

MICHIGAN TRADESMAN

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Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 30, 1914

Number 1619

THERE is not an hour of life but is trembling with destinies—not a moment of which, once past, the appointed work can ever be done again or the neglected blow struck on the cold iron.—*Ruskin.*

The Garret of the Years

I've packed my troubles out of sight—all idle hopes and fears,
High in the shadowy stillness of the garret of the years.
The ghosts of griefs of other days—old time-worn sorrows gray,
And the heart's doors are open wide and Joy has come to stay.

I pass from all the shadows of the long-enduring night;
I meet the Morning on the hills—a brother to its light.
What gain have I for all the years where weeping Memory dwells?
The New Year day shall greet me with the song of all the bells!

The dreams that come a-sighing, with not one cheering gleam,
Within the dusty silence they shall dream out their dream;
Life is too sweet for sorrow—too wondrous-bright for tears;
I leave them to the shadows of the garret of the years.

Frank L. Stanton.

TO make a good living; to have a happy family; to make preparation for hard times; to wear overalls in the shop with the same dignity as good clothes are worn on Sunday; to be confident you are laying a sure foundation for any future success; to feel that you are master of your work and that you share the creative spirit. This is the true philosophy of life.—*Milton P. Higgins.*

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.

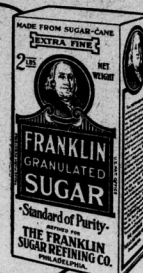
The Pure Foods House

GRAND RAPIDS

MICHIGAN



BREAK AWAY from the BARREL



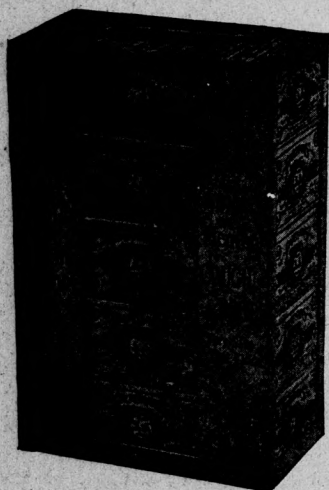
And Know Where You Stand on Your Sugar Sales!

Selling FRANKLIN SUGAR in CARTONS is not only profitable because it saves you the cost of bags and twine and the loss from overweight, but it's the EASY way to sell sugar. It saves you a lot of time and bother, and, why shouldn't you save yourself if you can? There's enough hard work in a grocery store without doing any that is no longer necessary; instead of bothering with a barrel of bulk sugar that must be weighed out and bagged, why not stock up with FRANKLIN CARTON SUGAR? It's as easy to handle as a can of tomatoes, there's no work about it, no bother. The neat, handy, dust-proof cartons will please your customers just as much as their convenience will please you. 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.



Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton
Price \$1.15

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

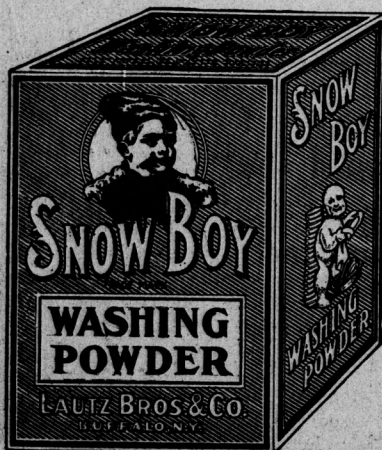
**ONE FULL SIZE CARTON
FREE**

when returned to us or your jobber
properly endorsed

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

Good Yeast Good Bread Good Health

Sell Your Customers
**FLEISCHMANN'S
YEAST**



SNOW BOY FREE!

For a limited time and subject to withdrawal without advance notice, we offer
SNOW BOY WASHING POWDER 24s FAMILY SIZE
through the jobber—to Retail Grocers

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

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

All Orders at above prices must be for immediate delivery.

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

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

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

Yours very truly,

Lautz Bros. & Co.

MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 30, 1914

Number 1619

SPECIAL FEATURES.

- Page
2. The Jaunt of the Jobbers.
4. News of the Business World.
6. Detroit Detonations.
8. Editorial.
9. Germany's Place.
10. Clothing.
12. Butter, Eggs and Provisions.
13. New Butter Rules.
14. Financial.
16. Dry Goods.
18. Shoes.
20. Woman's World.
21. Behind the Counter.
22. Stoves and Hardware.
23. The Meat Market.
24. The Commercial Traveler.
26. Drugs.
27. Drug Price Current.
28. Grocery Price Current.
30. Special Price Current.
31. Business Wants.

Graft in the Michigan Food Department.

Food Commissioner James W. Helme, of Michigan, and the Detroit Retail Grocers' Association have come into a clash which promises much of interest. Charging that the Food Commissioner, for political effect, has been making unwarranted charges of "phony" weighing against the grocers, and the Association at its last meeting voted to seek the dismissal of the Commissioner, and he, in turn, claims that it is all a political move in which he is made the victim of partisanship on the part of "men higher up."

It appears that three of Helme's inspectors—Raiké, Lightfill and Dougherty—have lately been arrested for holding up Christian Schmidt of Schmidt & Brown, butter and egg dealers, for \$150 as bribe money, threatening to pour kerosene over the entire stock if he did not "come across."

The scandal has created a great sensation in Detroit and, in fact, throughout the entire State. Political enemies of Helme are calling for a sweeping investigation of the Food and Dairy Department in the hope that something will be found that will induce Governor Ferris to ask for his resignation.

At the last meeting of the Retail Grocers' Association, M. J. Maloney, who is incidentally President of the National Federation of Retail Merchants, made the charge that the pure food inspectors operating in Detroit have at every opportunity cast suspicion upon the retail grocers by branding them as cheats.

There had been no specific cases shown where retail grocers were using measures other than those officially stamped by the Sealer of Weights and Measures of Detroit, and yet in the campaign undertaken by the inspectors to compel the installation of a particular make of measure and scale, the publicity in the newspaper had made it appear as though the retailer was intentionally defrauding his customers.

Maloney contended that these instances were an evidence of incompetence in the handling of affairs in the Department and were sufficient grounds for the removal of the Dairy and Food Commissioner.

A motion to that effect, introduced by Mr. Maloney, in calling upon the Governor to clean out that department, was carried, as was also on introduced by Mr. Maloney, calling upon the State organization for assistance in bringing about a change in the Dairy and Food Commissioner's department.

Prosecutor Allan H. Frazer of Detroit claims he has enough evidence to convict the accused inspectors. It is said that Raiké has made a confession, but this has not been verified. He admits accepting presents from dealers, but declares he thought that they were made because they "liked him" and not with any intention of bribing him. He also admits receiving money from Schmidt. This money was furnished Schmidt by the prosecutor's office when he made the complaint against the three men, and was marked, it is said.

In a public statement, Prosecutor Frazer says that Helme has offered to do everything in his power to assist in the prosecution of the accused men. Helme claims that at least two of the inspectors under arrest were appointed for political purposes and that he was compelled to appoint them as a reward for political services rendered to prominent and influential members of the "machine." He declares he will use every effort to convict the accused men as he is positive they are guilty.

There is another angle to the situation also as veiled insinuations have emanated from the prosecutor's office that wholesale arrests are to be made of grocers and dealers in food products generally who are said to have bribed the inspectors, on the theory that the one who offers the bribe is as guilty as the one that takes it. Governor Ferris has promised a rigid investigation of the whole affair, but aside from this refuses to discuss the matter.

It will be recalled that at the recent Portland convention of pure food officials Commissioner Helme made a sensational address, in which he openly charged that there was too much of politics in the average State food department to make efficiency possible or to leave any commissioner free hand to enforce the laws as he should.

The Pere Marquette Railroad is now giving gasoline motor car service over its Port Austin branch to Bad Axe via Sandusky.

Church Help for the Red Cross.

Traverse City, Sept. 29.—Referring to your editorial in the last issue of the Tradesman, wherein you suggest that the various churches make their usual morning collection and give to the Red Cross Society, I want to say that I only regret that you did not bring this matter up at an earlier date. The idea is an excellent one. I would like to have seen the plan adopted throughout the country. Even now some public action taken towards setting apart some day in the future for this very object would be the proper thing.

Frank Hamilton.

Apropos of the day of prayer for peace one must admit that some deem it needless. Peace at any price seems to be proposed. What men should work for and pray for is an end of predatory war. Such war when recognized is everywhere shocking to the moral sense. Even those whose gunnery has turned Europe into shambles and shaken the world hoodwink their own people and seek sympathy from America by protesting that their warfare is not of this hideous class.

Not to us falls the right to judge between the warring kings. Nevertheless, lust for land and seaports owned by a neighbor, which is as old and unholy as that of Ahab, is the underlying cause of the present war. Some crowned heads still deem it right to increase their territory by robbing others of their lawful patrimony. With them self-interest justifies the subjection of their people's weal to a crushing war budget, cultivates a nervous system delicately sensitive to "the balance of the power," but inert when the Marne and the Aisne flow blood, and openly defends David Harum's great rule: Do unto others as you think they are going to do to you, and be sure to do it first. A picture of the man who justifies predatory war was drawn by a Hebrew writer two or three thousand years ago, and its color has not faded: "The wicked boasteth of his heart's desire and blesseth the covetous, whom the Lord abhorreth. * * * He hath said in his heart, I shall not be moved, for I shall never be in adversity."

Chesterton somewhere says: "When ever a man can or conceives he can make all men partakers in some splendid secret of his own heart, I can imagine nothing saner and nothing manlier than his course in doing so." Such a splendid secret of the heart is revealed by another of the ancient Hebrews. "Blessed," he said, "is the man that walketh not in the counsel of the ungodly." The "counsel of the ungodly" alone has fostered the stupid and selfish policy of keeping vast armaments held in a fragile leash. No blessing can come to mas-

ter or servant where that policy prevails.

The day of prayer for peace is a fit time for impressing the people with the horror of this ungodly system. It must be swept away before lasting peace can be had. On that day all prayers and all sermons should be uttered with recognition of the infamous counsels and axioms which have so far blocked every effort for universal peace.

Postum Cereal Company Elects New Executives.

As predicted in these columns several weeks ago, Carroll L. Post has succeeded his brother, the late Charles W. Post, as chairman of the Postum Cereal Company, Ltd., of Battle Creek. This choice was arrived at in a recent election by the stockholders, the control being practically in the hand of Mrs. C. W. Post, the widow, and Mrs. E. B. Close, daughter, of the late food magnate. The full list of officers chosen was as follows: Carroll L. Post, Chairman; E. B. Close, Vice Chairman; M. K. Howe, Treasurer; Arthur B. Williams, Secretary.

The only new factor appearing in the list is Mr. Close, a son-in-law of C. W. Post. Carroll L. Post has been Vice Chairman of the corporation for many years, Mr. Howe Treasurer from its start, and Arthur B. Williams counsel for the past four years. It is understood that no change in the executive management of the business is likely to result and that the cabinet will not be changed, comprising the above, with H. C. Hawk, Secretary to Mr. Post; S. H. Small, Sales Manager; H. L. Burt, Superintendent; F. C. Grandin, Advertising Manager and Edwin L. Branson, Manager of the paper box factory.

Ray Nichol (Michigan Hardware Co.) has been laid up two weeks by illness. His territory is being covered by Ed. Ryder. Ed. Goebel is also ill. Lynn Loomis is calling on his trade. Archie Upton is still covering the territory of James B. Shaugnessy, who has so far recovered as to be able to visit the store daily. He will be strong enough to resume his road work in about two weeks.

J. D. Royce, of Corunna, who covers Michigan for the Broadhead Worsted Mills, writes: "I consider the Tradesman the best of its kind and the only thing untrue in it is written by that so-called Honest Groceryman, at Owosso, and he is not noticed down this way."

The Serfling Co. is vacating its temporary headquarters in the Vandecar garage, on Ottawa avenue, and is moving its office fixtures into its new building next to the Elk's temple.

THE JAUNT OF THE JOBBERS.

Some Beneficial Results Which Necessarily Ensnue.

Yet I doubt not through the ages
One increasing purpose runs,
And the thoughts of men are broadened
With the process of the suns.

The great English poet, Tennyson, wrote the above several years ago.

It is remarkably good poetry and has a rhythmic swing I have always enjoyed. Look back and read it again carefully. Read it aloud and note how the words flow out and punctuate the atmosphere with as pleasant a sound as the blub, blub of the doughballs in buttermilk pop when it boils and splutters on the kitchen stove.

But this poem has more than mere sound to recommend it. It expresses a great prophecy and a great truth "the thoughts of men are broadened with the process of the suns."

The ninth annual trade extension trip of the Grand Rapids wholesalers proves it.

All the previous trips from one to nine proved it.

Up to the time the first trade excursion from Grand Rapids visited you, many of you merchants had an idea that competitors in the large cities didn't speak to each other, and you were surprised when you saw rival wholesale grocers, rival shoe men and rival millers walk into your store together.

How do we know it?

Because you told us so.

But we wholesalers thought nothing of it. In fact, we were a little surprised to find that you were surprised.

It seemed the natural thing for us to do. Where could we find a better man to walk arm in arm with than our competitor? He picked out the same line of business we did and we admire his good sense. He has the same problems, the same ambitions and the same thoughts we have; therefore who could be more in sympathy with our view point of life than he? Where could we find any one more worthy of our friendship or more appreciative of it? We have so much in common, so many things to compare, so much to accomplish, so many conditions to improve.

Of course, things have not always been this way and we cite the above as proof that Tennyson is correct.

If a man is an alien I am suspicious and wary; if a stranger I take no interest in him; if an acquaintance I notice him favorably or unfavorably, but if he is a competitor I like him because I KNOW him. If we get to know a man thoroughly we usually like him. Dislike commences long before we know a person and the reason we continue to dislike him is because we never permit ourselves to know him or allow him to know us.

We wholesalers of Grand Rapids know each other. Competitors know each other and those who are merely fellow wholesalers know each other. We have found that every man is worthy of our respect, friendship and esteem and each one does his level best to remain worthy.

We believe we have the salt of the

earth among us. We believe every Grand Rapids wholesaler is honest, sincere and capable. We believe each one has set a high standard for his business and personal conduct.

When we call on you on this trip you mustn't blame us if we introduce each other with some show of pride. If we didn't feel proud of him we wouldn't take him with us on the trip.

Right here is where you retail merchants come in. Knowing how valuable it is for us to know each other, we know the value of knowing you; and we have the hope that it will help us if you know us.

Therefore this trip.

That we may know you and you may know us.

We want to see you in your place of business. We want to know you as your neighbors know you. We want to get a photograph of you on the screen of memory so we will always have a mental vision of you as you go about your daily tasks.

When we get your letters and your orders, your suggestions or complaints we know better what is in your mind and what you would have us do and be less likely to make those little blunders which aggravate the spirit and lessen the volume of business.

Meeting the merchants of the State on these trips has broadened us and we believe the influence on you has been likewise beneficial. We of Grand Rapids know better the conditions under which you work and you have a better idea of the service we wholesalers are able to render. Where only misty acquaintance by mail existed before, now there are hundreds of warm personal friendship between wholesalers and retailers whereby business has been accelerated and all of life enriched.

All of which proves, I think, the truth of the thought expressed in the opening poem and makes the following an apt and logical conclusion:

If I knew you and you knew me,
If both of us could clearly see
And with an inner sight, divine
The meaning of your heart and mine,
I'm sure that we would differ less
And clasp our hands in friendliness:
Our thoughts would pleasantly agree
If I knew you and you knew me.
A. B. Merritt.

Personnel of the Trade Extension Trip.

Barclay, Ayres & Bertsch Co.—C. A. Ayres.

Bennett Fuel & Ice Co.—H. J. McLaughlin.

A. E. Brooks & Co.—J. W. Brooks.

Alfred J. Brown Seed Co.—T. Herschel Brown.

Brown & Sehler Co.—John Sehler, Sr.

Central Michigan Paper Co.—Geo. L. Warren.

Citizens Telephone Co.—Chas. E. Tarte.

Corl, Knott & Co.—Heber A. Knott.

Durfee Manufacturing Co.—Alvah W. Brown.

Grand Rapids Association of Commerce—W. K. Plumb, Lee H. Bierce.

Grand Rapids Bedding Co.—Wm. J. Kennedy.

Grand Rapids Casket Co.—Berton A. Spring.

Grand Rapids Dry Goods Co.—Wm. B. Holden.

Grand Rapids National City Bank—Arthur T. Slaght.

Grand Rapids Oil Co.—J. Vail Troop.

Grand Rapids Savings Bank—Frank S. Coleman.

Grand Rapids Shoe & Rubber Co.—G. E. Finch, J. G. Maurits, D. F. Patton.

Grand Rapids Supply Co.—R. B. Kellogg, Geo. C. Collins.

Hazeltine & Perkins Drug Co.—Lee M. Hutchins.

Herold-Bertsch Shoe Co.—G. J. Wissink.

Hirth-Krause Co.—Samuel A. Krause.

W. C. Hopson Co.—W. C. Hopson.

Jennings Manufacturing Co.—J. J. Wagner.

G. J. Johnson Cigar Co.—John Dietrich.

Judson Grocer Co.—Wm. S. Blake.

Kindel Bed Co.—A. L. Bergdorfer.

A. B. Knowlson Co.—A. B. Knowlson.

H. Leonard & Sons—F. E. Leonard.

C. J. Litscher Electric Co.—C. J. Litscher.

Michigan Hardware Co.—H. W. Spindler.

Michigan Hearse & Carriage Co.—A. C. Chapman.

Michigan Lithograph Co.—Frank H. Mathison.

Michigan State Telephone Co.—C. E. Wilde.

Michigan Tradesman—E. A. Stowe.

C. W. Mills Paper Co.—S. J. Huford.

Musselman Grocer Co.—J. L. Dekker, Ed. Kruisinga.

National Biscuit Co.—Harold W. Sears.

National Candy Co., (Putnam Factory)—R. R. Bean.

Newaygo Portland Cement Co.—J. F. Lockley, H. Vanderwerp.

F. Raniville Co.—F. F. Raniville.

Rindge, Kalmbach, Logie Co.—H. C. Rindge.

Paul Steketee & Sons—Harold Steketee.

S. Webster Stone Co.—S. Webster Stone.

Tisch-Auto Supply Co.—Emil Tisch.

Valley City Milling Co.—A. B. Merritt.

Voigt Milling Co.—Carl S. Voigt.

Watson Higgins Milling Co.—Lee H. Higgins.

Woodhouse Co.—Peter C. Payette.

Worden Grocer Co.—R. J. Prendergast, Guy W. Rouse.

Wykes-Schroeder Co.—Geo. C. Schroeder.

Fair Treatment Appreciated.

Detroit, Sept. 28.—Although your opinions and those of some Germans greatly differ on such points as to who is to blame for this war, or German militarism, or violation of Belgium's neutrality, still I wish to thank you for your fairness toward Germany in the present unfortunate predicament. I wish to repeat that the Germans, and those siding with them, do not want that their cause be presented favorably; we only want fair play—true representation of the state of affairs and no suppression of news favorable to the Germans.

