT FISH Cod	Fair	Sq. Deal, 7, 14 & 28 lb. 30 Star, 6, 12 & 24 lb 43 Standard Navy, 7½, 15 & 30 lb 34
Peas Green, Wisconsin, bu. 2 15 Green, Scotch, bu 2 15	Carlots	No. 808, Bicycle 2 00 No. 632 Tourn't whist 2 25	Large, whole @ 8 Small, whole @ 734 Strips or bricks 9@13	TABLE SAUCES Halford, large 3 75 Halford, small 2 25 TEA	Ten Penny, 6 & 12 fb. 35 Town Talk, 14 oz 31 Yankee Girl, 12 & 24 fb. 31
Split, lb 5½ Sago East India 5	Street Car Feed 36 No. 1 Corn & Oat Feed 36 Cracked Corn 36 Coarse Corn Meal 36	Babbitt's, 2 doz1 75 PROVISIONS Barreled Pork	Pollock @ 5½ Smoked Salmon Strips 9 Halibut	Uncolored Japan Medium 20@25 Choice 28@33	Scrap All Red, 5c 5 76 Am. Union Scrap 5 40 Bag Pipe, 5c 5 88
German, sacks 5 German, broken pkg. Taploca Flake, 100 tb sacks 5	FRUIT JARS Mason, pts., per gro. 4 25 Mason, qts., per gro. 4 55	Clear Back 24 00@25 00 Short Cut Cl'r 23 00@24 00 Bean 21 50@22 00 Brisket, Clear 28 00@29 00	Strips	Fancy 36@45 Basket-fired Med'm 28@30 Basket-fired, Choice 35@37 Basket-fired, Fancy 38@45	Bag Pipe, 5c 5 88 Cutlas, 2½ oz 26 Globe Scrap, 2 oz 30 Happy Thought, 2 oz. 30 Honey Comb Scrap, 5c 5 76
Pearl, 100 lb sacks . 5 Pearl, 36 pkgs 2 25 Minute, 36 pkgs 2 75	Mason, ½ gal. per gro. 6 90 Mason, can tops, gro. 1 30 GELATINE	Pig Clear Family 26 00 Dry Salt Meats S P Bellies 14½@15	Y. M. wh. hoop bbls. Y. M. wh. hoop bbls. Y. M. wh. hoop ½ bbls. Y. M. wh. hoop kegs	No. 1 Nibs 30@32 Siftings, bulk 9@10 Siftings, 1 lb. pkgs. 12@14 Gunpowder	Mail Pouch, 4 doz. 5c 2 00 Old Songs. 5c 5 76
FISHING TACKLE	Cox's, 1 doz. large1 45 Cox's, 1 doz. small 90 Knox's Sparkling, doz. 1 25 Knox's Sparkling, gr. 14 00 Knox's Acidu'd doz. 1 25	Pure in tierces 11%@12 Compound Lard 9 @ 9%	Standard, bbls 11 75 Standard, ½ bbls 6 13	Moyune, Medium28@33 Moyune, Choice35@40 Moyune, Fancy 50@60 Ping Suey, Medium 25@30	Old Times, ½ gro 5 50 Polar Bear, 5c, ½ gro. 5 76 Red Band, 5c ½ gro. 5 76 Red Man Scrap, 5c . 1 42 Scrapple, 5c pkgs 48
114 to 2 in. 7 114 to 2 in. 9 114 to 2 in. 11 2 in. 15 3 in. 20	Nelson's	80 lb. tubsadvance 1/6 60 lb. tubsadvance 1/6 50 lb. tubsadvance 1/4 20 lb. pailsadvance 3/4	No. 1, 100 lbs 7 50	Ping Suey, Choice 35@40 Ping Suey, Fancy45@50 Young Hyson	Sure Shot, 5c 1-6 gro. 5 76 Yankee Girl Scrap 2oz. 5 76 Pan Handle Scrp 4gr. 5 76 Peachy Scrap, 5c 5 76
Cotton Lines No. 1, 10 feet 5 No. 2, 15 feet 7	GRAIN BAGS Broad Gauge 18	10 lb. pailsadvance % 5 lb. pailsadvance 1 8 lb. pailsadvance 1 Smoked Meats	No. 1, 10 lbs 90 No. 1, 2 lbs 75 Mackerel	Choice	Union Workman, 2¼ 6 00 Smoking All Leaf, 2¼ & 7 oz 30
No. 3, 15 feet 9 No. 4, 15 feet 10 No. 5, 15 feet 11 No. 6, 15 feet 12	Amoskeag	Hams, 12 lb. av. 20 @21 Hams, 14 lb. av. 19 @19½ Hams, 16 lb. av. 18 @18½ Hams, 18 lb. av. Ham, dried beef	Mess, 100 lbs	Formosa, Choice32@35 Formosa, Fancy50@60 English Breakfast Congou, Medium25@30	BB, 3½ oz 6 00 BB, 7 oz
No. 7, 15 feet15 No. 8, 15 feet18 No. 9, 15 feet20 Linen Lines	Laurel Leaves 15 Senna Leaves 25 HIDES AND PELTS Hides Green No. 1	sets 29 @30 California Hams 14 @14½ Picnic Boiled Hams 19½@20	No. 1, 100 lbs14 00 No. 1, 40 lbs 6 10 No. 1, 10 lbs 1 60 Lake Herring	Congou, Choice30@35 Congou, Fancy40@60 Congou, Ex. Fancy 60@80	Bagdad, 10c tins .11 52 Badger, 3 oz. .5 04 Badger, 7 oz. .11 52 Banner, 5c .5 76 Banner, 20c .1 60
Small	Green, No. 1	Boiled Hams . 30 @30½ Minced Ham . 14 @14½ Bacon	100 lbs. 4 25 40 lbs. 2 10 10 lbs. 62 8 lbs. 54	Ceylon Pekoe, Medium28@30 Dr. Pekoe, Choice30@35 Flowery O. P. Fancy 40@50	Banner, 40c 3 20 Belwood, Mixture, 10c 94 Big Chief, 2½ oz 6 00 Big Chief, 16 oz 30