F. J. Franckenhoff.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 28.—Charles Hall, one of our hustling young business men, assistant manager of the O'Neil Hardware Co., has returned from a two weeks' trip to Detroit, where he took in the State fair and other sights too numerous to mention. Mr. Hall has been a hard worker, devoting his energy and efforts strictly to business and the vacation has had a marked effect on Charley, who says he never felt better in his life than he does now after the rest. Charles has also renewed his subscription to the Tradesman, which he considers the best trade paper in the State and attributes his success largely to the information derived therefrom.

The Soo merchants have planned an elaborate style week again this year. Last year was the first year the merchants put on this display, which was a grand success, and it is expected this year will show an unusual activity in the line of displays.

The third new lock at the Soo is nearly completed. The east approach is completed and the work of testing the new operating machinery is now under way. The Government has completed its work for this season in replacing old Fort Brady pier. About one-half of the pier has been finished and the construction of the remainder will be finished next spring. The concrete side walls extend about one foot beneath the water's surface. It will be somewhat of a disappointment to the Sooiters if the Government does not have any special demonstration at the opening of the new lock, as we had looked forward to a special demonstration at this time, but there must be some reason for the Government omitting this extra expense, which may, possibly, be used to better advantage elsewhere.

The police departments in all the larger ports on the Great Lakes have been notified to keep a sharp lookout for one Edward W. Graham, with many aliases, who is working a smooth game of forgery and claiming his connection with some of the larger steamship companies. He had an accomplice, Edwin Grover, but the officials here have since received word that the latter had been arrested in Port Huron. It would be well for the local business houses in this vicinity not to accept any questionable checks drawn on steamship companies.

It is no wonder that John D. Rockefeller is still making money. One has only to go through the large storehouse of the Standard Oil Company here, which is in charge of one of the brightest young men in Cloverland, Wm. P. Moher, who is general manager, chief clerk, head book-keeper, cashier and general superintendent as well. The office is opened ten hours during the day, with the exception of about fifteen minutes when the cashier has to close up to make a daily deposit. The business of the Standard Oil Company here has grown to be one of the largest of its kind in the Upper Peninsula and Mr. Moher has grown up with it. It seems that John D. is unusually lucky in getting the right kind of help, so as to handle the gigantic business on an economical scale. It may be, however, that Mr. Moher is getting \$10,000 a year and, if he does, he is filling enough positions to make the minimum cost very reasonable. No matter how busy he is Mr. Moher is always cheerful and never gets excited and omits the worry part, which he finds one of his greatest assets.

Ezra Hallman, for the past ten years superintendent of the Soo Woolen Mills, has severed his connections and is going to open up a woolen mill of his own at Little Cur-

rent, Ont., where he expects to move in the near future with his family. Mr. Hallman has made many friends while here who regret his departure but wish him every success in his new undertaking.

Wolf stories in the Upper Peninsula are beginning to become more numerous than ever, as one of the residents of Winona, who went out berry picking the other day between Winona and Ontonagon county, was chased by a pack of wolves and for several hours he was in danger of being killed and devoured by the animals. He accidentally ran into the wolves and they tried to attack him, but he fought them off and managed to keep them at a reasonable distance until he reached an old cabin in the forest. He was about all in by this time, but once inside he was safe and he remained there until he was sure it would be safe to return home.

Charles Weston of Cedarville, was a business visitor here this week and reported that his crops were exceptionally good this year. He also stated that this was the general condition around Cedarville and Hessel. The farmers will enjoy one of the most prosperous seasons they have ever had.

M. A. Fonda, one of the old employees in the men's clothing department at the Fair store, has resigned his position and will move to Gladstone, where he expects to accept a similar position. His many friends here regret his departure and wish him every success in his new field.

James Douglas, our popular implement dealer, and ex-candidate for sheriff, has just returned from a two weeks' visit, accompanied by his wife, at Milwaukee. Jim says Milwaukee is just as good a town as advertised and he had no difficulty in quenching his thirst while there. He states that he was fortunate in getting a good guide to pilot the party safely through the Schlitz Park and other German amusement places. He has done considerable traveling in his day, but the trip to Milwaukee has been the best ever.

This is Chippewa county fair week and the opening of the new Cloverland park will take place. The grading of the race track is completed, but the ground is somewhat soft to pull off any fast races, but it will be in fine shape for the next fair. The exhibition buildings are up and an unusually large amount of displays are entered this year. Cloverland has every reason to feel proud of her unusually fine exhibit, while the stock is of the very highest class. The only regret now is there not being space enough to accommodate the merchants for their displays, who were figuring on a more elaborate scale, but considering the short time afforded for society in getting the grounds ready, they have done remarkably well, and by next year it is hoped to have one of the best fairs ever attempted in this part of the State.

The Houghton County Farm Bureau, under the direction of County Farm Expert Leo M. Geismar, has completed arrangements for the holding of a potato congress at the Douglass House, which is to be held the first of next month, at which the pick of the product of Houghton and surrounding counties will be on exhibition and prizes amounting to \$100 in gold will be offered for the best samples of the various products. This is a move in the right direction and will encourage the remainder of the Upper Peninsula potato growers in raising better potatoes.

H. C. Johnson, lumber king at Johnswood, Drummond Island, is in Chicago this week on business. Mr. Johnson is preparing for an unusually big winter's cut, and with their large new saw mill which is said to be one of the finest in the United States, equipped with all modern conveniences, electric lights, etc., they expect to break all previous records.

There is in the neighborhood of ten years' cut now for the mill and with the new buildings recently constructed, such as dwelling for the employees, large commodious general store and meat market and boarding house, Johnswood is getting to be quite a lively little place, which has heretofore been only a small settlement. Mr. Johnson is deserving of much credit for his enterprise. He has done more for Drummond Island than any of his predecessors. The firm is now busy putting in the winter supply, which will all be in before the close of navigation.

Mrs. Nina Brubaker, proprietress of the "Do Drop In" cafe recently opened on Portage avenue, met with an unusual experience this week when an intruder entered her apartments with the intention of robbery. In defending her property, Mrs. Brubaker was very roughly handled, but she feels thankful to have escaped with her life. This is the first case of this kind of robbery reported at the Soo in a long time and the police are making every effort to locate the robber.

E. S. Gilpin, of Cheboygan, started up his camps at Walsh, where he expects to lumber on a large scale the coming winter. Walsh is a new station eleven miles west of Seney on the D., S. S. & A. Railway.

A. J. Jean, proprietor of the Jean Premier Speeder Works here, has placed some of the famous never-freezing watches at the fair this week. They are on exhibition, frozen solid in cakes of ice prepared specially for the exhibition and they are attracting much attention at the fair. This is the first exhibit of this nature ever seen at the fairs here.

Chas. O. Pregitzer, of the Cornwell Beef Company, has returned from a two weeks' vacation, much improved in health. William G. Tapert.

Determined to Defeat the Proposed Amendment.

Saginaw, Sept. 28.—Andrew Gosen represented the Saginaw Hardware Co. in the Thumb while Jake Kennedy took a lay-off last week.

W. H. Minard is now representing the Clare Knitting Co., with a full line of knit goods.

Al LaFevre now sports a new automobile.

Doc Price, the genial landlord at Beaverton, has found a new way to get his table supplies. He is getting them by parcel post at this writing.

Geo. Rohrbach has moved to Detroit to take the position of city salesman for the John W. Ladd Co., which he has been representing in the State for some time.

In looking over the candidates the Shriners had tied to the rope in the parade last Friday, we found Brothers Grant, Kennedy and Hanson, who were looking as though they were just as frightened as men can be.

Saginaw Council held a large and enthusiastic meeting Saturday, September 26, at which time the proposed amendment to the State constitution was discussed and explained to those who were not fully informed on the deadly result to our order and other fraternal orders if it is carried November 3. All left the meeting vowing to "beat it or bust."

H. D. Ranney.

Feature of Lansing Convention.

Vicksburg, Sept. 22.—The eleventh annual convention of the Michigan Retail Implement and Vehicle Dealers' Association is near at hand. Our meeting will be held in Lansing November 10, 11 and 12. An item which may be of interest to Tradesman readers is that P. T. Rathbun, Secretary of the Tri-State Association and champion organizer of local clubs in the United States, is to address the convention on the "Local Club Proposition." J. F. Follmer, Sec'y.

The Crime Against the Treaty.

Grand Rapids, Sept. 28.—Notwithstanding the fact that the friends of the German Emperor continue to seek in every possible circumstance an extenuation or explanation of the violation of the Belgian treaty, as the weeks of savage butchery caused by that act drag along, there seems to be no development aiding the matter in the slightest degree.

It will be recalled that when the action was taken the highest German diplomatic authority made haste to avow the responsibility. This avowal and expression of willingness to "pay the cost" could only have pertinence in the assumption that as such treaties had been disregarded by paying the cost in the past it could be done now—assuming that there was nothing better in modern national comity. Even German diplomacy knew better than this and the only explanation of such ruthlessness lies in the assumption that the suddenness of the spring of the military trap assured the highest prize on the Continent, when the matter of treaty damages or "cost" would become of comparatively little importance.

The treaty relations of Germany with Belgium were peculiar on account of the selection of the little kingdom by the powers to take care of the Congo problem. It is interesting that the convention making the most of these arrangements occurred in Berlin and that the Kaiser manifested the utmost activity. Where are the Congo interests now?

Rather a ridiculous extenuation of the Kaiser's personal responsibility is being found in the plea that he is the victim of a military machine that is beyond his control. For instance, in the Carnegie interview on the Laird's recent return to this country, he is made to say that the "long history" will show that Wilhelm was the tool of circumstances beyond his control. He reasons this from the fact that in his intercourse in visits to peace conferences Wilhelm has always manifested the utmost friendly interest. In the light of events the friendliness manifested has, undoubtedly, warped the aging judgment of the great philanthropist. The Kaiser may be a victim of circumstances in the matter of personal interests, but it will be a long time before history will exonerate him from the crime against the treaty. W. N. Fuller.

Mighty Madcaps From Muskegon.

Muskegon, Sept. 28.—The mystery is solved. We now know why E. P. Munroe got his mustache shaved. He smoked his stogie so close that it burned part of the brush, so E. P. thought it best to take it all off.

We are desirous of making the October meeting the biggest occasion in the history of our Council and when you stop to consider some of the great affairs we have had in the past you will realize our committee has some job. One of the big features of this meeting is the getting together of every member of the Council. Our Council has grown in a most gratifying manner, but unfortunately at the expense of many of the older brothers not becoming acquainted with the new material. This meeting will afford a fine opportunity for a getting together meeting. Won't you, brother U. C. T., try very hard to bring your wife and be with us on this occasion?

If some of the European powers knew how to charge as well as some of our retail merchants do, wouldn't they make a great showing?

C. F. Gish, the successful grocer at South Haven, is going to move into larger and finer quarters to take care of his increasing business. Mr. Gish has rented the store in the new Masonic Temple. Success to you!

The well-known merchant, Peter Boven, of Reeman, was a Muskegon visitor this week.

William Clafin has bought out the Booze grocery stock at South Haven. William Engle visited Newaygo today.

Herman Anderson is in Fremont this week.

Milton Steindler.

Why Michigan People Should Use Michigan Flour.

1. From the standpoint of flavor, color, bread and pastry baking qualities, Michigan flour made from Michigan wheat excels any other flour in the world and meets every household requirement.

2. Michigan flour made from Michigan wheat is all that is above claimed for it, owing to the fact that Michigan climatic conditions are most favorable for the growing of superior milling wheats.

3. Michigan mills buy Michigan wheat, employ Michigan labor, pay Michigan taxes and sell Michigan milled flour. The flour buyer, therefore, in buying Michigan milled flour increases the price paid the farmer for Michigan wheat by increasing the demand for Michigan wheat, increases the value of Michigan labor by increasing the demand for it, decreases taxation by increasing the value of assessable property.

4. Michigan merchants should sell and Michigan people should buy Michigan flour made from Michigan wheat for every season that can be advanced from the standpoint of reciprocity.

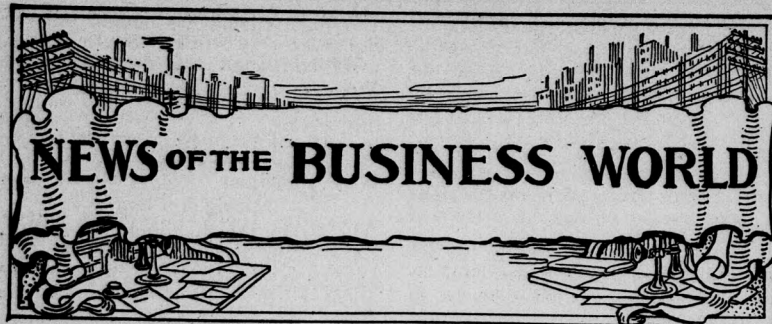
Nestor of Grocery Trade Journalism.

The American Grocer entered upon its forty-sixth publication year with the issue of September 16. Mr. Frank N. Barrett has held the responsible position of managing editor for thirty-seven consecutive years. He is the Nestor of the trade press, his period of active service embracing more years than that of any other trade paper editor in the United States. During all these years Mr. Barrett has preserved and conserved the reputation the American Grocer has always enjoyed for accuracy and thoroughness. He has never relied on clap trap methods or resorted to subterfuge, pretense or duplicity. As a result, he numbers among his friends more large merchandisers of the country than any other trade journal editor. The Tradesman congratulates him on his remarkable record and unparalleled achievements and sincerely hopes he may be spared many more years to continue the useful and unselfish service he has so long rendered the grocery trade of the country.

Why Goldstein Lives.

Jim Goldstein recently sent the Tradesman a poem, which was returned instantly. He thereupon sent it to a magazine editor in one of the Eastern cities. The poem was entitled, "Why I live." The first mail from the East brought back the poem with a letter from the editor stating that the reason Jim lived was because he sent the poem by mail instead of presenting it to the editor personally.

The man who permits his wits to go wool gathering risks being fleeced.



Movements of Merchants.

Howard City—Henry J. Moore, jeweler, has made an assignment.

Charlevoix—Edward Goldstick has opened a shoe repair shop here.

Lowell—Millette & Hart succeed D. E. Rogers in the shoe business.

Conklin—Mrs. Charles Benton has engaged in the millinery business.

Mt. Pleasant—Harris Bros. Seed Co. has opened a retail sales room.

Midland—Clayton Smith has engaged in the grocery business here.

Zeeland—T. Van Houten has opened a bakery in the Hieftje store building.

Eaton Rapids—A. C. Allen succeeds Vern L. Lutz in the shoe repair business.

Howard City—Merritt Butler has added a line of shoes to his stock of harness.

Owosso—Nutson & Wright, grocers, will sell for cash only after October 1.

Jackson—Grover McAlpine, recently of Allegan, has engaged in the meat business here.

Sandusky—The Producers Elevator Co. has increased its capital stock from \$9,000 to \$10,000.

White Cloud—D. J. Peacock has engaged in the grocery business in the Matheson building.

Kalamazoo—G. B. H. Hall succeeds John E. Teller in the grocery business at 801 West Main street.

Hillsdale—Mrs. Graffam is closing out her stock of millinery goods and will retire from business.

Greenville—J. L. Kitzmiller has engaged in the restaurant and cigar business in North Greenville.

Kalamazoo—Daniel Aach has opened a men's furnishing goods store across from the interurban station.

Nunica—Mr. Corll has purchased the William Gray meat and grocery stock and will continue the business.

Negaunee—E. M. Klein has added lines of cloaks and suits to his stock of dry goods, clothing and shoe stock.

Iron Mountain—The Iron Mountain Mercantile Co., Ltd., has decreased its capital stock from \$50,000 to \$25,000.

Petoskey—Samuel Wilson has sold his bakery and grocery stock to John Amstutz, who will continue the business.

Jackson—Burglars entered the L. H. Field Co. department store September 21 and took upwards of \$300 worth of women's suits and cloaks.

Santiago—G. A. Burnside lost his store building and stock of general merchandise by fire Sept. 24. Loss, about \$10,000, partially covered by insurance.

Draper have formed a copartnership and engaged in the blacksmith business.

Holland—Charles Fabiano succeeds Fabiano & Caruso in the wholesale and retail fruit business at 196 River street.

Imlay City—F. V. Patrick, of Clare, has purchased the J. M. Farnsworth jewelry stock and will continue the business.

Battle Creek—Andrew Baltz has engaged in the grocery business on Graves avenue in the store building he recently erected.

Chicora—Fred G. Barbee has sold his stock of general merchandise to William R. Rowe, who will consolidate it with his own.

Burr Oak—Edward O'Shaughnessy has sold his confectionery and cigar stock to Ambrose Thresher, who will continue the business.

Otsego—Monroe Bros. have sold their stock of electrical supply goods to Leroy Hofacker, who will consolidate it with his own.

Jackson—Thieves entered the department store of Glasgow Bros., September 27 and carried away goods to the amount of about \$100.

Casnovia—W. A. Boner has sold his store building and meat stock to C. C. Bennett, recently of Traverse City, who has taken possession.

Evart—H. Fisher has sold a half interest in his meat stock to H. C. Gordon and the business will be continued under the style of Fisher & Gordon.

Saranac—Glenn Jones and Henry Gable have formed a copartnership under the style of Jones & Gable and engaged in the plumbing and heating business.

Calumet—Leary Bros., dealers in men's furnishing goods, whose stock was recently damaged by fire, are closing it out and will retire from business.

Detroit—The Bromley Jewelry Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in cash.

Otsego—Mehrtens & Vidro, of Grand Rapids, have purchased the R. J. Powers shoe and men's furnishing goods stock and will close it out at special sale.

Alma—F. J. Pattee, recently of Temple, has purchased the J. E. Sheilhaas grocery stock and will continue the business under the style of the Quality Grocery.

Flint—A. Pettis & Son, who have conducted a drug store at 427 South Saginaw street for the past fifteen years, have sold their stock to Ivory

Bros., druggists, of Lansing, who will continue both stores. Vern Ivory will manage the store here.

Cohoctah—James Locke has purchased the interest of his brother, Fred, in the hardware and agricultural implement stock of Locke Bros. and will continue it under his own name.

Detroit—The United Auto Supply Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,000 paid in in cash.

Port Huron—The Water Street Garment Co. has been incorporated with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Northville—The Yerkes Lumber Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Ann Arbor—The E. S. Bowman store building and grocery stock, at 532 Forest avenue, was totally destroyed by fire September 24. The loss was partially covered by insurance.

Ellsworth—W. A. Boss, who has conducted a hardware and agricultural implement store here for the past twelve years, has sold his stock to D. E. Clow, who will continue the business.

Jackson—To lose his wife by death, his place of business robbed twice and destroyed by fire within the last three weeks, is the streak of ill luck that has visited E. Parkhouse, the meat dealer.

Ishpeming—The Ishpeming Furniture & Hardware Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,400 has been subscribed and \$5,000 paid in in cash.