German Mottled, 25 b. Lautz Naphtha 100 ck. Marseilles, 100 cakes Marseilles, 100 cks. 5c Marseilles, 100 ck. toil Marseilles, ½ bx toil

Proctor & Gamble Co.

Swift & Company

Black Hawk, one box 2 50 Black Hawk, five bxs 2 40 Black Hawk, ten bxs 2 25 Good Cheer Old Country 4 60 Old Country 2 40

Scouring

Sapolio, gross lots . 9 50 Sapolio, half gro. lots 4 85 Sapolio, single boxes 2 40 Sapolio, 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

SPECIAL PRICE CURRENT

13

12

	14
05 75 60 00	Faucets Cork lined, 3 in Cork lined, 9 in Cork lined, 10 in
35 30 50 00	Mop Sticks Trojan spring Eclipse patent spring No. 1 common
08 98 76 65 50	No. 2 pat. brush holder Ideal No. 7
76 64 70 63	2-hoop Standard 2 2-hoop Standard 2 3-wire Cable 2 Fibre 2
48 52 25 60	Toothpicks Birch, 100 packages 2 Ideal
80 76 90 00	Traps Mouse, wood, 2 holes Mouse, wood, 4 holes 10 qt. Galvanized 1
76 48 96 90	12 qt. Galvanized 1 14 qt. Galvanized 1 Mouse, wood, 6 holes Mouse, tin, 5 holes
45	Rat, wood

	Rat, spring	75
6		
h	Tubs	
	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
	18-in. Cable, No. 2 7 16-in. Cable, No. 3 6	00
	No. 1 Fibre16	50
	No. 2 Fibre15	00
	No. 3 Fibre13	50
	Large Galvanized 5	50
	Medium Galvanized 4	75
	Small Galvanized 4	05
	Sman Garvanizeu 4	40
	Washboards	
	Banner, Globe 2	50
	Brass, Single 3	25
	Glass, Single 3	25

а	Danner, Globe	Z	- 5
i.	Brass, Single	3	9
	Glass Single	9	9
	Single Acme Double Peerless	3	1
	Double Peerless	3	7
	Single Peerless	3	2
	Northern Queen	3	2
	Double Duplex	3	0
	Good Enough	3	2
	Universal	3	1
	Window Cleaners		
	12 in		•
	14 in	1	0
	···· ·········	-	0

14	in.			1	8
16	ın.			2	30
			Bowls		
13	in.	Butter		1	75
19	in.	Butter		4	75
10					
			G PAPE		
Co	mm	on Stra	aw	. :	2

Common Straw
Fibre Manila, white
Fibre Manila, colored
No. 1 Manila
Cream Manila
Butchers' Manila
Wax Butter, short c'nt 10
Wax Butter, full c'nt 18 Wax Butter, rolls 19
wax Butter, rolls 1

23/4

wax Butter, rolls 1	2
YEAST CAKE	
Magic, 3 doz 1	15
Sunlight, 3 doz 1	00
Sunlight, 11/2 doz	50
Yeast Foam, 3 doz1	15
Yeast Foam, 1½ doz.	

reast roam, 172 u	02.	
YOURS TRULY I	LINE	s
Pork and Beans 2	70@3	6
Condensed Soup 3	25@3	6
Salad Dressing 3	80@4	5
Apple Butter	@3	8
Catsup 2	70@6	7
Macaroni 1	70@2	3
Spices	40@	8
Herbs	0	7
AXLE GREAS	SE	



CHARCOAL

M. O. DEWEY CO., Jacks

15

BAKING POWDER K. C.

Doz.

10c size .. 90 1/4 lb cans 1 35 6 oz cans 1 90 ½1b cans 2 50 % 1b cans 3 75 1b cans 4 80 3b cans 13 00 51b cans 21 50

Johnson Cigar Co.'s Bra	n
Dutch Masters Club 70	0
Dutch Master Grande 68	0
Dutch Masters, Pan. 68	0
Little Dutch Masters	
(300 lots) 10	0
Gee Jay (300 lots)10	0
El Portana33	0
S. C. W	0
Johnson's Hobby32	0
Johnson's As It Is33	0

Canadian Club

Londres, 50s, wood ...35 Londres, 25s tins35 Londres, 300 lots10

MASTER COFFEE



Old Master Coffee 31 San Marto Coffee

16

Roasted Dwinnell-Wright Co's B'ds

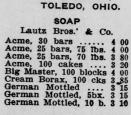


White House, 1 lb.
White House, 2 lb. Excelsior, Blend, 1 lb...
Excelsior, Blend, 2 lb.
Tip Top, Blend, 1 lb...
Royal Blend
Royal High Grade

Superior Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Symons Bros. & Co., Sagi-naw; Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., To-



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





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
Pearline 3 75
Roseine 3 75
Snow Boy, 24s family
size 3 75
Snow Boy, 20s 2 40
Snow Boy, 20s 3 75
Snow Boy, 20s 4 50
Snow Boy, 20s 3 75
Swift's Pride, 24s 3 55
Swift's Pride, 24s 3 55
Swift's Pride, 24s 3 55
Swift's Pride, 24s 3 55 The only 5c Cleanser

80 - CANS - \$2.80

FITZPATRICK BROTHERS' SOAP CHIPS

No 1 Laundry	Dry	225 lbe	51/a new lb
lip lop	(Dish Washing)	250 lbs	do non lh



Grand Rapids

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 stock and built to order, including the more inexpensive portable chairs, yencer assembly chairs, and luxurious upholstered opera chairs. Write

American Seating Company



BUSINESS-WANTS DEPARTMENT

BUSINESS CHANCES.

For Sale—Good paying millinery business. Fine location—low rent; living rooms with shop. Population 4,000; one competitor. In business fourteen seasons. Reason for selling, ill health. Address Mrs. Wm. Palmer, Otsego, Michigan.

gan.

For Sale At A Bargain—Stock of general merchandise, if sold before October 1. A. C. Hayes, Elmdale, Michigan.

578

For Sale—Old established business, dry goods, groceries and shoes, located in one of the best towns in the "Thumb." Excellent opportunity. Address No. 572, care Tradesman.

For Sale—Fine stock dry goods, doing good business, in Southern Michigan town. Henry Edmister, Toledo, Ohio. 573

Exchange Book—1,000 farms, etc everywhere, for trade. Graham Bros Eldorado, Kansas. 574

For Sale Or Exchange For Farm—New fifty barrel flour mill, water power. Spood residence. Address Roberts Bros., Milbrook, Michigan.