Perry—William K. Armstrong has sold his stock of groceries and bazaar goods to A. W. Stein, of Fenton, who sold it to Ernest Van Aucker, of Lansing, who will continue the business at the same location.

Hancock—John Funkey has merged his business into a stock company under the style of the Funkey Hardware Co., with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Pullman—The Pullman Supply Co., wholesale and retail dealer in merchandise and produce, has been incorporated with an authorized capital stock of \$15,000, of which amount \$10,000 has been subscribed, \$1,000 being paid in in cash and \$9,000 in property.

Manufacturing Matters.

Detroit—The W. F. Stimpson Co. has changed its name to Detroit Scale Manufacturing Co.

Howard City—The Booth Manufacturing Co. has uttered a trust deed and made Arie M. Cook trustee. The liabilities may exceed \$25,000.

Houghton—The Smith Wagon Brake Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$7,540 has been subscribed, \$40 paid in in cash and \$7,500 in property.

Manistique—The Manistique Co-op-erage Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Ironwood—The Seaman Skirt Marker, Inc., has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,650 has been subscribed, \$640 being paid in in cash and \$5,010 in property.

Detroit—The Bery Automatic Pump Co., manufacturer and dealer in electric automatic pumps and other machinery, has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,750 paid in in cash.

Detroit—The Rob Roy Manufacturing Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$16,060 has been subscribed and \$2,000 paid in in cash. This concern will engage in the manufacture and sale of a certain shock absorber and other automobile parts.

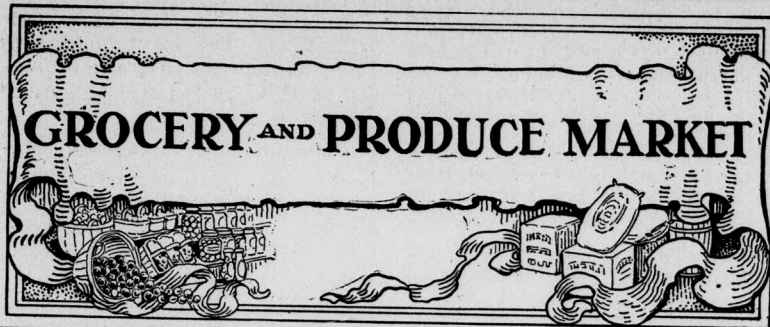
Detroit—The Ellsworth Specialty Manufacturing Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property. This concern will engage in the manufacture and sale of cough drops, cough syrup, toilet powders, etc.

Detroit—The Wagner Resilient Wheel and Tire Co., manufacturer and dealer in vehicle wheels, tires and accessories, has been incorporated with an authorized capital stock of \$500,000, of which amount \$254,000 has been subscribed, \$4,000 being paid in in cash and \$250,000 in property.

Jackson—The Jackson Cover & Bag Co. has been incorporated with an authorized capital stock of \$12,000, of which amount \$8,300 has been subscribed and \$4,000 paid in in cash. This concern will engage in the manufacture and sale of automobile covers and hand-made bags from paper and cloth.

Wayland—The Helvetia Milk Condensing Co., of Highland, Ill., has acquired a tract of land here on which it will construct a mill; condensery 180x260 feet in dimensions, part of it two stories high. The walls will be either tile or brick. A cow census shows 2,600 cows tributary to this place.

Belding—The silk mills here expect to continue operation indefinitely, a large amount of raw silk having been on hand when the war started and about three months' supply of dyes. The dyes, for the most part, are imported from Germany and the embargo placed upon their exportation threatened to terminate the manufacture of fall cloths, and in fact many Eastern cotton and linen mills did shut down, but now the embargo has been raised and small shipments through Rotterdam will soon reach this country. Dr. Joseph Kirch, a Chicago chemist, formerly of Munich, and the inventor of the first analine blue dyes, has interested American capital since the beginning of the war and will engage in the manufacture of dyes in this country in the near future.



Review of the Grand Rapids Produce Market.

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

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

Beets—60¢ per bu.

Butter—The recent hot spell cut off the consumption to some extent and the market is steady in price and demand. The quality of the current receipts will average better than a few weeks ago. No important change seems in sight. Factory creamery is quoted at 30¢@31¢ in tubs and 31¢@32¢ in prints. Local dealers pay 24¢ for No. 1 dairy, 17¢ for packing stock.

Cabbage—50¢ per bu.

Carrots—60¢ per bu.

Cauliflower—\$1.75 per doz.

California Fruits—Pears, \$2 per box; plums, \$1 per box; grapes \$1.25 per box; Malaga, \$1.50 per box; seedless, \$2 per box.

Cantaloupes—Osage, 75¢ per bu. crate; Hoo Doo, 60¢ per bu. crate.

Celery—18¢ per bunch.

Cocoanuts—\$4.25 per sack containing 100.

Crabapples—\$1.25 per bu. for Hy-slips.

Cranberries—\$5.75 per bbl. for Cape Cod.

Cucumbers—25¢ per dozen for selected; 75¢ per bu. for large.

Eggs—The market is strong in demand and unchanged in price. Local dealers pay 24¢ for candled stock.

Grapes—Both blue and white varieties command 12¢ per 8 lb. basket; Delawares, 18¢ per 8 lb. basket; 4 lb. baskets crated \$1.25 per doz for blue and white and \$1.75 for Delawares. Blue and white grapes in bulk, 75¢ per bu.

Green Corn—12¢ per doz.

Green Onions—15¢ for silverskins.

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

Lemons—Californias and Verdellis have declined to \$5 per box.

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

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

Onions—Home grown command \$1 per 100 lbs. for red and yellow and \$1.75 for white.

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

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

Peaches—The market is fully supplied with Chilis, Lemon Frees, Sala-

ways and other standard varieties which find an outlet on the basis of \$1.25@1.50 per bu.

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

Peppers—Green, 75¢ per bu.; red, 25¢ per doz.

Pieplant—75¢ per box.

Potatoes—Home grown, 50¢ per bu.

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

Poultry—Local dealers pay 12½¢ for broilers; 11½¢ for fowls; 9¢ for old roosters; 10¢ for geese; 10¢ for ducks; 14¢@16¢ for No. 1 turkeys and 12¢ for old toms. These prices are 2¢ a pound more than live weight.

Quinces—The price ranges around \$2 per bu. The crop is small, but the quality is good.

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

Squash—\$1.50 per 100 lbs. for Hubbard.

Sweet Potatoes—\$2.50 per bbl. for Virginia; \$3.75 per bbl. for Jerseys.

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

Turnips—50¢ per bu.

Veals—Buyers pay 8¢@14¢ according to quality.

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

Wax Beans—\$1 per bu.

The Grocery Market.

Sugar—The decline from the top of the boom has been 1½¢ on raws, which involves a lot of discounting of the future. Granulated has sympathized to the extent of 1¢ at the present quotation of 6½¢ for the Federal, the other refiners being still firm at 6¾¢. So far as the country goes, there is little business to be obtained and declining prices will not stimulate the appetite of distributors, especially with domestic beets soon to compete keenly. The United Kingdom is expected to continue a buyer, and there is an enquiry which might be filled at a price, for the melting capacity in Great Britain is not equal to the consumption. Unless the war situation is reversed and Germany gains the ascendancy, the Tradesman predicts a 6¢ market on granulated by January 1.

Tea—Japans hold very strong and the tendency is still upward, based principally on the shortage of stocks. Third crop teas are now arriving, but owing to lack of rain in Japan, the quality is rather poor. Medium and low grade pan fired and basket fired are very scarce and high. Difficulty and delay in getting prompt shipments is occasioning some uneasiness among jobbers. The

Suez canal is practically closed to other than English vessels and recent shipments from the Far East are being routed via Panama canal and San Francisco. Ocean freights have advanced to nearly double, which particularly affect India, Ceylon and China teas. Formosa arrivals are in good quantity and quality and prices are firm.

Coffee—The market is demoralized and very weak. There is plenty of coffee in sight for the demand or for even more than the present demand. Holders will shade prices on almost all grades of Rio and Santos coffees in order to make sales. Mild coffees are also weak and dull. Java and Mocha are steady at unchanged prices.

Canned Fruits—The trade here is doing little buying of spot goods, but offerings are light and prices are held up to the quoted figures. Gallon apples are dull and rather easy, although prices show no quotable reduction. Small fruits are in limited supply and firm, although they seem to be getting little attention from distributors at present. California goods are unchanged and quiet.

Canned Vegetables—Tomatoes are 2½¢@5¢ lower, largely on account of the recent favorable weather. Another vital reason for the decline is lack of demand from the jobbers. The packers cannot hold goods, many of them cannot borrow further on them, and they are accordingly under pressure to sell. The outlook is not strong, in spite of the fact that the pack is reasonably sure not to be more than equal to requirements, if it is even that. The movement in corn is slow. The warm weather prevailing of late has helped crop developments, but although the output may have thus been increased packers are not urgent for additional business, and the market is steady on the basis of previous quotations for State, Southern and Western. Cheap peas and fancy, which have been most in demand of late, are reported to be well cleaned up in first hands and the market for them has a strong tone. Medium grades are rather easy in the continued absence of important demand. String beans are dull, but there appears to be no pressure to sell and the market closed firm on State and Southern packing.

Canned Fish—The run of domestic sardines has shown a considerable improvement during the past week, although still below the catch of last year at this time. Many of the packers are said to be compelled to curtail production, as they are short of cans. Imported sardines are unchanged, very scarce and very high.

Dried Fruits—With the export outlet materially reduced as a result of the European war, Germany being virtually eliminated as a buying factor, and with France for the first time in years seeking to market a considerable part of her crop in America, the market for California prunes is depressed. Peaches remain dull for forward shipment, and there does not seem to be much demand for spot stock. The market is easy, but without quotable change. Apricots also

are neglected, and the tone of the market is weak, although no further decline in quotations is to be noted. Little interest is shown in spot raisins of any kind at present and still less in forward shipment from the Coast. Prices are nominal on the basis of the recent advance announced by the Associated Company. From outside sources, however, it is possible that some concessions from these figures are obtainable. Late advices from the Coast indicate that the independent packers are getting a larger percentage of this season's crop than they were able to secure last year. The situation in currants presents no new features aside from the reported fixing of the retention by the Privileged Company at 50 per cent. against 35 per cent. last season.

Cheese—The consumptive demand is light, and stocks are about normal for the season. The market is steady and prices are unchanged.

Provisions—All cuts of smoked meats, bellies, bacon, picnic, regular and skinback hams are steady at a decline of about ¼¢. There is a fair seasonable demand. Both pure and compound lard are steady, with a light demand and at unchanged prices. Barrel pork, dried beef and canned meats are also slow and unchanged.

Salt Fish—Mackerel is cheaper all along the line. Norways are about \$2 per barrel cheaper than the opening price, but are still about \$2 above last year's opening, although no higher than the price to which last year's market went subsequent to the opening. The cause of the decline is additional receipts and evidence that there will probably be plenty of mackerel in spite of the war. Irish mackerel are not figuring much, because they have not really commenced to arrive as yet. The market is much lower, however, and shore mackerel are also several dollars per barrel cheaper. Lack of demand is one factor in the decline.

F. E. Perkins, formerly engaged in general trade at Cascade, has opened a general store at Crawford, Paul Steketee & Sons furnishing the dry goods, Hirth, Krause & Co. the shoes and the Worden Grocer Co. the groceries.

Leon S. Heth and Earl T. Cotton, partners conducting the Hill Electric Co., have taken into the partnership Arba S. Greiner, who is to have charge of a branch which the company recently opened at Benton Harbor.

J. O. Berglund, grocer at 492 Lake street, Muskegon, has added lines of dry goods and shoes. The Grand Rapids Dry Goods Co. furnished the former and the Hirth-Krause Co. supplied the latter.

John Veltman, of Veltman Bros., bakers on Alpine avenue, has moved machinery into his new store building, 1307 East Fulton street, and expects to begin business there about October 15.

The Wilmarth Show Case Co. has increased its capital stock from \$100,000 to \$200,000.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 28.—Learn one thing each week about Detroit: The largest plant in the United States for making rubber covered wires exclusively is located in Detroit.

Next Saturday night, October 3, marks the date for the opening party given by Detroit Council. All members and prospective members are cordially invited to attend.

Last week members of the sales and office force of C. Elliott & Co. organized a ball club to give battle to a so-called ball club recruited from the ranks of the warehouse force, said battle being fought last Saturday, and despite the efforts of Umpire Elliott to make an even battle of the clubs, the office and sales force humiliated their opponents by the grand score of 26 to 11.

As a reward for many years of faithful service, James A. Ballard has been promoted from the position of selling agent for the Solvay Process Co. to that of sales manager of the Semet-Solvay Co. and the Solvay Collieries Co., of this city. The new position will give Mr. Ballard charge of the coal and coke supply of the companies.

According to a newspaper report, a French bull escaped from its keeper and killed sixteen German soldiers before being dispatched itself. It may have been a French bull all right, but it sounds more like our own American kind.

W. M. Johnson has opened a dry goods and furnishing goods store at the corner of Forest and Mt. Elliott avenues. Mr. Johnson will for the present retain his position with the Elliott-Taylor-Woolfenden Co., while his wife will manage the new store.

Thomas Markham, department manager for Cook & Feldher, of Jackson, was a business visitor in Detroit last week.

J. G. writes a space filler as follows: If all the drives that were charged in expense books were really made, rubber tires and horse shoes would advance 25 per cent.

At the joint meeting of the Detroit U. C. T. Councils last Saturday night, the question of making a systematic campaign against the proposed constitutional amendment to the insurance law was carefully gone over. Speeches were made by Probate Judge Stewart Hanley, Mrs. Mary Timmony of the Maccabees and Mark T. McKee. Said Judge Hanley: "If the amendment is adopted it will mean that the fakers can band together, organize an insurance society and proceed to rob the public." The members who attended the meeting Saturday night pledged themselves to co-operate in the campaign against the amendment together with other fraternal orders affected.

A. Rosenthal, Albion merchant, was in Detroit on business last week.

F. W. Bergman has been announced as manager of the new Hotel Statler. Mr. Bergman will be remembered by many traveling men as the former Chief Manager of all of the hotels owned by the Grand Trunk system. At the present time he is organizing the Olympia Hotel, in Winnipeg, Man., which was erected under his supervision. He has been connected with some of the largest hotels in the United States, has been in the hotel business all his life and has traveled practically all over the world.

Occasionally one hears of a woman who is so much in love with her husband that she believes what he tells her.

Perry C. Fay, dry goods merchant, 2050 Fort street, died at his home last Thursday. Mr. Fay was engaged in the dry goods business in Detroit for the past four years, coming to this city from Carleton. Sur-

viving are his widow, four brothers and two sisters.

The interior work of the new Tuttle & Clark leather goods store, in the Fisher arcade, is rapidly nearing completion and the new manager, George J. Letterman, says the new store will be the finest in the country of its kind. The Woodward avenue store will be a branch of the original store on Jefferson avenue, which will continue in business as in the past.

It is much easier to take life philosophically when one has a "rainy day" allowance entered in a bank book.

J. B. Sperry, well-known Port Huron merchant was in Detroit last week in the interest of his department store.

Many married traveling men are presumptuous enough to give themselves credit for their success.

Edward C. Greene, who died suddenly of heart disease last Wednesday, had been a resident of Detroit for eighteen years and for a number of years was identified with the Gately stores in Chicago and Detroit. At the time of his death he was employed by the G. W. Needles Clothing Co., 17 John R street. The funeral took place from Mr. Greene's home, 21 John R street.

L. E. Travis, general merchant of Flushing, was in Detroit on a trip last week.

Other besides salvation army lassies are peddling "War Cries."

Many Detroit manufacturers are buying "a bale of cotton." The Good-year Tire & Rubber Co. has issued instructions to its eight Southern branches to buy bales of cotton and place them in their windows with a sign attached asking others to purchase a bale.

A man in Belleville, Ill., tried to kill himself because of a protracted visit of his wife to her mother. What would have happened to that man if the visit had been visa versa?

The Hupp Motor Car Co. has joined the "buy a bale of cotton" movement and has instructed each of its Southern agents to purchase a bale of cotton either from local committees or needy farmers.

Sooner or later the hotel keepers who persist in violating the State law requiring the furnishing of individual towels and nine foot sheets will come to grief. The latest to be convicted was Manager Phillips, of the Hawkins house, Ypsilanti. He pleaded guilty. The traveling men were instrumental in having the law passed. They should also be instrumental in having the law enforced.

F. W. Skinner, general merchant of Ortonville, was a business visitor in Detroit this week.

Last year the United States bought \$1,224,508 worth of cotton from Peru. This may seem like a laconic statement in view of a certain movement in the Southern States.

General Sherman's definition of war was a rather mild and mellow statement after all.

Fred E. Castle has been appointed Michigan representative for the Flanders Co., Inc., and under the name of the Fred E. Castle Co. will open a salesroom October 1 at 872 Woodward avenue. Mr. Castle has been connected with the automobile business almost since its inception and his acquisition by the Flanders Co. means that the sales of Flanders electric will be well taken care of in Michigan. On the same date the Flanders Co. will open a service station at 10 Warren avenue under the management of O. B. Taylor, one of the company's oldest employees.

Joe Goldstein, formerly of Lakeview, where he was engaged in the dry goods business with his father, has joined the sales force of E. W. Applegate, Western representative for the Fabric Cloak Co., Chicago. Joe is already acquainted with many of the trade he will call on.

Angus Pennefather, who always keeps \$1 in reserve for a year's subscription to the Tradesman, says that he laughs best who laughs on a full stomach. We might add that, "He laughs best who laughs on a full bank account."

Fred W. Rieck, of Rieck & Gust, Utica, baseball enthusiast and merchant, was in the city last week in the interest of the company's general store.

Thanks for the help received this week from the various traveling men, etc. We are not obliged to use up our usual amount of time preparing Detonations for the editor's approval. A little rest now and then is welcomed by most traveling men.

Contracts have been approved and let for remodeling the store at the corner of Woodward avenue and Congress street, to be occupied by J. C. Hasse & Sons, clothiers and men's furnishing goods. The firm has leased the entire building and will have it remodeled throughout, besides installing new fronts and equipping the store with the latest style fixtures. The basement and a portion of the lower floor will be occupied by the Thompson restaurant. When completed, the store and stock of J. C. Hasse & Sons will be second to none in the State.

Austin Bowles, of Minden City, was in Detroit looking after the interests of his general store.

If some of those reckless Detroit autoists and their machines could be requisitioned by the European nations, they would, undoubtedly, wreak havoc on the other side.

Z. C. Barber, one of the best known automobile men in the city, has been appointed sales manager of the Monarch Motor Car Co. Until recently Mr. Barber was Western sales manager of the Briggs-Detroit Co. and previous to that appointment was Michigan distributor for the company.

The prayers for peace next Sunday won't help the countless thousands who have already paid the penalties of the monarch's follies.

Some people are too honest to steal, so they open a charge account.