Drug Store—A Rexall store in town of 3,000. Good store and good business. Will sell on good terms. Several side lines. Good lease. Only three stores in town. Address 565, care Tradesman.

For Sale—Twelve roller bearing clothing trolleys, 48 inch, \$3.00 each. M.M. Hansen, Eaton Rapids, Michigan. 566

Drug Store For Sale—Only one in good town in the Thumb, where good crops at war prices are making prosperous farmers; ten miles from nearest competition; sickness in family only reason for selling; liberal discount for quick sale. Address Druggist, Box 5, Ubly, Michigan.

For Sale Or Exchange—Five farms. Will sell for small payment down, balance on easy terms; or will exchange for anything you may have that I can use. Call Charles Sullivan, four miles south of Elwell or address Alma, Michigan, R. F. D. No. 1.

Elwell or address Alma, Michigan, 570
D. No. 1.
Variety Store For Sale—Stock consists of dry goods, notions, laces, embroideries, staple yard goods, underwear, etc., chinaware, dinnerware, crockery, graniteware, kitchenware, in fact, a complete clean variety stock inventorying \$4,000; rent \$25 per month; average sales \$20. Christmas as high as \$300. Don't answer unless you really want a store of this kind and have the ready cash price, \$1,800. Address Variety 100, care Tradesman.

\$1,800. Address variety for, 571

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. John B. Wright, successor to Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

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. Augsburger 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

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.

For Sale or Exchange—Thirty-five

Tradesman.

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.

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.

Will exchange sixty-acre farm, two barns and good house, all cleared, for stock of goods. No. 544, care Trades-

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.

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.

Drug Co., Clyde, N. D. 545

To Exchange—Eight-room house in Filint, 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.

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.

Michigan Tradesman.

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-Einstelless below delivered.

For Sale—First-class bakery, doing good business. City 1,300. Only three bakeries—the best one. No. 532, care Tradesman.

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.

Brick building, collection 474

Cadillac, Mich. 474

Large catalogue Farms and Business Chances, or \$50 selling proposition free. Pardee, Traverse City, Michigan . 519

Will sell my stock of general merchandise to the party making me the best offer on or before Sept. 10, 1914. Telephone Citz. 5. C. W. Long, Saranac. 511

Telephone Citz. 5. C. W. Long, Saranac.
Telephone Citz. 5. C. W. Long, Saranac.
511

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.

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.

For closing out or reducing stocks of merchandise, engage Greene Sales Co., Jackson. Michigan.

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.

For Sale—Hotel property, fronting city

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.

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.

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 Widdicomb Bidg., Grand Rapids, Mich.

Rapids, Mich.

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

Variety Stock—Best deal in Western Michigan for the money. Invoice about 44,000. Will sell at once for \$2,700. Ad-dress No. 276. care Tradesman. 276

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 ciothing or department store, in a live Michigan town. Address No. 328, care Tradesman.

We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 204

We pay CASH for merchandise stock and fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 203

Note head, envelopes or cards, pre-paid; 75c for 250; \$1.90 per 1,000. Auto-press, Wayland. Mich. 65

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

Grand Rapids, Mich.

Notice—For closing out or reducing stocks of merchandise, get our proposition and compare with others. Merchants Auction Co., Reedsburg, Wis.

If you are interested in selling or buying a grocery or general stock, call or write E. Kruisenga, c-o Musselman Grocer Company, Grand Rapids. Michi-

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.

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 Bivd., Chicago. 448

HELP WANTED.

Wanted—Hustling young man with business experience, thoroughly familiar with farm operations to take active management farm and orchard development business on 4,000 acre tract in thriving Gulf Coast section. Splendid opportunity for man of good character and small capital to invest. Address Box 96, Eagle Lake, Texas.

A good live middle aged general merchandise man with references and some means can learn of something good if correspond or call on H. C. Hansen, Ludington, Michigan. nsen, 575

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.

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.

SITUATIONS WANTED.

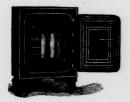
Experienced shipping clerk, packer and box marker desires change. References, Address No. 568, care Tradesman. 568

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

Wanted—Position as hardware sales-man or stock-keeper. Have had ten years' experience. Can furnish best of references. Address No. 552, care references. Tradesman.

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

Safes That Are Safe



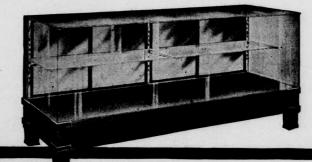
SIMPLY ASK US

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

SAFE SAFES



Grand Rapids Safe Co. Tradesman Building



"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

DETROIT DETONATIONS.

(Continued from page 25. chants who made a success of the

chants who made a success of the confectionery business and has always closed his store on Sunday.

From up State we hear from our old friend, Herman Anderson, the candy man. Herman, you know, is the boy who put the eat in sweet. Some time and some place he must have read a copy of the Mears News because the story he tells sounds very much like one of Roy K. Moletown's. Herman says after reading about a bigamist up North that he is firmly convinced that a bigamist is an insane duffer who insists on paying the expenses of two or three women expenses of two or three women when it is all a sane man can do to.

pay the expenses of one.

Adolphus Fixel (A. Krolik & Co.)
has returned from his annual hay

has returned from his annual hay fever vacation.

V. V. Green, well-known in Detroit as a former State fair official, has joined forces with the Republic Truck Co., of Alma, and will represent it on the road.

Mrs. M. A. Ruffu, of Atlantic City, is suing for a divorce because, she says, her husband pulls her down the stairs by her hair. Why not wear a switch and fool him?

Mike Howarn is well known at

says, her husband pulls her down the stairs by her hair. Why not wear a switch and fool him?

Mike Howarn is well known all over Michigan, firstly for his U. C. T. affiliations, secondly as the man who manufacturers El Karo and Old Club cigars, and—last but not least—because he is the only kind of a Mike Howarn of the species. Lately he has been complaining of the high cost of tobacco brought on by the war. He can look you straight in the eye and tell you he uses imported Sumatra wrappers on his cigars and never quiver an eyelash. The other day he met his old friend, George Gorman, an Irishman of a different species, and began bewailing the bad luck he was having in getting Sumatra wrappers. "In fact," sobbed Mike, "I can't get 'em at all." "Well, Mike, why don't you go to some of the jobbing houses and buy some mother hubbards? Won't they make good wrappers?" said George. And the roar that Mike let out was not unlike that made by an angry lion.

Judging by reports from South America, all they lack down there that prevents them from buying goods in the United States is money.

Mr. Rau, of Rau Bros., and Mr. Gugel, of Gugel Bros., general merchants of Frankenmuth. were business visitors in Detroit last week.

Postmaster Nagel has sent circu-

chants of Frankenmuth. were business visitors in Detroit last week.

Postmaster Nagel has sent circulars to all the leading business houses asking that they are consistent. lars to all the leading business houses asking that they co-operate with the postoffice and mail their letters as early as possible, instead of holding their mail until a late hour, as many do at present. If this new movement is carried out it may mean a gain of a day in the arrival of the mail.

We would like to buy a few bales of cotton, but really it takes all our spare change to buy the necessary bales of fodder for the family.

A pretty little wedding was solem-

A pretty little wedding was solemnized at the home of Mr. and Mrs. Frank Hutchinson, 194 Selden street, last Saturday. the principals being Miss Hazel Hutchinson and R. C. Fuller, a well-known and popular young business man of Ann Arbor. Fuller, a well-known and popular young business man of Ann Arbor. The bride's father is a well-known traveling man, having represented A. Krolik & Co. continuously for nearly twenty years. The bridegroom is interested in the Heller Jewelry Co., of Ann Arbor. After the honeymoon, which is being spent in the East, the happy young couple will make their home in Ann Arbor. The congratulations of the Tradesman are extended to them and the wish expressed that their wedded life may be a long and happy one. and happy one.

L. P. Laurandeau, department manager for A. Krolik & Co., is in New York on a business trip.

E. Rogers of the Rogers Co., Armada, was in Detroit last week, incidently looking over the new fall

styles.
Salesmen for the Detroit Stove Co. from all points of the compass gathered in Detroit last week to pass gathered in Detroit last week to watch experiments and gain many clinching arguments to use on the trade from the Vice-President, Edwin P. Harms. Many interesting demonstrations were made showing the advantages of their stoves over the old style gasoline stoves.