And then have a lapse of memory. James M. Goldstein.

Bankruptcy Proceedings in Western District of Michigan.

Grand Rapids, Sept. 15.—In the matter of Alfred Mitting, bankrupt, Holland, the referee has filed his findings and an order has been entered relative to the trustee's report of exemptions and the bankrupt's exceptions thereto. It was the contention of the trustee, as shown in his report of exempted property, that the bankrupt, having prior to bankruptcy withdrawn funds from the estate in excess of the amount due him as exemptions and in fraud of creditors, was not entitled to either homestead or trade exemptions. The bankrupt took exceptions to the report. The referee has found that the fact of the bankrupt withdrawing sums from the estate in fraud of creditors or otherwise prior to bankruptcy has no bearing on the right of the bankrupt to exemptions; that this right is to be construed liberally and is fixed in certain terms by the laws of this State; that the trustee or defrauded creditors have their proper remedy in an action for accounting against the bankrupt or suit criminally, and the order entered directed the trustee to set off the exemptions.

In the matter of John A. Innes, bankrupt, Grand Rapids, the referee has filed his findings and order has been entered on the petition of L. N. Heft asking that the trade creditors of the bankrupt be given preference in the distribution of the funds derived from the sale of the bankrupt's assets, created wholly by purchases from trade creditors. The trustee and the bankrupt's wife, Bessie R. Innes, an individual creditor, filed objections to the petition. The referee finds: that the trade creditors of the bankrupt and of the former partnership of Heft & Innes, purchased by the bankrupt, are entitled to priority in the distribution of the funds in the hands of the trustee, but that the funds in bankruptcy should be distributed equitably, and the personal creditor, Bessie R. Innes, having a claim for money loaned to purchase the business, has an equitable claim that should stand in as good a relation as those of trade creditors. Order was entered for priority to the

trade creditors as against ordinary personal creditors, but granting the personal creditor, Bessie R. Innes, an equal distribution with the Trade creditors.

Sept. 16.—In the matter of the Dearborn Corporation, bankrupt, Holland, the trustee has filed a petition setting forth that he has received an offer of compromise in the sum of \$1500 from L. A. Becker and H. H. Cushman in full settlement of the proposed suit of the trustee against them. Their liability, as shown in the petition, aggregates about \$25,000. An order to show cause has been issued returnable on Sept. 29, directing creditors and all parties interested to show cause why the settlement should not be made.

Sept. 17.—George B. Ferris, of Grand Rapids, operating a chicken raising business, has this day filed a voluntary petition in bankruptcy, adjudication has been made, order entered appointing Kirk E. Wicks as receiver, and referred the matter to him as referee. George S. Norcross, custodian, is now in charge of the assets for the receiver. October 1, has been fixed as the date for the first meeting of creditors, at which time creditors may appear, prove their claims and transact such other business as may properly come before the meeting. The schedules on file at his office shows assets totaling \$2,925 and liabilities are listed at \$14,781.50. The following are listed as creditors:

Preferred.	
Arthur Austin, Grand Rapids	\$ 50.00
John Helder, Grand Rapids	7.50
Hall Incubator Co., Little Falls, N. Y.	1,242.00
Unsecured.	
American Poultry Journal, Chicago	\$ 795.00
Reliable Poultry Journal, Quincy, Ill.	255.00
Poultry Success, Springfield	280.00
Poultry, Peotone, Ill.	65.00
Western Poultry Journal, Cedar Rapids	63.00
Successful Poultry Journal, Chicago	65.00
Americana Poultry World, Buffalo	47.00
American Poultry Adv., Syracuse	49.00
Poultry Keeper, Quincy	29.00
Poultry Item, Sellersville, Pa.	51.00
Stewart-Davis Adv. Co., Chicago	1,230.00
Halock Adv. Co., Grand Rapids	220.00
Ida Ferris, Grand Rapids	2,550.00
West. Mich. Printing Co., Grand Rapids	2,700.00
Rosendall & Co., Grand Rapids	2,000.00
Brown Seed Co., Grand Rapids	235.00
Spratts Patent, Newark	85.00
Cyphers Incubator Co., Buffalo	60.00
Northcoke Lbr. Co., Grand Rapids	700.00
Goudzwad Bros., Grand Rapids	103.00
A. De Windt, Grand Rapids	166.00
W. H. Warner, Allegan	210.00
Beyboer Nursery Co., Grand Rapids	400.00
Knee Heating Co., Grand Rapids	190.00
C. L. Clark, Greenville	75.00
B. R. Beaumier, Newaygo	110.00
W. Van Dam, Hudsonville	36.00
Windy Acre Farms, Homer	55.00
A. B. Allport, Grand Rapids	77.00
L. E. Heasley, Door	34.00
Bennett Fuel Co., Grand Rapids	30.00
Becker Auto Co., Grand Rapids	16.00
A. De Bruyne, Grand Rapids	45.00
G. R. Electrotyping Co.	65.00
J. Ringold, Grand Rapids	50.00
W. F. Pland, Newton Mass.	117.00
W. F. Pattie, Atlantic City	27.00
F. Heinz, Grand Rapids	14.00
Standard Oil Co., Grand Rapids	7.00
Keyes Davis Co., Battle Creek	12.00
E. R. Mosser, Fairmont, W. Va.	14.00
G. L. Whittenberger, Oil City, Pa.	50.00

The assets of the bankrupt consist chiefly of chickens and it is expected that a sale will be made immediately after the first meeting in order to save expense to this estate.

In the matter of Gelder Millinery Co., bankrupt, Grand Rapids, a special meeting of the creditors was held this day. Claims were allowed. The claim of S. & M. Margolis Co., of Dayton, for rent of store building was considered and disallowed, it appearing that the claim was based on a contract made by the bankrupts before bankruptcy and could not be recognized by this estate until liquidated. The final report of the receiver, showing receipts of \$2,036.29 and disbursements of \$504.35, including the amount spent by the receiver in operating the business as a going business, and a balance on hand of \$1,531.94, was considered and allowed and the receiver granted \$200 in full compensation for his services.

Sept. 18.—In the matter of William C. Walsh, bankrupt, Boyne Falls, a special meeting of creditors and hearing on the petition of the bankrupt relative to exemptions was this day held. Claims were allowed and the first dividend of 25 per cent. heretofore paid directed paid on new claims. The second report and account of the trustee, showing total receipts of \$7,624.03, disbursement of \$3,914.40 and a balance of \$3,709.63 was considered and, there being no objections, was approved and allowed. Fees and expenses were allowed as follows: to trustee under trust mortgage prior to bankruptcy, \$334.35; attorney for petitioning creditors, \$156.05; attorneys for the bank-

rupt, \$242.25. Order was then entered for the declaration and payment of the second dividend of 20 per cent.

In the matter of the bankrupt's petition relative to exemptions, witnesses were sworn, proof taken and the matter then adjourned for further hearing at the convenience of the parties.

Sept. 21—Arrie E. Barry, of Grand Haven, operating a confectionery and ice cream parlor, has this day filed a voluntary petition in bankruptcy, adjudication made and the matter referred to Referee Wicks. The first meeting of creditors has been called for Oct. 5, at which time creditors may appear, prove their claims and transact such other business as may properly come before the meeting. The schedules on file at this office reveal assets listed at about \$125 and liabilities of \$371.08. The following are listed as creditors:

M. Piowaty & Sons, Muskegon ..	\$12.72
J. Koeltz, Grand Haven	9.88
H. Bol, Grand Haven	4.95
P. Dornbos, Grand Haven	8.00
C. Ver Berkmoes, Grand Haven ..	7.70
Van Den Berge Cigar Co.,	
Grand Rapids	6.60
P. F. Beich Co., Chicago	4.25
G. R. Paper Co.	8.53
H. Van Tongeren, Holland	3.30
J. H. Forkel Co., Detroit	4.00
Mfg. Sales Co., Flint	27.14
G. H. Gas Co.	5.13
Smith Baking Co., Grand Haven ..	9.50
Edw. Foel, Grand Haven	7.50
T. Ver Planke, Grand Haven	47.04
V. J. Perry, Grand Haven	73.48
J. H. Swisher & Son, Newark, O. ..	5.70
Sanitary Dairy Co., Grand Haven ..	34.69
Walker Candy Co., Muskegon	69.45
Edw. Seligman, Grand Haven	21.42

The bankrupt were all mortgaged, that sale or transfer was made just prior to bankruptcy and that it is possible that the sale may be void against creditors. In the matter of the Commercial Photo Equipment Co., bankrupt, Grand Rapids, the final meeting of creditors was held this date. Petition of La Verne Petire to determine the validity of certain assigned account was considered and allowed to stand as assigned to petitioner. The final report and account of the trustee was considered and decision reserved pending decision as to certain matters still unsettled. It is certain that there will not be more than sufficient assets in this estate to pay administration expenses and preferred claims in full and there will consequently be no dividend to general creditors.

Sept. 22—In the matter of Harry J. Moore, bankrupt, Howard City, the first meeting of creditors was held this day. Claims were allowed. Kirk E. Wicks, receiver, made verbal report of condition of estate which was approved by vote of creditors. By unanimous vote, James H. Haskins, of Howard City, was elected trustee and his bond fixed at \$1,500. Hal M. Gibbs, A. M. Cook and J. A. Skinner were appointed appraisers.

In the matter of Oliver J. Morse, bankrupt, Shelby, certain of the creditors have filed objections to the trustee's report of exempted property and the referee has set the same down for hearing Oct. 2. The objection is based on the setting off of homestead exemption to the bankrupt.

Sept. 23—In the matter of Oliver J. Morse, the trustee has filed his first report and account and a special meeting of creditors has been called for Oct. 6, for the purpose of declaring the first dividend. The first report and account shows the following: Total receipts for sale of assets to date, \$2,400.41; disbursements for administration expenses, rent of store building occupied by the receiver and trustee, preferred tax claim, etc., \$243.32; balance on hand to date, \$2,157.09.

In the matter of Anna Eliasoh, bankrupt, Ludington, the final meeting of creditors was held this day. The final report and account of the trustee showing total receipts of \$75.97, disburse-

ments of \$3.65 and balance on hand of \$73.32; also showing a sale at final meeting of \$25, making a total on hand of \$97.32, was considered and allowed. There not being sufficient assets to pay administration expenses, it was ordered that no payment be made on preferred claims and no dividend be paid general creditors.

Sept. 24—In the matter of the Holland Rod Co., bankrupt, Holland, certain of the creditors have filed a petition, claiming that the assets of the bankrupt were transferred to one Frank P. Graves and Irving W. Allen and by them retransferred to the bankrupt in violation of the Michigan sales-in-bulk law, and praying for an order directing the trustee to have new appraisal of such assets and that the trustee be determined to be receiver for the benefit of such creditors. The referee has noticed a special hearing on the matter of Oct. 7. Pending the hearing on such petition, no sale of the assets will be made by the trustee.

Jacob Graf and William Graf, individually and co-partners as Jacob Graf & Son, of Montague, have this day filed a voluntary petition in bankruptcy and adjudication made by the referee in the absence of the District Judge. The first meeting of creditors has been called for Oct. 8. Wm. E. Osmun, of Montague, is in charge as custodian of the receiver pending the appointment of a trustee. The schedules show assets listed at about \$4,000 and liabilities are scheduled at \$4,750.33. The following are listed as creditors:

Preferred.	
Farmers State Bank, Montague ..	\$2,642.00
Moulton Grocer Co., Muskegon ..	1,000.00
Hume Grocery Co., Muskegon ..	940.00
H. Van Enneman, Zeeland	2.75
Unsecured.	
Moulton Grocer Co.	\$1,000.00
Farmers' State Bank	1,442.00
Hume Grocer Co.	940.00
H. Van Enneman, Zeeland	2.75
A. E. Brooks & Co., Grand Rapids ..	8.40
W. Richards, Muskegon	16.40
National Biscuit Co., Grand Rapids	9.03
Parper Bros. Bakery, Muskegon ..	20.00
Piowaty & Sons, Muskegon	5.25
C. W. Mills Paper Co., Grand Rapids	5.00
W. S. & J. E. Graham, Grand Rapids	23.70
Valley City Milling Co.	37.50
J. Albers & Son, Muskegon	17.85
Puhl Webb & Co., Chicago	12.88

Sept. 25—In the matter of Francis J. Heany, bankrupt, Ionia, the trustee has filed his final report and account and the final meeting of creditors has been called for Oct. 9. The final report and account on file at this office shows: Total receipts, \$330.21; disbursements, \$122.11; balance on hand, \$208.10. It is doubtful if there will be more than sufficient assets on hand to pay the administration expenses and the dividend, if any, for creditors in this matter will be very small.

An involuntary petition has been filed against Mrs. W. S. (Nellie R.) Godfrey, of Hastings, conducting a clothing business at that place, adjudication has this day been made by the referee in the absence of the District Judge, and order entered requiring the bankrupt to file schedules within ten days. Otto Weber, of Grand Rapids, has been appointed as receiver and his bond fixed at \$3,000. The receiver has not been given authority to continue the business, but simply to control affairs until the election of a trustee herein.

Sept. 26—The Lyons Machine and Manufacturing Co., a corporation, of Muskegon, has this day filed its voluntary petition in bankruptcy, adjudication has been made by the referee in the absence of the District Judge from the division. The first meeting of creditors has been called for Oct. 12, at which time creditors can appear, prove their claims

and transact such other business as may properly come before the meeting. It is expected that a receiver will be put in charge to-day with power to conduct the business of the bankrupt until it can be successfully closed out. The matter is now in the hands of Kirk E. Wicks as receiver, with E. B. Blakeley, of Muskegon, in charge as custodian. The schedules on file at this office show the following liabilities: labor, \$750; unsecured, \$41,038.17; accommodation paper, \$5,475. The assets are listed as follows: real estate, \$12,575; dry, \$250; machinery and tools, \$45,819; debts due in open account, \$3,752.98; total, \$62,396.98. The list of creditors is large and varied.

In the matter of the Ludington Manufacturing Co., piano factory, at Ludington, the trustee has filed a general report of the condition of the estate and asking for instructions as to way to proceed, and the referee has called for a special meeting of the creditors for Oct. 13.

St. Joseph Referee.

St. Joseph, Sept. 14—In the matter of William E. Bonnerschein, bankrupt, Kalamazoo, an order was made by the referee calling the first meeting of creditors at Kalamazoo Sept. 29, for the proving of claims, the examination of the bankrupt and the election of a trustee.

Sept. 15—In the matter of Willis Meredith, bankrupt, Kalamazoo, an order was entered confirming the sale of the bankrupt's assets to M. Henry Lane and the bankrupt.

In the matter of the Michigan Buggy Company, bankrupt, an order was entered by the referee for a hearing at Kalamazoo on Sept. 29, to the trustee's objections to the following claims: C. V. York, Carr Auto Company, J. E. Vanderveer, Mayo Radiator Company, Fred G. Wood, Hoosick Garage, Wm. R. Beebe, G. S. Patterson, J. H. Townsend, Pennington Auto Co., J. M. Nash, Geo. F. Thompson & Son Buggy Co., R. L. Parbell, Slaton & Company, M. D. Harris, Hubbard & Hubbard, John H. Hamilton, A. R. Flick, J. T. Coleman, C. J. Stone, Journal Company, F. E. Taylor & Son, Campbell Auto Co., Michigan Motor Car Co., of Denver, H. Jacoby, Ernest F. Briggs, Owenhouse Hardware Company, H. B. Shirk, G. F. Meyers, E. F. Gerber, J. S. Stark, Reed Foundry & Machine Co., Lewis Spring & Axle Company, Cecil White, D. H. Adams, Sterling Place Garage & Sales Co., A. H. Vayo Company, Gray & Davis Inc., George H. Daugherty, William H. Cameron, Louis Englehausen, Louis J. Smith, Thane W. Neal, A. Koyen, Jenkins & Neely, and Union Auto Specialties Co.

The referee has entered an order approving the trustee's settlement of the reclamation petitions and claims of some twenty creditors whose claims were objected to and settlement made.

Sept. 16—In the matter of Jems Ingersoll Day, bankrupt, Decatur, the referee filed an opinion overruling the creditor's objections to the allowance of the preferred claim of Maurice Wallbrun for the sum of \$1,500, the same being secured by a chattel mortgage upon certain assets of the estate. In accordance with the opinion an order was made allowing the claim and directing payment without reference to other claims.

Sept. 17—In the matter of William Dannenberg, Allegan, the first meeting of creditors was held at the latter place. Elasco Reese, the custodian, was elected trustee, his bond being placed at the sum of \$1,000. Claims were allowed and the bankrupt sworn and examined by the attorneys present and the referee, Myron B. Moore, Martin Sebright and Gordon Hicks, of Allegan, were appointed appraisers. The meeting was then adjourned for thirty days.

Sept. 18—In the matter of the Kalamazoo Oil Company, bankrupt, Kalamazoo, the hearing on the petition of the Great Western Oil Company was had

and the matter taken under advisement by the referee.

In the matter of H. A. Fisher Co., bankrupt, Kalamazoo, an adjourned first meeting of creditors was held at the latter place. Claims were allowed, and the petition of the trustee for the discovery of property considered. Benjamin Shapiro was sworn and examined as to matters concerning the estate. Harry Fisher, President and Herman Fisher, Secretary, of the corporation were sworn and examined as to certain transactions and the meeting further continued for fifteen days.

Sept. 19—In the matter of Nemer A. Etoll, bankrupt, Allegan, an order was entered by the referee confirming the trustee's report of the bankrupt's exemptions.

In the matter of the National Gas Light Co., bankrupt, Kalamazoo, briefs have been filed on the trustee's objections to the allowance of the claim of John Dunlap Co., and the referee has the matter under advisement.

In the matter of the H. A. Fisher Co., bankrupt, Kalamazoo, the trustee has filed report, showing sale of the bankrupt's assets to Louis Walker, of Kalamazoo, for the sum of \$1,400, which is \$100 more than the same were appraised at.

In the matter of James Ingersoll Day, bankrupt, Decatur, the trustee filed report showing cash on hand of the sum of \$2,508.49, with request that a final meeting of creditors be called.

Sept. 22—In the matter of the Poultry Pointers Publishing Co., bankrupt, Kalamazoo, the trustee filed report showing sale of the assets and good will of the bankrupt to A. P. Johnson, of Grand Rapids for \$300, which sale was confirmed by the referee. It is understood that Mr. Johnson purchased the publication for the Grand Rapids Daily News, which will issue it hereafter.

Sept. 24—In the matter of the Kalamazoo Oil Company, bankrupt, Kalamazoo and Traverse City, the inventory and report of appraisers show an appraisal of the assets of the bankrupt at the former place of \$3,400.27 and at the latter place of \$3,541.56. The trustee has been directed to sell the entire assets upon ten days' notice to creditors.

Sept. 28—In the matter of Victor L. Palmer, bankrupt, Kalamazoo, the referee has requested the trustee to file its final report and account for the purpose of calling a final meeting of creditors, it appearing that the entire estate has been converted into cash.