The new building in Highland Park to be known as the Ford market is now completed and the different departments will soon be occupied by

partments will soon be occupied by different dealers in all kinds of edi-The new building is opposite the

ble. The new building is opposite the ford factory.

Howard E. Coffin, Vice-President of the Hudson Motor Car Co., has been appointed a member of the patents committee of the National Automobile Chamber of Commerce.

Mrs. Chas. T. Moss, of Flushing, was in Detroit last week in the interest of her dry goods store.

Vote NO on the proposed constitutional amendment to the insurance laws.

H. Hutchins & Co. will

wen's furnishing goods store on Woodward avenue October 1.

Don't forget the joint meeting of both U. C. T. Councils Saturday night at St. Andrews hall.

A scientific note says that mucilage can be made by pressing the juice from a freshly boiled Spanish onion.

It ought to be strong, too.

James. M. Goldstein.

Gabby Gleanings From Grand Rapids. Gabby Gleanings From Grand Rapids.
Grand Rapids, Sept. 21—Mr. and
Mrs. Anthony Ver Merris, 841 Dunham street, are the pround parents of
a baby girl, Lucile Edna. Mr. Ver
Merris is one of the younger salesmen for the Worden Grocer Co., who is enjoying an increasing business for

R. A. Waite is covering his territory with a new Overland car, furnished by his house.

Eugene Scott and family are back from an extended visit in Grand Ledge and Lansing.

Ledge and Lansing.

The sympathy of Grand Rapids
Council is extended to Mr. and Mrs.
P. Anderson, because of the death of Mr. Anderson, because of the death of Mr. Anderson's mother, Mrs. Hans Anderson, which occurred at the family home near Sidney Sept. 8. Mrs. Anderson is survived by her husband and five children, three boys, Pete, Albert and Will, and two girls, Mrs. Fred Hansen and Mrs. Geo. Stroup.

Edward E. Stein & Co. is the name of the pioneer merchants of Herns

Edward E. Stein & Co. is the name of the pioneer merchants of Herps. This doesn't signify that the firm is an old one or that the town of Herps is at all ancient. The contrary is the case in both instances. Herps is the name of a new depot on the L. S. & M. S. situated in the center of some of the richest celery producing land the richest celery producing land Western Michigan. Edward Stein, of the richest celery producing land in Western Michigan. Edward Stein, who had a lucrative position with the L. S. & M. S., is a young man who thinks there is an opportunity in this place to build up a profitable business. With this in view Mr. Stein resigned his position with the railway company and has erected a building which combines store room and living apartments. He has taken the agency for the American Express Co., and has bought his opening stock of groceries of Fred E. Beardslee, with the Worden Grocer Co., and expects to be doing business inside of a week. As soon as the business will warrant it, he expects to add other lines and carry a complete stock of general merchandise. Mr. Stein is a young man of good habits. He is enthusiastic and a hustler and doubtless will enjoy a good business in the little town he is helping to build. By the way, the "& Co." stands for his wife, who is his helpmate in this enter-

Mrs. W. E. Lovelace is recovering from a severe illness and William is again wearing the smile which is so habitual.

habitual.

Mr. and Mrs. O. W. Stark have returned from a visit with Mr. Stark's sister in Salem, Ohio.

Peter Zuiderhook, 345 Straight street, met with a serious automobile accident a week ago. In some manner his machine got beyond control and turned turtle in a ditch out on the West Bridge street road. Mr. Zuiderhook suffered the fracture of four ribs and was severely shaken up, but at present he is getting along but at present he is getting along very well and hopes to be out again short time.

in a short time.

Harry Holden, one of the U. C. T. boys, is a candidate for County Treasurer on the Progressive ticket.

Lest you forget, assessment No. 124 is due and must be paid on or before Oct. 7.

Homer Bradfield Sundayed over in Petoskey.

Petoskey.

Mrs. Al. Windt's sister, Miss Boland, of Flint, is spending a few weeks in the Windt home.

We understand that when one has

We understand that when one has learned to ride a motor cycle he has no need to fear to attempt to ride even the Wild West broncos. W. Fisher, who is riding a new Yale motor cycle, can give you information on this subject.

A meeting of the Ways and Means Committee of the Bagmen of Bagdad, which was held at the home of Walter S. Lawton last Saturday evening, was attended by the full membership and their ladies. After a splendid dinner, which all enjoyed hugely, the committee adopted plans which will be given out later and we can expect a good account of this bunch as the cooler weather comes forward.

a good account of this bunch as the cooler weather comes forward.

Earl Warren, popular salesman for the National Biscuit Co., was married recently to one of the city's most charming young ladies, Miss Lela Sevens. We extend congratulations through these columns. Farl's most charming young ladies, Miss Lela Sevens. We extend congratulations through these columns. Earl's friends say that when he went to procure the marriage license, he got so fussed up that he left his hat in the County Clerk's office and didn't discover his loss until he had left the building. As a consequence his eiger

discover his loss until he had left the building. As a consequence, his cigar bills are unusually heavy.

Walter Lawton, George B. McConnell and John J. Dooley are all spending the week in Detroit getting business for their houses. It takes the Grand Rapids salesmen anyway to round up the good orders.

Roland Sehler, of Brown & Sehler Co., was married a week ago Saturday to Miss Kate Covell, of this city. They have returned from a short

They have returned from a short honeymoon trip and are at home in their residence on Scribner avenue. Will E. Sawyer.

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

Buffalo, Sept. 23.—Creamery butter, fresh, 26@32c; dairy, 24@28; poor to good, all kinds, 20@23c.

Cheese—New fancy, 16@16½c; new choice. 151/2016

choice, 15½@16c. Eggs—Choice fresh, 28; fancy, 29@

Poultry (live)—Cox, 11@12c; fowls 17@17c; ducks, 12@15c; chickens, 15

Beans-Medium, \$3.00; pea, \$2.90@

Potatoes—New, 60@70c per bu. Rea & Witzig.

Abraham Himelstein, who for a number of year has conducted a new and second hand clothing store at 414 Bridge street, has purchased the store building owned by Mrs. Agnes Brechting, at 415 Bridge street, and will occupy it with his stock as soon as the remodeling has been complet-

Will P. Canaan Co. in Hands of Trustee.

The Will P. Canaan Co. has utter a trust mortgage naming John Snitseler as trustee. An auditor employed to ascertain the condition of the estate makes the following report:

Assets.	
Accounts receivable, good	\$ 4,995.02
Accounts receivable, slow	323.04
Cash in bank	45.32
Cash on hand	127.22
Cash advanced salesmen	50.00
Inventory, furniture and	
fixtures	789.00
Inventory of merchandise	29,163.10

Total assets\$	35,492.70
Accounts payable\$	15.613.35
Notes to Old National	
Bank	4,923,30
Notes to merchandise.	
creditors	521.97
Taxes, due in July	324.00
August rent	80.00

Total\$21.362.62 The trustee states that the amount of inventory as given above should be diminished in his judgment by the amount of \$1,189.42, which was added because of freight and drayage.

The condition of the company on January 1, 1914, as shown by the audit of the same accountant, was as follows:

Assets.
Inventory of merchandise \$25,863.89
Accounts receivable 6,385.77
Cash 501.96
Total\$32,751.62
Notes to Old National
Bank\$ 5,500,00
Accounts payable 1,481.62
Total \$ 6.981.62

The audit also shows that the sales amounted to about \$28,000 between January 1 and August 31, 1914, and that the expenses for the same period amounted to \$14,759.15.

The capital account shows that the authorized capital stock is \$50,000. of which \$40,000 is common stock and \$10,000 preferred stock. The amount of stock paid in and issued is as follows: Preferred stock, \$8,500; common stock, \$21,160; total stock liabilities, \$29,660.

In a recent communication to the reditors the trustee stated: "My creditors the trustee stated: observation in matters of this kind is that while the assets on paper exceed liabilities, there will not be sufficient when liquidated, to settle in full with creditors."

Rolla Dotterer, who conducted a bird store at 210 South Division avenue, has removed his stock to Detroit, where he will continue the business.