A fellowship banquet held last week brought together 150 of the civic boosters of Kalamazoo, with E. C. Ferguson, of Chicago, President of the Illinois Federation of Commercial Organizations, as the leading speaker. Secretary F. C. Butler, of the Commercial Club of Kalamazoo, spoke of the recent work of this body, which included the following; forming of a county farm bureau, with expert farmer employed at its head; securing an investigation of freight rates on paper, which may mean a saving of \$100,000 annually to the city's industries; five new business concerns brought to the city in the past eighteen months; members of retailers' division protected against fake advertising, fake auctions and transient vendors; anti-typhoid campaign; forming of convention bureau, etc.

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E. A. STOWE, Editor.

September 30, 1914.

THE BUSINESS OUTLOOK.

Now that we are fairly launched into autumn, under the wholly abnormal conditions created by the foreign war, with its dislocation of international trade and credit, the questions are being asked on all sides, What is the actual state of our own country's trade, and what is to be its future? Business conditions are certainly not what one would like to see and they are very far from what they ought to have been, but for events in Europe. Yet our merchants persist in answering that the prospect is for better things later on.

At the moment, conditions are greatly mixed, and on the surface not reassuring. With dry goods, clothing and shoe houses, trade is showing up as large as last year; with some, there is a small increase over 1913. In many other lines, however, there is a decided falling off in sales, and forces of some jobbers and manufacturers have been reduced.

Steel interests are holding their own, but new buying is not coming in to any extent. Sellers are holding at full recent prices and do not care to load themselves up at present; but they expect an increased run of buying and better prices later. Equipment plants are not getting many orders, however, for railroads are not buying. Still, it would seem to be only a question of time before they must enter the market for supplies. Some of the railroad shops are cutting down their forces, but a majority are running full time.

In the money market, meantime, there is no let-up in the demand at banks, which could put out many millions more should they care to loosen up. But they are pursuing their policy of conservatism, and restricting loans mostly to urgent necessities. There is little deviating from the 6 per cent. rate, and a strong market is expected for a long time. Fortunately, country banks are not borrowing to any extent; in most instances they have taken out their full lines already, and a few are reducing them.

It is fortunate that more currency is returning from the country than is usual at this time of the year, although there is also a fair volume being sent to the grain districts. But many of the banks in the interior show in

their recent statements that they have plenty of money, and are in the commercial paper market as fair buyers at 6 per cent. There is not the activity in that market, however, that there was some time ago. Offerings are ample, and for the present brokers are not encouraging any increase.

The West cannot rid itself of the belief that the enormously profitable grain trade must have some, at least, of the effect which it traditionally brings to general business conditions. The simple fact is, that at no time in the history of the grain trade have there been so many foreign buyers in the United States markets as during the past six weeks. They have bought more grain than the trade in general has knowledge of, and they expect to buy more. It is being shipped to the United Kingdom, France, Italy, Scandinavia, Spain and Portugal, Brazil and South Africa. Since we are in a position to continue shipping freely of wheat and oats, it looks as if, with continuance of this buying, our reserves will be used up by the end of the season.

There are indications that the outside world's reserves will be down to bin bottoms. Russia may carry over a good supply, but it will be no surprise next summer to hear reports of a reduced acreage in winter wheat in that country, as well as in Germany, France and the Balkan States—all as a result of the war. These conditions lead many in the grain trade to look for continued high prices for many months, and possibly for more than a year.

Appeals from humane agencies are unusually numerous nowadays. Unemployment is producing distress at home, and this nearer call must make itself heard, even in the face of the awful suffering and agony which demand our help across the water. There are some who think, indeed, that the appeal of ordinary want at our own doors should be heeded alone, and that anything sent to the sufferers abroad is so much taken away from the aid of the needy at home. From this view we emphatically dissent. To shut our hearts, or refuse to open our purses, when millions are undergoing unspeakable calamities in countries bound to our own by many ties would be inhuman callousness. So far from preventing the giving at home, we feel sure that on the whole precisely the opposite effect will be produced. It is very rarely indeed that the amount which one does give in charity comes so near to the limit of what one is really and truly able to give that any serious limitation to helping at home will be imposed by responding to the call of agony abroad. He who follows one generous impulse will more often find himself, through that very act, ready to follow another. The really important thing is to realize that this is a time for giving abundantly—far more abundantly than usual—abundantly enough to make the giving something like a sacrifice. The question where the money will go will then take care of itself well enough.

THE MONROE DOCTRINE.

"As between nations, there are no rights but the rights of strength, ability, and success." This is the imperialistic platform. If you want another nation, go steal it, kill off its inhabitants, destroy its cities, towns, and villages, annex it, and rule with an iron hand.

The United States, looking to its own safety, may yet find it necessary, in combination with other nations, to extend the Monroe Doctrine over Belgium in order to preserve for the world the doctrine of the natural rights of nations. The clause of the Monroe Doctrine recognizing the rights of nations may be expressed as follows: That any interposition for the purpose of oppressing or in any other manner controlling the destinies of any nation which has declared its independence and whose independence the nations of the world, on due consideration, have recognized, is declared to be contrary to international law and cannot be viewed in any other light but as the manifestation of an unfriendly disposition toward all civilized nations, which, in such an event, agree to combine their entire land and sea forces against such offending Power or Powers to protect and defend the public rights of mankind.

BEATING PARCEL POST.

Information comes from Lincoln, Neb., to the effect that the Chicago mail order houses, who have been commonly credited with being the chief beneficiaries of the parcel post plan and its chief sponsors, have discovered a way to beat it.

One of the greatest benefits they were expected to derive from it was in the cheaper rates for distributing catalogues, but the Lincoln story has it that they have worked the zone system to save expense even over that. To ship from Chicago would involve carrying the catalogues through more than one parcel post zone, wherefore, it is said, they evolved the plan of shipping two car loads of catalogues, by freight, to Lincoln, to be distributed by parcel post from that city instead of from Chicago.

It is estimated there were about 22,000 catalogues in the two cars, and that it saved them on an average of about 5 cents each on postage, or a total of \$1,100.

That the reports obtainable in this country about the progress of the European war are uncertain is conceded as much by the newspapers as by the newspaper reading public. That state of affairs is due to the rigid censorship and the military orders which prevail in the camps of all the armed forces. Each desires to maintain the greatest possible secrecy in order that the enemy may get no information of which it can make use. In Europe it is much easier to make those rules and regulation operative than it would be in this country, where even military men have more respect for the newspapers and the public they serve. The reports given out by the opponents are for the most part only such as they would like to have accepted and that they do not always contain the truth and the

whole truth is pretty generally suspected. The statements are conflicting, one frequently denying another in the same day. Terrible tales of atrocities and barbarity committed by the Germans are as promptly denied from Berlin, and allegations against the allies put in circulation. It is manifest that terrible battles are going on, attended by terrific loss of life, hardship and suffering, to which all the armies are subjected. It will go down in history as perhaps the greatest war of the world, the deadliest because modern invention has made it so. Before long, exhaustion may make peace look good to all concerned, but it is reasonable to expect that none will surrender as long as the leaders believe there is any fighting strength left in the men. The truth and all the truth will come out some time, not only as to the major, but as to the minor details, and when painted accurately it will be an appalling picture.

One of the questions oftenest asked is as to how long the European war will continue. About it everybody has an opinion, and that entertained by army officers ought to be rather better than the average. Accordingly, it is of interest to note that a Washington war correspondent has interviewed two score American army officers higher than the rank of captain, and also enquiry was made as to the probable winner. The consensus of opinion is that the war will last about a year and that the allies will eventually succeed. The range of opinions as to time is from nine to eighteen months. Those who make a study of war and its conditions ought to be in a better position to make a reliable guess than those who have given no special attention to it, and even the forty American officers may be wrong.

In war times sects and religious denominations are forgotten and Catholic and Protestant, Jew and Gentile, work side by side in relieving distress. An instance of this kind is reported in the dispatches. A young German soldier lay dying of his wounds in a Bordeaux Hospital. He asked for spiritual consolation and a French Protestant chaplain came to him, but the latter spoke no German. A Catholic priest heard of the difficulty and volunteered to interpret. The Protestant minister said words of comfort in French and the priest translated them into German to the dying man, who breathed his last peacefully.

More than a million barrels of common salt were imported last year and received at Atlantic ports, although the country is amply able to supply the entire home demand, as the capacity of its salt mines and works is in excess of the present output. The imports last year were only 3.2 per cent. of the total consumption, whereas in 1890 the percentage was a little over 17. Salt for years has been so cheap that no housewife thought she had to economize in its use.

GERMANY'S PLACE

Dr. Vaughan Doubts Whether U. S. Can Fill It.

The great European war is going to put the responsibility for the advance of civilization largely upon the United States. It remains to be seen if we, as a country, are equal to the call. If America is going to carry the burden for the world, she must take stock of her own defects, and then set about remedying them.

I feel deeply the loss of the German men of science, understanding what that loss will mean to the whole civilized world.

The greatest scientific discoveries of the world have been made in German laboratories. Now her universities and her laboratories are practically closed, and the only men left to work in them are Americans—and they are few.

Germany produces many chemicals and medicines that are not produced anywhere else in the world and many of their methods are secret. In Germany the ways of making many medicines and chemicals are patented. Many of the chemicals used in photography, and many of the fertilizers for the land, are secret processes, known only to the men who make them. The great Salvarsan blood specific is made only in Germany by a secret process, and there is only a small amount of it in this country.

When war was declared certain drug firms in this country tried to buy up all the Salvarsan in the United States. It happened to be held for the most part by a German distributing house in the East. It must be said, to the credit of that house, that it refused to sell to any drug firm, and that it sells only to physicians direct, and that each physician must state that he has a patient who needs the drug. The price of this drug has not been advanced one cent. When this limited supply is gone, there is no more in sight. When it is gone our own scientific workers must discover the German secret, or the suffering will be great.

I predict that when the war is over, whichever way it may go, that there will be a large immigration of scientific men to this country, because European countries will be so impoverished that scientific investigation will be impossible or at best greatly curtailed. As many of the workers in scientific research have been officers in the German army, there is a grave question as to whether the poor fellows will return from the war to take up their work in any country. In almost every laboratory in Germany, before the war, practically every assistant was a member of the army corps, located in that town. They are now in the field and comparatively few will return. This is true in all lines of scientific research, medical, chemical and industrial.

The great advance in Germany in the last thirty years has been largely due to the application of scientific discoveries to industrial, economical and sanitary purposes. During this time Germany has risen from eighth

to second place in the production of iron ore. There was always an abundance of a poor grade of this ore, which was contaminated by phosphorus. Her scientists came to the rescue, treated it with a process worked out in their laboratories, and the phosphorus thus separated from the iron ore was made into a fertilizer for their wheat fields, another secret of the German laboratories.

To follow this out—the yield of wheat in Germany in the same thirty years has increased 86 per cent per acre, while the yield in the United States, per acre, has not increased at all. Germany was forced to this research because of the density of her population and the necessity that they be fed and cared for. The Unit-

political power and after this some other country must step into her place, some other country will dominate the scientific world. It should be America—but the disheartening part is that there is a question as to whether this country is big enough in other ways to warrant our having faith in her in this crisis.

To our shame it may be said that America, standing to-day as the one great civilized country in the world, has developed a robber instinct. In no European country to-day has interest on money advanced since the war. In America, a country not immediately affected by war losses—interest on money has jumped to 8 per cent. With these tendencies gratified, are we, as a people, big enough

cities during the last thirty years, the homicide rate has been 49 per 1,000,000 people for the first decade, and the second decade the same, while for the third decade the rate has been 75 per 1,000,000 people."

The most powerful cause for this increase in crime is the growth of feeble-mindedness, the great growth of the mentally and physical defective classes, and if America is going to carry the burden of civilization, it must prevent the multiplication of the unfit.

Victor C. Vaughan.

QUALITY AND TASTE.

One of the most valuable influences likely to come from "Coffee Week" is the education of the public taste for better coffee, rather than merely seeking to compel quantity consumption of coffee without reference to permanent and lasting change in the National use of the beverage. In the interests of that improved taste, the committee in charge of "Coffee Week" has prepared an interesting booklet, intended to explain the principle of better coffee. It says, in part:

Correct brewing is not "cooking." It is a process of extraction of the already cooked aromatic oils from the surrounding fibrous tissue, which has no drinkable value. Boiling or stewing cooks in the fiber, which should be wholly discarded as dregs, and damages the flavor and purity of the liquid. Boiling coffee and water together is ruin and waste.

The aromatic oils, constituting the whole true flavor, are extracted instantly by boiling water when the cells are thoroughly opened by fine grinding. The undesirable elements, being less quickly soluble, are left in the grounds in a quick contact of water and coffee. The coarser the grind the less accessible are the oils to the water, thus the inability to get out the strength from coffee not finely enough ground.

Too long contact of water and coffee causes twang and bitterness, and the finer the grind the less the contact should be. The infusion, when brewed, is injured by being boiled or overheated. It is also damaged by being chilled, which breaks the fusion of oils and water. It should be served immediately, or kept hot, as in a double boiler.

Tests show that water under the boiling point, 212 degrees, is inefficient for coffee brewing, and does not extract the aromatic oils. Used under this temperature, it is a sure cause of weak and insipid flavor. The effort to make up this deficiency by longer contact of coffee and water, or repeated pouring through, results in no extraction of the oils, but draws out undesirable elements, such as coffee-tannin, which is soluble in water at any temperature and is governed by the time of contact.

Brewing is the final manufacturing process of coffee. All previous perfection is dependent upon it. Like food products which lose nutritive value by bad cooking, coffee loses its best values by wrong brewing. Brewed by the very simple correct methods, it is an unailing clear, fragrant, taste-charming beverage, universally loved and scientifically approved.



BEATS ALL KINGS

ed States has a population of thirty-two per square mile, while Germany's population is 311 for each square mile.

Germany has surpassed all nations in literature, science and commerce—and has thrown all this into the hazard of war. Germans have been welcomed to citizenship in every country in the world—her ships rode every sea, carrying exports and imports. I do not believe the scientific men of Germany wanted this war. The best people, the people of the highest intellect, from all over the world, went to Germany for their training. Germany dominated the world in science. To-day Germany is at war, simply to extend a petty

to take our place in the world, as a leader, in any sense, among nations?

It is well for us, as a people, in considering that the United States may possibly be the nation called upon to do the great scientific research of the future, to recognize our own defects. It is well for us to recognize that there are more murders committed in this country every year than in any other country in the world. There are from 7,000 to 10,000 murders committed in the United States every year, which means practically at least one each hour. Hoffman, the great statistician for a life insurance company, has just issued this statement: "For thirty American



National Association of Retail Clothiers Formally Organized.

The movement, started in September, 1910, to organize a National association of retail clothiers, was brought to a successful conclusion at the Sherman House, Chicago, September 17.

Delegates representing the Retail Clothiers' Associations of Iowa, Illinois, Michigan, Ohio, Missouri, Indiana, Wisconsin and Minnesota met on that day, decided that the time was ripe for a National organization, and proceeded to draft a constitution and elect officers.

The pioneer organization, the Iowa Retail Clothiers' Association, and their Secretary, C. E. Wry, started this movement, back in 1910. At that time they issued a call for a meeting of representative retailers from various states to consider the idea of a National body. This meeting was held in Chicago, September 6, 1910, and it was decided at that time to first form a number of state organizations, and later weld them into a National association. This organization work has been carried on during the past four years, and eleven states have formed associations.

The National organization meeting on September 17 was called to order by Secretary C. E. Wry, and Meyer S. May, of Grand Rapids was requested to act as temporary chairman, on account of the unavoidable absence of Louis Myers, of Springfield, Ill., the chairman of the organization committee.

Secretary Wry read the minutes of the first meeting, and outlined in his report how the organization work had extended into eleven states. He stated that officers of the various state associations had expressed the opinion that the present was the proper time to start the National body, and therefore a call had been sent out for this meeting of delegates in Chicago.

A number of the advantages of having a National association were brought up. One was the influence it could have in promoting and enforcing legislation favorable to the retail clothing interests.

Another was the suggestion that with a joint board the retail organization could co-operate with the Manufacturers' National Association for the good of the entire industry.

A third reason was expressed in the idea that trade statistics and information could be gathered from the members for the use of all other members.

Chairman May related a recent instance of the good which had been

accomplished by the Michigan Association in putting an end to fake sales in Grand Rapids by prosecution under the new pure advertising law of that State.

An interesting discussion was started by George Hirsch, of Winona, Minn., when he stated that he believed there was considerable prestige to be gained in any city by the merchant who could boast of the largest and most complete stocks, where the consumer could always be sure of finding the merchandise he wanted. The point was argued that in these days of hand-to-mouth buying many merchants were keeping down their stocks to such an extent they were losing business.

An objection was raised to the idea of manufacturers bringing out late novelties for a season after they had sold the trade their stock for that particular season.

Other delegates, however, took the position that these late novelties were the life of the clothing business, and that every retailer should hold down his initial purchases so as to be in a position to take on these new things as they were introduced.

L. T. Marcoux, ex-President of the Michigan Retail Clothiers' Association and a delegate from that State, addressed the meeting on the great advantages to be derived from local associations, and told of the trade evils, such as fake sales, programme advertising and sales in the heart of the season, which had been eliminated by the organization in his city.

L. K. Bing, Secretary of the Indiana Retail Clothiers' Association, in a short talk made the statement that "Trying to give the consumer too much service is one of the greatest evils in the retail clothing business to-day." He referred to the free pressing of suits, the premium evil and the rapidly growing alteration expense.

In a discussion of the problem of getting rid of old stocks, J. B. Sax, of Ottumwa, Iowa, made the statement that the former consumer of old, out-of-date merchandise, "the country yokel," had vanished from the Nation, and that through the extensive publicity of clothing manufacturers the farmer of to-day was as well posted on men's styles as his city cousin.

At the opening of the afternoon meeting, Samuel Folz, chairman of the Committee on Constitution and By-laws was called upon to read the first draft of these articles. The constitution provides that the name of the new organization shall be the Na-

tional Association of Retail Clothiers.

The object of the Association will be "to promote and protect the best interests of the retail clothiers, and to encourage the foundation of local and state organizations." The officers will consist of a president, first and second vice-Presidents, secretary and treasurer. The membership list will comprise the members of the eleven state associations that may be formed. Individual members may be admitted from states where no associations are in existence at present, but these members will not have a vote in the conventions.

There will be an Executive Committee, composed of one member from each state, to be elected by the state organizations.

The following committees will be appointed: Finance and Auditing, Legislative, Press and Publicity, Arbitration, Resolutions, Wholesale and Retail Interests.

Considerable discussion came about by one provision in the constitution providing for a \$2 per capita tax on each member, to be paid by the state associations. A number of delegates thought this tax would tend to handicap the various states in their campaigns for new members, and it was finally decided to make the amount \$1 per member instead of \$2.

It is estimated that the new National organization starts its career with 825 members.