Harry Patursky has opened a wall paper and paint store at 1011 Ottawa avenue.

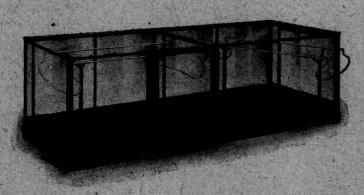
BUSINESS CHANCES.

For Sale—Small stock of groceries, confectionery, cigars, with fixtures, including soda fountain with base; in good location. Living rooms adjoining if desired. Address 123 No. Ottawa St., Grand Rapids, Michigan.

New Store Fixtures At Bargain Prices

(For Michigan Merchants Only)

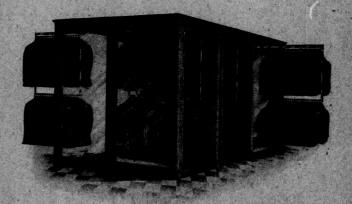
ASHORT time ago we made a few improvements in our wardrobes and cabinets; changes in the nature of "refinements" and not affecting the fundamental ideas in our cases. Our policy is to push the very latest make in our wardrobes and cabinets, and the small number of "old style" cases which we have on hand we will sell (in Michigan only) at very attractive prices. These cases are absolutely new and perfect. They are backed by our full guarantee, and the purchasers will get our complete service. These cases are as serviceable and durable as our latest styles; we will gladly tell you just what the changes have been. The number of these cases is limited, and they will be sold quickly. Any Michigan dealer who is interested should get in touch with us at once. Tell us what you can use and if we have what you need we will give you full particulars and quote prices.



of stores all over the country, and will be in service for many years to come. They were purchased because they were the best fixtures on the market for selling ready-to-wear apparel. You can now buy these same wardrobes, in Michigan only, at a big reduction—while they last. We have them in both the floor type (as shown) and in the wall type. There are enough of these for only a few stores. If you intend to buy revolving wardrobes you should investigate this offering now—it will pay you to come to Grand Rapids to see them.

THE JULIANSTEM

E also have a few of the telescope slide cabinets, of the type shown in the cut. These are new, perfect cabinets and fully guaranteed. The merchant that can use them can get an exceptional bargain. These cabinets are a vast improvement over racks, and at the attractive prices we will quote enough merchants should want to improve their stores with these fixtures to quickly dispose of the few we have to offer. We also have a few "odd" show cases (new) and a few second-hand show cases, picked up when installing new equipment, and these are for sale at very low prices. Full particulars on request.

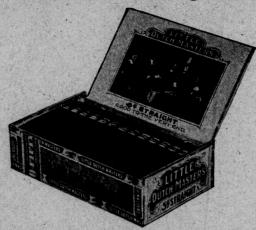


To those merchants who may be interested in new store fixtures we will gladly send our catalogues covering everything needed by department, dry goods, apparel or general stores in the way of equipment. These will show the very latest ideas in fixtures. When in Grand Rapids, whether you are "in the market" or not, call at our showrooms and let us show you our full line.

Welch Manufacturing Co.

LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory
Handled by All Jobbers Sold by All Dealers
Enjoyed by Discriminating Smokers



They are so good we are compelled to work to full capacity to supply the demand

G. J. JOHNSON CIGAR CO., 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



The Bowser Red Sentry Pump means Pure Gasolene for the motorist and More Business for the grocer. We've taught the motorist to look for the Red Sentry and we've made a Red Sentry with electric bulb that will show a red light at night and look for the motorist. An automobile is like a wagon load of money rolling along and paying some out to each enterprising merchant. Get yours! We'll show you! A

BOWS PR

Outfit in your store means increased sales of gasolene and kerosene accurately measured; it cuts out the "guess" and keeps in the profit. It keeps your store clean and saves soiling your hands with measure and funnel, it measures gallons, half-gallons, quarts, pints and half-pints, and shows the price, it shows how much to give for "five cents worth," how much to charge when you "please fill this can." Bowser and Oil Profits go together. Write for booklet "For Your Store." No obligation incurred.

Sales Offices in all Centers and Representatives Everywhere

S. F. BOWSER & COMPANY, Inc.

Engineers and Manufacturers of Oil Handling Devices

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