Following the adoption of the constitution and by-laws, the following officers were unanimously elected by the convention:

President—Louis Myers, Springfield, Ill.

First Vice-President—Meyer S. May, Grand Rapids.

Second Vice-President—Herman Ritter, Youngstown, Ohio.

Secretary—C. E. Wry, Des Moines, Iowa.

Treasurer—W. A. Bodenhause, St. Joseph, Mo.

Following the election of officers a resolution was introduced protest-

ing against manufacturers operating or being financially interested in retail stores. The resolution was referred to the Executive Committee.

A letter was read from Harry Kohn, President of the National Association of Clothiers, warmly endorsing the idea of a National retail organization, and stating the manufacturers would be glad to co-operate in a joint board to discuss and arbitrate any questions that may come up between the two sections of the industry.

A suggestion was made that the National Association of Clothiers be requested to change their name to include the word manufacturers or wholesalers, in order to avoid confusion with the National retail organization. This subject was referred to the Executive Committee.

That the National Association use their influence to secure the passage of a Federal law against trading stamps, was another suggestion made at the convention.



"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.

We positively guarantee SUN-BEAM Fur Goods the highest grade on the market to-day.

Brown & Sehler Co.

Home of Sunbeam Goods
Grand Rapids, Mich.

Newland Hat Company

164-166-168 Jefferson Avenue
DETROIT

Wholesale Hats, Caps, Gloves Mittens and Umbrellas

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

Special attention is given to mail orders. Prompt deliveries.

We solicit your patronage.

Newland Hat Company

Hardware Market Getting Back to Normal.

Hardware prices are rapidly approaching normal again following the flurries occasioned by the opening of the European war. The speculative feature of the market is being eliminated and business is now where future prices will be regulated more by supply and demand. Of course it is natural to expect higher prices and they will be evident from now on in all probability, but any increases will be gradual and will not disturb the market as did the quotations following the opening of hostilities.

Steel is still higher than at the beginning of the war, but it must be understood that for a year or more steel has been at the bottom and in order to approach a normal price it must be higher than for several months. This increase in steel prices has a tendency to cause a slight advance on steel products, especially the heavier tools.

Of course there are some articles the manufacture of which is strictly foreign which will be higher in price and may eventually be shut off entirely from the American market. This is true especially of goods made only in Germany and Austria and some Russian products. Imported scissors are 10 per cent. higher than when the war started nine weeks ago, and foreign pocket knives are 5 per cent. higher. Manila rope is 2 cents higher. Paint brushes are from 10 to 25 per cent. higher, depending on the grade. The bristles in brushes come from Russia exclusively.

The problem of transportation is

slowly being solved and it does not seem likely that the difficulty expected in getting goods from South American and western Europe will be as serious as was first expected, and the element of transportation will not be as important a factor in determining prices. As yet, however, the facilities for reaching South American nations are not ample for the commerce with the United States. This fact is being felt in the transportation of saltpetre, which is an important component of gunpowder, and gunpowder accordingly has advanced \$1 a keg.

Rubber prices, which at first advanced, have gone back to the ante-war mark and it is reported that the possibilities of lower prices are making the market rather uncertain. The increase undoubtedly was predicated on the sudden cessation of shipments of plantation grades from the Far East. But though these shipments are shut off there is a lack of market in Europe for the vast quantities of Brazilian and Para rubber. It is fully expected that the surplus of Brazilian and Para grades will more than offset the shortage of the plantation rubber. Rubber buyers are not in the market now, evidently expecting market changes.

Although prices are back to normal, the public is not likely to see European articles as cheap again for several years. There are many elements in transporting goods that will affect prices. The war risk is increasing the rates on marine insurance. Even with the marine insurance there is a possibility of further

loss from mine damage. When peace is declared there will still be an immense war debt to be met and manufactures and commerce undoubtedly will have to bear a share of the tax burden.

While there has been some tendency to advance the prices on some American made goods it does not seem so pronounced as a few weeks ago. The cotton situation in the South and the subsequent falling off in the hardware demands of that section has served to prevent many advances.

Now Is the Time to Sell Lanterns.

With the days shortened to such an extent that darkness comes before the farmer has completed his chores, the demand for lanterns will soon be at its height. Accordingly it would seem that now is the logical time to feature lanterns. No dealer ever fulfills his community's demands for lanterns unless he puts some special effort behind their sale. Farmers are prone to keep using old battered-up lanterns from force of habit, or simply because they don't happen to think of a new one when in town. Consequently a display is necessary. An assortment of lanterns placed in the window for a few days may be the means of influencing a large number of sales.

How's This for a Fish Story?

"Why don't you advertise?" asked the editor of the home paper. "Don't you believe in advertising?"

"I'm agin' advertising," replied the proprietor of the Haysville Racket Store.

"But why are you against it?" asked the editor.

"It keeps a feller too durn busy," replied the proprietor. "Advertised in a newspaper one time about ten years ago and I never even got time to go fishing."



Simple Horse-Sense Humanity

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

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

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

CHICAGO HARDWARE FOUNDRY CO.
NORTH CHICAGO, ILL.



Every Woman Wants This Book!

See That She Gets It.

Tell your lady customers it will be mailed **free**
in exchange for the colored certificate found in
each 25 cent can of

K C BAKING POWDER

*Beautifully Illustrated in Nine Colors
Ninety Practical Recipes*

We will mail a copy of the *K C Cook's Book* upon
request, to any dealer who will show it to his customers.

**K C Baking Powder is the Best Value You
Can Offer Your Trade. Recommend K C**





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.

Formulating Standards for Poultry and Eggs.

Buffalo, Sept. 28.—Every farmer and farmer's wife will be glad to know that their ability to raise superior fowls and eggs of even size is likely to be rewarded at last, and as a result it is likely that there will be a greater demand than ever before for poultry and eggs with a consequent increase in prices which will certainly be paid for the better product. It is probable that the increase in prices for the better poultry and eggs will be in sharp contrast to the low prices, that will, of course, continue to be paid for inferior poultry and eggs of many sizes and colors.

This improvement in the general quality of poultry products, and the consequent higher average prices obtainable by poultry raisers, is the object that the American Poultry Association has in view in publishing a book under which the table quality of poultry and eggs shall receive the same attention as is given to that quality in hogs, sheep and cattle. In other words, it is intended that exhibits of eggs and dressed poultry shall in future receive much more attention than in the past; and that, in order that producers of the best quality in these products may be suitably rewarded, prizes shall be given in those classes just as they are now given on live poultry at the numerous shows held annually throughout the country. It is conceded that every poultry show should have classes for eggs and dressed poultry; and that, together with the enormous volume of trade through wholesalers, retailers and consumers, necessitated the preparation of a standard or book of rules under which the market qualities of poultry may be judged, and prizes awarded to the poultry raisers.

It is well known that there has been in existence for many years a Standard of Perfection on live poultry which instructs judges at poultry shows how the prizes shall be awarded, and which fully describes the sizes, shapes, colors, and physical peculiarities of every breed and variety of fowl. This book is in great demand by poultry raisers who make a practice of exhibiting their fowls in order that their value may be known, and their produce and their eggs may be sold at prices commensurate with their value as show birds.

The American Poultry Association is now at work upon the preparation of a similar standard that is intended to inform poultry raisers what is necessary in market poultry and eggs in order that they shall command the best prices. Farmers and farmers' wives will be particularly interested in this fact, for it is well known that the prices they get at present for eggs and poultry are far lower than they would be if the product were better. It will be interesting and profitable

for farmers to know exactly what is required in the color and size of eggs, and the age and size of poultry. Any information that will aid them to breed better fowls, secure more uniform eggs, and to know without a doubt when is the best time to place them on the market, will be welcomed by them, for it is true that farmers are not making as much profit from their poultry and eggs as they might do if properly informed on these points. Every farmer is interested in the market quotations that are published on cattle and hogs. He understands just at what size and age it is most profitable to sell, and what breeds are most likely to meet his requirements. But the quotations on poultry are frequently of little value to him because he is not as well informed on poultry raising. If he sees in the market quotations that capons are selling at 25 or 30 cents a pound, he may not know why they should command a better price than ordinary poultry. He may not know at what season of the year they should be ready for market. He may not know what a capon is. If broilers are quoted at 75¢@\$1 a pair, he is again in the dark as to whether the market is liable to go up or down in the course of a month or so. He may not know that white eggs are in demand in one city, while brown eggs are in demand in another, and that he may make or lose some of his profits if he is not careful with this knowledge to market his eggs in the right city. He may have some ducklings for sale, but is undecided where or when they bring the highest prices.

Some farmers and fanciers do not know that there are numerous grades of eggs, and that the commission merchant pays more or less according to the grade. There is one thing that every farmer does know, and that is that in most cases eggs collected on the farm are seldom sorted, but are sold just as they are collected, and it is left to the buyer to grade the eggs so that they may be placed upon the market in proper shape, and at prices fixed according to their value. The simple act of grading eggs, whether it is done by the huckster who travels from farm to farm, or by the commission merchant who handles them in carlots, may not appeal—in fact, does not appeal—to most farmers as being important; yet this simple act affords the man who does it a great deal of profit—a profit that would have gone into the farmer's pocket if the farmer himself had only realized the necessity of grading them, and knew how it should be done.

It is the purpose of this new book which the American Poultry Association is about to publish to inform poultry raisers upon the points I have mentioned, and on many other points which have not been referred to. It will tell the difference between a broiler and a squab broiler, and all other sizes and weights of market fowl and their descriptions. It will inform as to the weights at which it is advisable to sell them. It will give the popular weights of roasters, capons, etc. It will also give the weights of differently graded eggs; it will illustrate the manner in which

poultry and eggs should be marketed to secure the greatest profits; and the breeder who follows the instructions laid down in the book will certainly derive much more profit than when he is raising poultry and marketing his product haphazard.

Robert H. Essex.

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

Geo. L. Collins & Co.

Wholesale Live and Dressed Poultry, Calves, Butter, Eggs and Country Produce.

29 Woodbridge St. West
DETROIT, MICH.

POTATO BAGS

New and second-hand, also bean bags, flour bags, etc. Quick shipments our pride.

ROY BAKER

Wm. Alden Smith Bldg. Grand Rapids, Mich.

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

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

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

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

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

Have Cold Storage Space For Rent

Contract your apple space early

Michigan Butter & Egg Co.

Lansing, Mich.

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

When in the market to buy or sell

FIELD SEEDS

Call or write

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

Try F. J. SCHAFFER & CO.

Eastern Market Detroit, Mich.

EGGS AND LIVE POULTRY

WRITE FOR QUOTATIONS

Write or wire us when ever you have

POTATOES TO OFFER

LOVELAND & HINYAN CO.

236-248 Prescott St.

Grand Rapids, Mich.

We have seed potatoes to offer in local lots

NEW BUTTER RULES.

Adopted by the New York Mercantile Exchange.

1. Butter shall be classified as Creamery, Process, Ladles, Packing Stock and Grease Butter.

Definitions.

2. Creamery—Butter offered under this classification shall have been made in a creamery from cream separated at the creamery or gathered from farmers.

3. Process—Butter offered under this classification shall be such as is made by melting butter, clarifying the fat therefrom and reurning the same with fresh milk, cream or skim-milk, or other similar process.

4. Ladles—Butter offered under this classification shall be such as is collected in rolls, lumps, or in whole packages and reworked by the dealer or shipper.

5. Packing Stock—Butter offered under this classification shall be original farm made butter in rolls, lumps or otherwise, without additional moisture or salt.

6. Grease Butter shall comprise all classes of butter grading below thirds, or of packing stock grading below No. 3 as hereinafter specified, free from adulteration.

Grades.

7. Creamery, Process and Ladles shall be graded as Extras, Firsts, Seconds and Thirds; and Packing Stock shall be graded as No. 1, No. 2 and No. 3.

Definition of Grades.

8. Grades of butter must conform to the following requirements:

Extras.

9. Shall be a standard grade of average fancy quality in the season when offered under the various classifications. Ninety per cent. shall conform to the following standard; the balance shall not grade below Firsts.

Flavor—Must be sweet, fresh and clean for the season when offered if Creamery, or sweet, fresh and reasonably clean if Process or Factory.

Body—Must be firm and uniform.

Color—Not higher than natural grass, nor lighter than light straw, but should not be streaked or mottled.

Salt—Medium salted.

Package—Sound, good, uniform and clean.

Firsts.

10. Shall be a grade just below Extras and must be good butter for the season when made and offered, under the various classifications. Ninety per cent. shall conform to the following standard; the balance shall not grade below Seconds.

Flavor—Must be reasonably sweet, reasonably clean and fresh if Creamery or Process, and reasonably sweet if Factory.

Body—Must be firm and fairly uniform.

Color—Reasonably uniform, neither very high nor very light.

Salt—May be reasonably high, light or medium.

Package—Sound, good, uniform and clean.

Seconds.

11. Shall be a grade next below Firsts.

Flavor—Must be reasonably good. Body—If Creamery, must be solid boring. If Ladles or Process, must be 90 per cent. solid boring.

Color—Fairly uniform, but may be mottled.

Salt—May be high, medium or light. Package—Good and uniform.

Thirds.

12. Shall be a grade below Seconds and may consist of promiscuous lots.

Flavor—May be off flavored and strong on tops and sides.

Body—Not required to draw a full trier.

Color—May be irregular or mottled

Salt—High, light or irregular.

Package—Any kind of package mentioned.

(For grades higher than extras see paragraph No. 25.)

No. 1 Packing Stock.

14. Shall be sweet and sound, packed in large, new or good uniform second-hand barrels, having wooden head in each end, or in new tubs, either to be parchment paper lined. Barrels and tubs to be packed full.

No. 2 Packing Stock

15. Shall be reasonably sweet and sound, and may be packed in promiscuous or different kinds of barrels, tubs of tierces, without being parchment paper lined, and may be packed in either two-headed or cloth-covered barrels.

No. 3 Packing Stock.

16.—Shall be a grade below No. 2, and may be off-flavored, or strong; may be packed in any kind or kinds of packages.

17. Charges for inspection of Packing Stock shall be the same as the rules call for on other grades.

18. Mold—There shall be no grade for butter that shows mold.

Known Marks.

19. Known marks shall comprise such butter as is known to the trade under some particular mark or designation and must grade as Extras or better if Creamery or Process, and as First or better if Ladles in the season when offered unless otherwise specified. Known marks to be offered under the call must previously have been registered in a book kept by the Superintendent for that purpose. If Process, the factory district number and state must be registered.

20. Scoring—The standard official score shall be as follows and shall apply to Creamery butter only.

Flavor45 points
Body25 points
Color15 points
Salt10 points
Style5 points

100 points

21. Extra Creamery may score either 91, 92 or 93 points at the discretion of the Butter Committee, who shall determine the required score from time to time in such manner that it shall represent an average fancy quality in the season when offered. But butter scoring more than required for Extras shall be deliver-

able on a contract for Extras, and may be branded as such at the request of seller or buyer. Any change in the standard score required for Extras shall, after authorization by the Butter Committee, be announced by the caller at the opening of the next regular call and posted upon the bulletin board of the Exchange and be effective twenty-four hours later.

22. The minimum score of Firsts shall, at all times, be four points below the score required for Extras.

23. The minimum score for Seconds shall be five points below the minimum score required for Firsts.

24. The minimum score of Thirds shall be seven points below the minimum score required for Seconds.

Sales Under the Call.

25. Parties wishing to offer butter not described in the foregoing classifications and grades, must specify its character; and Creamery butter of a score higher than required for Extras may be offered and bid for by score. The score of such butter may be considered its grade; or such higher scoring butter may be delivered on a contract for Extras.

26. All butter offered under the call shall be fresh-made, current receipts, and shall be in regular sixty pound ash tubs, unless otherwise specified.

27. Where butter is offered as a straight mark, it shall consist of one mark of one shipment. Straight marks, however, consisting of several shipments, may be offered, provided the seller specifies the number of shipments in the mark.

A number of other rules were passed governing offers to sell or buy for spot delivery or futures, penalties for non fulfillment of contract, etc., which will be printed in pamphlet form for the use of the members.

An important item is the use of distinguishing brands for the different grades.

We are successful not in accordance with our luck in meeting with exceptional opportunities, but in accordance with our readiness to seize such opportunities as we meet.

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co. Burlington, Vt.

Apples and Potatoes Wanted

Let us know what you have

M. O. BAKER & CO.

TOLEDO, OHIO



"Kalamazoo" Customers always "come back"

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

Kalamazoo Loose Leaf Binder Company

Manufacturers of the Famous

Kalamazoo

Kalamazoo, Michigan

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products



Those Who Know the delicious uses of

Mapleine

will thank you for supplying them

Order from

Louis Hilfer Co. 4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.

Are Your Net Profits Satisfactory?

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

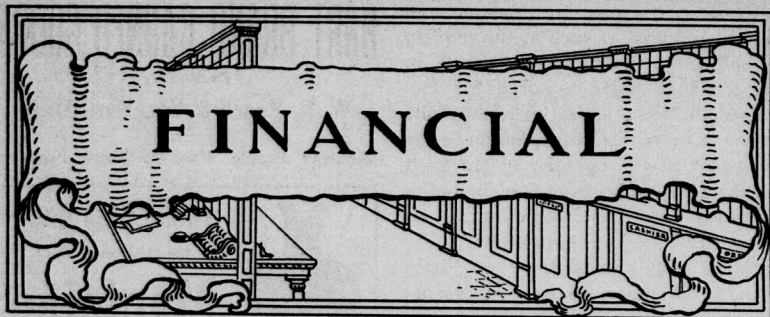
Your trouble probably is (1) you have too much of some items; (2) not enough items.

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

Butler Brothers

Exclusive Wholesalers of General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas



The financiers saw a terrible precipice in front of them and they have been trying to grade it down to an easy incline. The sale of the New York bonds has helped, and the specification of \$100,000,000 of gold as the fund to be underwritten by the banks of the United States as against the \$150,000,000 originally planned for is evidence that they do not consider the difficulties so great as they appeared at first. These measures will be sufficient for a certain period but the balance of the foreign commerce against us will have to be dealt with, and that is something the magnitude of which it is impossible to measure in advance. Europe will not want much merchandise from us in the near future except those things needed for war purposes. It is then largely a question how much we shall be buying from foreign countries. Thus far little evidence has appeared of a general purpose among our people to economize in European luxuries or anything else. They can do almost anything else better than that, and the automobile is still appealing to the fancy of the man of small means, for he has a notion that the possession of that vehicle places him among the elect of the earth. Any effect that will come to our finances from economizing by the people will be slow in its operation and cannot be counted on as an element of any importance for some months. It must be assumed then that the bankers and the Government will be obliged to put forth their best efforts for a considerable period yet. How long that period will be can be stated only by somebody who knows how long the war will last. The kindly Christians on the battlefields of Europe hold our fate in their hands to a great extent and we must wait for a cessation of their present interchange of compliments. Yet one must accept as a certain measure of comfort the assurance put forth by many people that "the allies are fighting America's battle as well as their own" and not be too critical.

As to those matters on which the country commonly counts as evidences of prosperity, there is little occasion for dissatisfaction. This is particularly so with reference to the products of the soil. The weather in the main has been highly favorable, corn maturing well, conditions in the winter wheat country good, pasturage fine and cotton behaving. As to the volume of business the report of the American Railway Association shows as of September 15 a net sur-

plus of 136,049 cars against 163,326 September 1 but in strong contrast with the 40,159 September 15, 1913. The bank clearings show decreases from last year of 24 per cent. for the whole country and $5\frac{1}{2}$ per cent. outside the city of New York. Railroad earnings are running about 8 per cent. below those of last year.

The least satisfactory part of the situation other than the financial tie-up and the foreign trade balance is the hesitation of all our industries in the face of great potentialities. The trade opportunities are there but we cannot reach them for the present for reasons now pretty well understood by everybody. Europe is throwing things away but we cannot catch them. In the textile industries, for example, the great companies of the East are waiting. They do not dare to reach out nor even to produce goods on a large scale. New Bedford has a big equipment for the production of fine goods, but it has thousands of idle looms. The manufacturers of steel merchandise are figuring with those countries which have heretofore bought from Europe but with little result. It is not surprising, for abundance of capital is needed for all these things and that is not forthcoming. Meanwhile thousands of people who might be expected ordinarily to furnish means for enterprise are experiencing a serious curtailment of income from investments. It is a chill all around.

The leadership of the iron and steel trade no longer exists but most likely when the turn comes that interest will be in the front as heretofore. There is still reason for expecting that Europe will want our products in that line, and there are said to be enquiries for billets and sheet bars from Great Britain exceeding 100,000 tons. Pittsburg is expecting a good deal of that business. The South Australian State Railway has ordered 6,000 tons of rails in England over bidders from the United States. Yet prices for finished steel have weakened considerably and in spite of a considerable foreign business the United States Steel Corporation is expected to show a decrease in unfilled orders for the present month, the reduced figures having failed to tempt domestic consumers. Specifications on wire products have been on a good scale, and the mills are operating at three-quarters of capacity. These mills have had enquiries for large quantities of barbed wire from the combatants in Europe but such goods are

Fourth National Bank

Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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

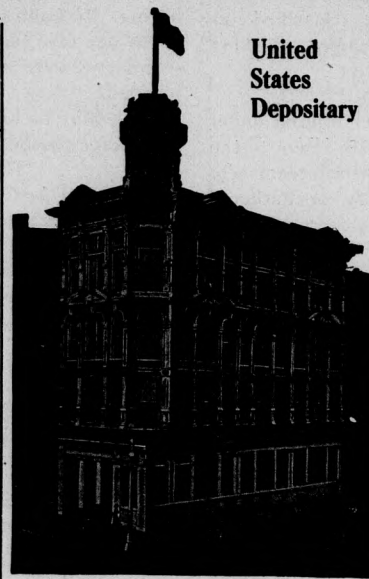
United
States
Depositary

Commercial
Deposits

$3\frac{1}{2}$

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 employees—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

The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of $3\frac{1}{4}$ % if left a year.

contraband of war, and while a private citizen or corporation might sell such goods, under the laws of nations, considerable risk and trouble are involved. A few orders from home railroads have been received for rails, including 7,200 tons from the Chicago & Alton and 3,200 tons from the Southern Railway. Fabricated steel for the railroads is little wanted, and structural for building purposes is losing ground. The pig market is extremely poor, not only because of the lack of new orders but on account of cancellations. Of copper the exports are increasing encouragingly, and the big manufacturers of electrical supplies say their business is much better than could have been expected. Electrolytic copper is quoted at 12 cents, delivered in thirty days in New York.

The market for Western agricultural products is much less spectacular than it has been at times since the first of August, and the vista of \$1.50 or \$2 wheat is a hazy one. The beligerents had a pretty good supply of food articles on hand and within reach and they show much less disposition to climb for wheat than certain shorts have. Nevertheless any aspect in the field which suggests a long war is sure to send quotations up. Cotton has not yet reached a really quotable condition but the price of 9½ cents is used in making settlements in connection with the basis of 5.55d for middling in Liverpool. In fabrics the movement is uncertain but there is some export business. Notably have large orders been placed for blankets, which are assumed to be for the use of European troops. Both armies are making vigorous preparations for a winter campaign. A fair business is also done by manufacturers in this country with the Latin-American States. A new demand has started up for forty inch sheeting for bag purposes to take the place of burlaps but the price is 4½ cents a yard in New York as against 5¼ a month ago. Requests to cancel orders come in considerable numbers from various parts of the country. Some of them are from merchants who foresee a material decline in dry goods to result from an expected break in cotton when that commodity begins to be pressed on the market. The London wool sales have been postponed until October 6, arrivals up to August 18 only to be disposed of instead of September 21.

While there is some talk about relaxation in the money market, no change of importance has occurred. Chicago still quotes 7 per cent. and New York 6 to 8 per cent. Evidently there are borrowers who would be glad to pay higher figures but they are not persons whose operations the banks would consider in line with the present policy. The immediate future of the market hinges largely on the \$100,000,000 in gold the banks have agreed to supply. The Chicago banks have voted \$16,000,000 for this fund, St. Louis \$5,000,000 and other centers proportionately. The plan

for handling the indebtedness of the city of New York is working out well, and if anything like the 20 per cent. reported has been taken by foreign purchasers the relief will be greater than was expected. Meanwhile there is little disposition to relax the rules under which the trade in securities has been stopped, and, barring the drain that an unfavorable balance of trade is making on this country, affairs appear to be going pretty well. —Economist.

The Last Witness.

The Judge called the last witness. A woman, bent and white, rose slowly.

Her voice, although weaker than that of any previous witness, sounded through the stillness like the murmur of many ages. She spoke reluctantly, as one who would forget rather than remember.

"Your Honor, I saw my husband go out to meet War.—He never returned.—My sons fell before War like pines before a forest fire.—My daughters—oh, my daughters!—were captured by servants of war and outraged until double death was their lot.—War annihilated my labors, as though I had never lived.

"Others have spoken of destroyed fields, orchards, and roads, or burnt bridges, of ruined cities and sunk ships, found on War's pathway. They have raved of lost treasures and wasted fortunes.—I charge War with unspeakable horrors attending and following it. I charge War with stealing the best men, leaving the old and inferior to become fathers, thus with its bloody fingers stunting the growth—morally, mentally, and physically—of coming generations. I charge War with being Woman's Arch Enemy, the Grand Adversary of All Mankind." Mrs. Frank E. Law.

Sunshine.

Do not be dejected
If things don't go just right;
A grumpy, grouchy person
Is not a pleasant sight.
Smile and laugh at trouble
Don't meet it with a sigh.
A cloud is ne'er so heavy
But that it passeth by;
And if, while it is passing,
The sun will only shine,
'Twill make the cloud look brighter—
And lighter—every time!
Allan R. Wheeler.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources

8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

Ask for our Coupon Certificates of Deposit

Assets over \$4,000,000

GRAND RAPIDS SAVINGS BANK

The City Banks of Grand Rapids



Make a convenience of the banks willing and equipped to serve you satisfactorily. If you have not yet formed banking connections in the business center of Western Michigan, the associated City Banks will be interesting to you.

Resources over eleven million dollars
The largest in Grand Rapids

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.

United Light & Railways Co.

H-S-C-B

H-S-C-B

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

Howe, Snow, Corrigan & Bertles

Citizens 4445 and 1122
Bell Main 229

Grand Rapids, Mich.

Fifth Floor
Mich. Trust Bldg.



Went to Work Systematically to Advance Himself.

The question is oftentimes asked, "How can a salesman or a saleswoman advance to the position of buyer?" A good buyer is but the evolution of a good salesperson's ability back of the counter and is always the starting point to a buyership. No good buyer has ever sprung from a poor salesperson. True, some few occupy berths as buyers who have never sold goods, but they are rare and not of the type that show yearly increases in sales and salary.

Countless numbers of men and women have been made buyers because they were the kind of salespeople that would not stay in a position that did not call for advance. Firstly, the worker in the ranks must make up his mind that his present position is an all important one, a stepping stone to the larger job. No better training can be had than the business of meeting the customer face to face. Ability to think along lines that spell advance must be coupled with that burning desire to know all about the goods in hand. So soon as a salesman feels that he knows the line he is selling, he radiates this feeling to others. It will not take long, working along these lines, to qualify for the longed-for position.

There is hardly a store in the country that has not room for men and women who can increase the general business of various departments, so commence by showing the concern you work for that you have ideas of your own. It may not come to you with a rush, this idea of demonstrating your worth, but it will surely come if you will study conditions. Perhaps you may make your presence felt by the way your stock is kept, or in your originality in dressing windows and making counter displays. Again the amount of dollars and cents you place on the tally sheet of your book has much to do with your climb.

So soon as you attract the attention of the man in charge of your department he will talk about you. Soon these reports will reach the ears of the firm, and the Chief will call at your counter to see the paragon who does really more than he is paid to do. Thus you get the very best kind of advertising—advertising that calls attention to your ability. A vacancy occurs in your section, then you have more chance to show your mettle. Of course, you take full advantage of every opening, and one fine day you get the long looked-for

opportunity; your training now comes in handy and you are a success.

Of course all of the above is theoretical, but let us see what an actual case working along the same lines accomplished. Some few years ago a young man from Germany, a youth termed a "greenhorn," secured a position in a well-known retail store. The salary paid him was \$12 weekly; his duties were to sell linens. It did not take long for this youth to find out the best position next to the actual executives was that of buyer. Said he, "I will become a buyer" to a few fellow clerks to whom he confided his hopes, but jeers and discouragement greeted his ambition. All said, "Why we have been here for years and we are still salesmen." He replied, "That makes no difference; you think as salesmen, act as salesmen and don't aspire to anything else. True, you have wished to advance, but it takes more than wishing; you must work out of ordinary lines, think exceptional ideas; in fact it's always the out of the ordinary man who gets the plums. I am going to be an out-of-the-ordinary helper."

So he was. Other clerks reported for duty at 8; he was on the job a few minutes before. By the time the clerks reached their station, he had his stock in order and ready for business. Likewise he remained a few minutes after the closing bell if need be after a busy day to arrange the goods for the next day's selling. He did not loiter, neither did he loaf.

He saw the clerks who were willing to remain clerks and knew they did not think above a clerk's thought, so he made up his mind to be a "boss" over himself in every action. For example, when he noted clerks not giving customers proper attention he redoubled his efforts to serve the store's patrons. He made it his business also to see that the newest and freshest goods sold in his section were always placed in his windows; likewise his counter display was a thing of beauty. The goods advertised were suitably displayed with a properly worded ticket thereon; no need for a patron to enquire "where such and such goods advertised to-day are sold," so soon as customers entered the department the goods were in full view, plainly marked.

He even went so far as to write specimen advertisements and submit same to the advertising manager, and his advertisements told the story in very few words, for he made it his business to spend time studying the merchandise in question. Each night the first few weeks of his employ-

ment, he spent in the public library reading and getting inside knowledge of the goods he was supposed to sell. A customer asking about the goods was given a complete history of the same, no guesswork or answers in generalities was given, but plain solid selling sense in concrete form. Soon this young man attracted the attention of the firm who always sees the hustler as well as the sluggard; they said, "This man is too good a man to remain a salesman; he would make a good buyer."

So a buyer was made, and at this writing occupies this post, making good as few buyers have done before, as the line he buys is the hardest in the entire category in the store. This man uses the same methods as buyer as he did as salesman; he knows and makes others know he knows. Summing it all up, the salient points to take into consideration and the methods to use in climbing from salesman to buyer are:

1. Don't be afraid you will work too hard, it can't be done.
2. Make the stock radiate and shine as you would radiate and shine yourself.
3. Know your entire line from cotton boll to wrapper, or from hide to buttonhole.

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

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



Prices

\$2.50
\$3.50
\$4.50
\$6.00
\$7.50

This is the season of the year when you can sell Rain Coats.

Paul Steketee & Sons

Wholesale Dry Goods
Grand Rapids, Michigan



Our New Line of Hand Bags

Is Ready
for Inspection

Leather Hand Bags will be in good demand this Fall. New shapes and sizes are being shown and we have them in the better grades as well as popular priced numbers.

Range of prices is \$4.50, \$9.00, \$12.00, \$16.50, \$24.00 and upward per dozen.

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan

4. Clean linen, face, clothes and conscience make a clean record.

5. Don't be afraid to be a boss. By this we do not mean you should be "bossing" your fellows about, but see the chance for improvement, as the boss sees them.

6. Keep on trying; this job of buyer won't come to you in a month, perhaps not in a year, but it will come eventually if you keep the goal in sight.

Last and not least—Make salary a secondary consideration. Remember you "get paid your due for what you do."

Thomas Hudgins.

Increasing the Efficiency of the Store Manager.

Blaney, Sept. 28.—There are several ways in which the store manager can increase his efficiency. Next to house-keeping and farming, retail salesmanship engages more people than any other occupation in the United States. The city corner grocer and the country cross-roads general store are familiar from Washington to Florida and from Maine to Texas. There are more people engaged in selling goods than in making them—more clerks than industrial workers. And retailing is generally poorly done and the retailer poorly paid.

It is generally supposed that any one can "keep store," but it is far from true. Everywhere the rate of failure among storekeepers is high. Retailing is a profession of great numbers that needs dignifying and better organization. The little stores all over the country need to learn that to "keep store" is not merely to get the money, but to satisfy the customer; to understand that the store exists for the customer, not the customer for the store. The department stores and the mail order houses are highly organized, and their tremendous growth is based upon the service they render. We should try to discover some way of giving our trade as wide a choice of merchandise as they find in the larger towns, and we will have gone a good way in solving one of the knotty problems of retailing. Can it be done? Assuredly it can, regardless of the amount of our capital, and without tying up ready money or straining our credit.

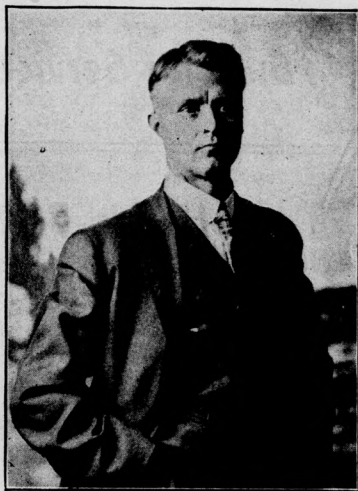
It is an old saying, "There is little new in merchandising methods." Success comes through selecting and applying to our own stores the plans and features that other merchants have found practicable and profitable. Such ideas are not patented or copyrighted. Every merchant has the privilege of using them, for most of them are as old as history. Many business ideas of the present century are only the evolution of those used by the ancient Greeks, Romans and Egyptians. The same is true of our modern art, science, law and medicine. We moderns have borrowed more than we have contributed.

There are standard books on nearly every phase of retailing that are an inexhaustible mine to merchants who read and apply them. There are weekly and monthly publications devoted to every class of merchandise, which collect and print hints on advertising and selling that are priceless to merchants who have the good sense to read them. Where one merchant does, there are a hundred who do not. And this is one of the big reasons why there are so many small successes in retailing.

Most of us need help on our climb to financial independence. When we are satisfied with our success we've retrograded; no man at rest can stay in the race. To-morrow the world will adopt higher standards; new ideas will upset old ideas; intention will ripen into invention; machinery

will be improved; systems simplified; waste eliminated. Men who have carried their problems to bed while we are resting upon our laurels will see a better way of doing what we have done, and some day we'll awake with failure for a pillow-mate. We can't stop, because millions of men are striving to better their lot, and we can only be secure in a position that no one wants to take away from us. This earth isn't the same two days running. The modern gait is hard and stern and unrelenting.

So long as trade journalism scours highways and byways for information—so long as the trade press is a diary of universal activity—so long as news is gathered, interpreted, and spread through civilization—so long alert brains will glean suggestions to be applied to personal tasks and to further individual ambitions. We read, but do we heed? In business, as in all other vocations, "knowledge is power." And knowledge comes from experience, observation and reading. Business books and trade papers help us to think, originate and prosper. We should begin to coin money from this free mint. Se-



JOHN I. BELLAIRE

lect a few standard books on retailing and read them one at a time. If we select the right books we will get more from them in our second reading than from our first, and more yet from successive readings. The following is a good list to begin with: "Selling Suggestions," by Frank Farrington; Sales Plans, Advertising World; System Magazine; "How to Advertise a Retail Store," by A. E. Edgar; "One Hundred Easy Window Trims," Byxbee Publishing Co.; "How to Do Business by Letter," by Sherwin Cody, and the latest contribution to the business world by the System Magazine, the "Library of Business Practice," which has just been published, is a worth-while possession for any manager. Nearly every line in these books has been taken from actual experiences of business men and presented in such form that it can be literally lifted from the pages and applied by any man to his own business. This library contains the best methods of hundreds of business men. It shows that business men, like physicians and engineers, have made their work a profession and will gladly forward it by exchanging with all their best individual methods. The value, to us, of any of these books depends entirely upon how well we digest it. Every student of law reads Blackstone, yet few lawyers are Websters or Choates. There is more ready money in a good business book than any one mind will ever mint. We should take a live weekly and a reliable monthly trade paper published in the interests of our business and begin to coin the business ideas they present into ready cash. Read them with a blue pencil in hand

and mark everything that looks good to us. Scan them closely for market reports, merchandising movements, good selling plans, special sales, window displays, and for advertising suggestions. We will find plenty of them. Make a scrap book and label it so we can readily find the clippings. Start now to look for good ideas for Election Day, Thanksgiving and Christmas. John I. Bellaire.

If you have the right kind of clerks you will not need so many of them. If you have not the right kind, get them.

GEO. H. DAVIDSON
Consulting Contractor and Builder
Estimates and Superintendence Furnished
on Short Notice
319 Fourth National Bank Bldg.
Citz. Phone 2931 Grand Rapids, Mich.

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



Write for the Latest "Buffalo" Catalogue

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

Buffalo Trunk Mfg. Co.

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

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

THE
SOLID CONSTRUCTION
LINE

Increase Your Business

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

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

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

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

NATIONAL BISCUIT COMPANY



Shoe Fashions for Spring and Summer 1915.

That style will continue to be the predominating consideration in building and merchandising women's footwear in the United States there remains not a doubt. It is true that both retailers and manufacturers of women's shoes have recognized the fact that style is the most important factor, both for increased sales and a better ratio of profits. No matter how well a shoe may fit, or how long it will wear, if it is not stylish, it will prove a drug on the present-day market, for the unwritten but well recognized law that the Twentieth Century woman, from the shop girl to the matron of millions, is not only a close student of fashion but will absolutely scorn any garment of wearing apparel that has not the approval of Mrs. Vogue, is well understood.

In presenting their sample lines for the spring and summer of 1915, shoe manufacturers, save the exceptional few who specialize on what are known in the trade as "staple" styles, such as comfort shoes, cushion shoes and the like, have carefully balanced every consideration in order that the great army of retailers may purchase shoes that are in keeping with the general trend of style, avoiding "freaks" and fancy shoes that might endanger the profits and clean-up of the retail merchant.

Will Shorter Skirts Means Boots?

While the spring and summer season of 1914 was somewhat of a disappointment to retailers who expected to dispose of large numbers of boots, the heavy sales of colonials and other low cut styles more than offset the loss of the boot business, for it proved to be the heaviest low cut season in many years. While manufacturers in such centers as Brooklyn, Philadelphia, Rochester, Lynn, Boston, Cincinnati and other centers have increased their number of low cut styles in the spring samples, they have sent out some handsome patterns in boots, believing that boots will sell.

This conclusion has been reached by reason of the fact that all skirts for the coming season will be cut much shorter, hanging from four to six inches from the ground. It will be recalled that when last the short skirts came into vogue the clamor was for boots, with many extra high cut patterns in the lines. It is believed for the very same reason that boots will sell in the early spring, and that a fair proportion of spring orders will be for high cuts. No extra high cuts, save for outing purposes are seen,

but six and six and a half inch patterns with from twelve to sixteen buttons are being shown.

Foreign War May Effect Styles.

Another important consideration which without doubt will have a far-reaching effect on styles in shoes from the economic viewpoint of both manufacturer and consumer, is the war that is being waged in Europe. Certain leathers will be difficult to obtain even at high prices shortly. Chief among these are patent colt and calfskin. Retailers are familiar with conditions facing tanners. They know that if the war continues, with the supply of calfskins cut off from Europe and a probable cessation of imports of colt skins from Russia, the tanners will of necessity reduce the output of finished patent colt and dull calf to a minimum, and with a short supply and a heavy demand for these, the most popular leathers going into women's shoes to-day, prices on shoes containing these leathers will greatly advance, practically prohibiting their sale in shoes at so-called popular prices. While other leathers are seriously affected, there will be a shortage, causing prices, which have already advanced, to go higher still if the war continues long.

There is already a strong tendency toward the use of more fabrics, and some shoes we have seen are made almost entirely of substances other than leather.

Interest in kid stock, which is easy to obtain, is increasing; in fact, dull kid for fine turns had a good run last season, and in the natural course of events it had looked to be even stronger in the future. From the standpoint of style calfskin has had the preference over kid for vamps, for the reason that it makes a handsomer, although not nearly so comfortable, shoe. But, as has been inferred, American women will sacrifice comfort for style 99 times out of 100. They want a shoe that looks snug and pretty on the foot. If the shoe hurts that makes no difference, unless of course one can be found that is easy yet stylish.

Manufacturers have given much study to pattern and last measurements, so that there is no real good reason why a woman cannot purchase fashionable and at the same time comfortable footwear.

Neat, Trim Effects Predominate.

Perhaps more noticeable in the new samples of low cuts than any other one thing, is the general neatness and trimness of the styles. The big, flaring tongues have disappeared from the colonial pumps, for instance, and

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.

Every Cloud Has Silver Lining



One of the Season's Best Sellers

If a dark cloud of uncertainty envelopes your business season, do not let it engulf you. Cheer up! Your business needs a turning about. Somewhere in the past you have probably made a mistake. You may have stocked up with an unprofitable line of footwear, the kind that sells once and never again. Cheap footwear has only one argument in its favor, its cheapness. R. K. L. Shoes create a consistency, they draw trade, and keep it. You sell satisfaction with every pair.

Get a line on our boys' fall footwear. This line will make that cloud disappear and supplant it with a continued ray of sunshine. Forget about the war. We are doing business. Are You?

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

very small tongues, with small ornaments in keeping, are used instead. Here and there are some of the larger ornaments, which will have a sale in places, but the demand for newness will alone help to popularize the neat, new effects.

While colonials with small tongues undoubtedly will lead in sales next spring, there are many new strap pumps and small bar effects that have not been seen before. The tango strap effects are no longer "new," and to a considerable extent they will be replaced by pumps or colonials with strap or bar fastenings.

Revival of the "Stage" Last.

Second to the general effect of neatness of patterns the buyer of shoes will be attracted to the new stage lasts, which have been re-introduced this season. When Paris took up short vamps, after America had gone back to extended vamps and recede toes, there was an immediate attempt among style leaders to follow the fashion center of the old world in this particular, for American shoe dealers, even in the large cities, found that it was most difficult to get away from short vamps and roomy toes. This style struck a responsive cord all through the country, save on Fifth avenue, New York City. But even New York City has felt the influence of Paris on shoe styles, and recent reports indicate an interest in the short stage last on the part of good dressers in the Metropolis.

So far as styles for the Western trade goes, the short vamp and medium high toe has never gone out, that last still having a large sale, particularly in the smaller cities of the Middle West. Buyers of shoes in the smaller Western towns have reported that it is impossible for them to force the longer vamps on their trade, and trials to do so have met with utter failure.

So, with the renewed popularity of the stage last with a two and a quarter-inch to a two and a half-inch vamp, there has been a tendency to shorten up most lasts. Only in the lines for the most conservative, large city trade have the vamps remained long and slender. There are several styles of medium round toe lasts and the French, or straight toe, last is still being shown, although it has not developed a popular sale. Toes are not being built high, nor has the last man made them recede more. They have a real sensible appearance and should fit exceptionally well.

Wide Range of Patterns.

While the patterns present a wide range, it should not be at all difficult for the buyer to make his selections, for all styles are quite simple and unusually plain. Aside from the change in the colonial pump to a smaller tongue, with less conspicuous ornamentation, the buyers will have only strap and bar effects to consider in making purchases. The "La Valliere" pump is simply an exaggerated strap effect, and this has been on the market long enough now so that it can hardly be classed as a new style. In reality it was a post-season style of last spring.

In strap effects, some cover the instep and flare in the center, with a four or five bar effect. Other effects carry the straps high and the straps are a part of the vamp, a piece of goring being neatly inserted on each side of the shoe to permit of its being removed or adjusted conveniently. Strap coverings held by buttons on one or both sides of the shoes are shown. Many cut-out bar effects are secured by continuing the quarter over the vamp beneath the tongue, forming a new style of colonial pump, the cut-out at the throat, sometimes with a contrasting leather inserted, taking the place of a buckle. These effects are made in innumerable patterns.

Some of the new colonial tongues are cut square at the top, and there are many ornamented tongues and cut-out tongues. A popular idea is the combination of white and black and many styles and patterns combining black and white are shown.

Oxfords are almost absent in the spring samples. Occasionally one sees a button oxford, but there are so many of these on the shelves of dealers throughout the country that the oxford will not be looked upon with favor. The exceedingly small number of oxfords shown indicates that the manufacturers have no faith in their early return. This does not refer to outing shoes, of which there are more being shown in general lines than ever before. Most of the outing shoes are lace fastened.

There are fewer styles in heels. It will be remembered that a year ago there was more talk about heels than any other feature of women's shoes. In fact, many dealers credited heels with selling more shoes than toes. The new lasts carry rather high Louis heels, some ranging more than two inches in height. The kidney heel has disappeared, although the basic idea of this once very popular heel remains, and that is, the broad surfaced bottom. The wood covered Louis heel is used principally on turn shoes, and the spool heel, Cuban heel and leather Louis heel on light welt shoes. —Shoe Retailer.

Couldn't Best Pat.

The heroes of Ireland, England and Scotland, were all three brought to court.

Paddy charged with stealing a cart; the Englishman a horse, and the Scotchman, a cow.

The Scotchman was questioned as to where he got the cow, and he said he had it since it was a calf.

The Englishman said that the horse was his since it was a foal.

When Paddy was questioned, he felt somewhat embarrassed, but after a while he spoke up boldly: "Shure, yer honor, I have that ould cart since it was a wheelbarrow."



You do not have to cut the price To sell a man Rouge Rex Shoes twice



Here is one of our repeaters:

No. 4944

A man's Black Elk Blucher, plain toe, half double sole, nailed.

We also carry this shoe in tan under No. 409.

The farmer is the most prosperous he has ever been. He will share his prosperity with you, if you are prepared to satisfy his needs, but it takes QUALITY to do it.

Drop us a card, and we will send samples or salesman.

HIRTH-KRAUSE COMPANY

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

Notice the Re-inforcement on all "Bullseye" Boots



The experiences related by the wearers of

"Bullseye" Boots

convince us that no better boot ever was made.

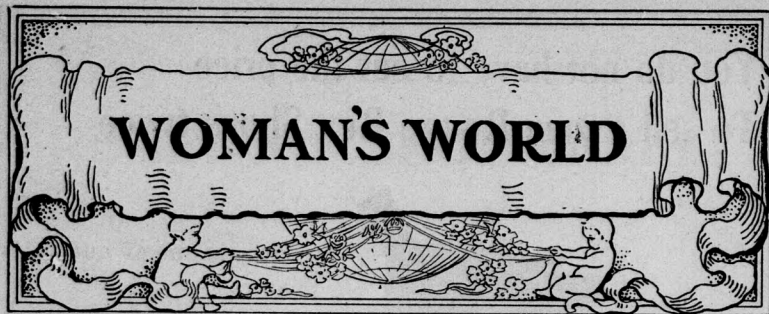
The boot with the white sole and foxing.

Price \$3.20. Net 30 days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



The Thoughtless Inhumanities of Everyday Life.

Written for the Tradesman.

A book might be written on this subject, one which would be profitable if not overpleasant reading. If a striking title were desired the volume might be called "The Atrocities of School and Fireside," for many of these little thrusts and jabs are nothing short of atrocities, although usually given without deliberate cruel intent.

Taking first rank in the barbarities referred to are all open allusions to physical peculiarities, imperfections and infirmities. Such designations as Fatty, Scrawny, Freckleface, Stubnose, Carrot-top and Reddy are common nicknames in many households in this year of grace 1914, and often, alas! applied to helpless little children. I have known even a mother to taunt a son or a daughter with some lamentable lack of bodily beauty, for which the child was in no possible way to blame. It is hard enough to have big feet or squint eyes or unmanageable hair, without being continually reminded of the defect.

When a child or a young person has a fault that should be corrected, as stooping shoulders or errors in carriage and gait, it may be necessary to give frequent reminders in order to break up the ill tendency before it becomes a fixed habit; but these should be administered gently and quietly and so far as possible in private. Never make the failing the butt of family ridicule.

The years of rapid growth are a particularly trying season. The graceful little boy or girl sometimes becomes large, clumsy, awkward in a few months time, without knowledge of how to get along with the unaccustomed height and bulk of person. All direct mention serves only to make a bad matter worse. Yet have you not known petite matrons, having themselves perfectly in hand and rather priding themselves on their diminutive size, to comment to the face of a bashful, self-conscious, overgrown miss of fourteen or fifteen, "What a great big girl Susie (or Mary or Katie) is getting to be! Did you ever see the like?" These same dames would be highly indignant should anyone have the temerity to reprove them for their gross ill manners.

Such remarks are not only ill bred, they are brutal. They are a violation of the sacredness of personality, an insult to the dignity with which every human being, large or small, old or young, rich or poor, high or low, should be hedged, simply because he or she is a human being. They tend to blunt the finer feelings. The sensitive nature is apt to become callous in self-defense. Some temperaments which cannot achieve

this comfortable indifference withdraw into themselves, morbidly exaggerating the defect that has been the subject of derision, until it assumes a size out of all proportion to its real importance.

"But can't a child or a grown-up learn to take a joke?" do I hear some one ask in protest? Certainly every one should learn to take a joke, and this most useful and wholesome knowledge is better acquired under the parental roof-tree than elsewhere, and during the years of early childhood than later. Knowing how to give and take is a most important part of practical education. No one should be encouraged in super-sensitiveness. The very thin-skinned person is unhappy himself and a discomfort to others. But joking should be democratic and always indulged in in a spirit of equality and never allowed to descend to a vulgar twitting of facts. The taunts spoken of are commonly from a stronger to a weaker, a person who sets himself up on some real or assumed pedestal of superiority and gibes those less fortunate. Beauty scoffs at the beast for his ugliness. The handsome belle mocks at her homely sisters because of their plainness and irregular features. The tall, well-formed young man calls his shorted brother a "sawed-off."

Children, the offspring of supposedly civilized and refined parents, are thorough little barbarians in their treatment of one another. Any grade teacher will bear witness to this statement. It would be impossible to find more bitter invective than the cutting epithets of the playground. Let the boys—or the girls either—of a school get down on a play-mate, and savagery insofar as it can be manifested by insolent bullying and ridicule, exhausts itself. And children will get down on a comrade for the most fanciful and absurd reasons. Because the parents are peculiar, or stuck-up, or otherwise not in exact conformity to accepted local standards, may be the only assignable cause why some pupil is singled out and made the target for merciless juvenile wit.

In a community where there is a strong temperance sentiment a saloon-keeper's little son or daughter, entirely guiltless of course of the father's wrongdoing, may be made to feel the full reproach of the paternal occupation. Nationality or religion may be the obnoxious offense. I knew a country school district, for the most part orthodox in belief, that contained one family who attended seances and otherwise inclined toward spiritualism. The small scion of this house was promptly dubbed "Spirit" by the others boys. This well-known tendency of children to torture one of their own number when they

see an opportunity, is something far more difficult for teachers to deal with than are even flagrant infractions of rules and discipline.

The hector, the child whose greatest delight is to tease and annoy some helpless victim, is one of the incarnate fiends of the playground and the household, who ought to be made to feel the strong restraining hand of authority. Very often, however, he goes scot free of anything except mild protest and reproof, for the reason that any separate one of his many offenses appears too small to provoke the severe punishment it really deserves.

This tendency to hector often outlives childhood and youth, so that we frequently see middle-aged men and even women who can not resist the temptation to torment a hot-tempered child. With the effect, if the practice is long-continued, of rendering the impetuous disposition permanently sour and irritable.

We have spoken of the cruelties which parents unthinkingly inflict upon their children. On the other hand, as they grow up, children often are cruel, insolent, heartless, to their parents. The petted, pampered, indulged child is even more apt than others to be selfish and careless of the comfort of Father and Mother. The talented son or daughter on whose education and for the forwarding of whose interests the whole family has been laid, as it were, on an altar of immolation, the very apple of the parental eyes, may become too good for those of his own kin, and even sneer at the narrow ideas and countrified ways of the old folks.

Husbands are cruel to their wives. We do not hear refer to wife-beaters or drunkards or those guilty of other gross physical brutalities, but rather to orderly citizens ordinarily classed as respectable. For how about the man in well-to-do circumstances who compels a timid, shinking little wife to ask for every cent of money to run the household, and does it out with a grumble and a snarl? How about the one who slams doors and makes the air blue with profanity at every trifling provocation? How about the other who indulges in scathing bits of sarcasm concerning the religion and the church of his conscientious and devout helpmeet?

And wives. Can the so-called gentler sex plead guiltless of all atrocities of the fireside? How about the cultured

woman who taunts her illiterate husband with his misuse of words and errors in grammar pronunciation? How about the wife who always is throwing up to her industrious, hard-working man that he is only a plodding drudge and never will be a financial success? How about her whose tongue is sharp and unfeeling at all times and upon all manner of subjects?

The wrongs and cruelties of which we have spoken are not for the most part of a nature that any police officer or humane society or court of justice can furnish redress or relief. They usually are perpetrated in thoughtlessness, and change, when it comes, must be along the line of development in consideration and sympathy. That the innocent and helpless often are compelled to suffer as they do, needlessly, sometimes makes us feel that real civilization is still a long way off. Quillo.

Doubting Mark.

There was a great gathering of the church sisters and brethren down on Buckalew Creek for the baptizing of Uncle Mark and Aunt Eliza. Mark was phlegmatic, and disinclined to accept the supernatural, an unwilling convert. Eliza went into the creek first with the preacher, and was immersed. She came up shouting "I seed glory! I seed salvation," much to the edification and satisfaction of the brethren. Mark followed, doubting. The preacher immersed Mark with hearty good will and hauled him up spluttering to attest the wonders his eyes had seen. But he spoke truthfully:

"I seed a perch," he said.

True Chivalry.

"Oh, thank you!" exclaimed an elderly woman to a laborer who surrendered his seat in a crowded London bus. "Thank you very much!"

"That's orl right, mum," was the rejoinder.

As the woman sat down the chivalrous laborer added:

"Wot I ses is, a man never ort to let a woman stand. Some men never get up unless she's young and pretty; but, you see, mum, it don't make no difference to me."

To keep cool when you find yourself between two fires—that requires nerve.

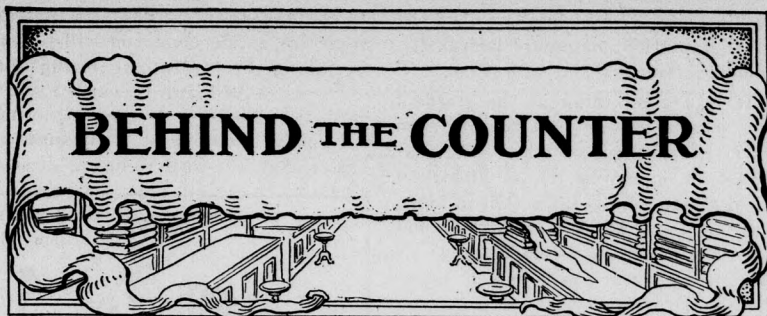
THE other day a telephone manager made a day's trip to call on a business man. He found him away. A few minutes telephoning would have saved a day for the manager. This happens constantly with all of us.

USE LONG DISTANCE AND SAVE TIME AND MONEY

Prompt Service. Reasonable Rates.

Citizens Telephone Company





Character of Clerks Depend on Kind of Boss.

Written for the Tradesman.

In this book Lester was telling me about, it says a fellow timed himself with a stop watch everything he did for a month and counted his steps every motion he made—so many steps to the cigar case, so many to the cash drawer, so many to the notions counter; and then he found the least common multiple and worked out the batting average for himself; and then he moved his cigar counter six inches this way and shifted his cash drawer to the left and lowered one shelf and raised another, and it says he increased the efficiency of his clerks 50 per cent.

"I suppose," says Lester, "any of us could save a lot of time if he would study out the things he does."

"Uh-huh," I says—"Reminds me of the time at the farm institute when one of the college chaps was telling how to feed hogs on bran mash and save half the time in fattening them—Jim Bennett signed that he would like to ask a question. 'Sure,' says the lecturer, 'What's the question?' 'Mister,' says Jim, 'how much do you reckon a hog's time is worth?'"

I've got a picture of myself waiting on customers with a stop watch in my hand, weigh out a pound of nails, time; enter it on the sales slip, time; "What else can I give you," time; answer the telephone, time. Only I would like to know for fun how much time I spend every day answering the telephone. Stand there with the store full of people; "Yes, ma'am;" am I sure it's fresh, "Yes, ma'am;" can I get it out on the next delivery, "Yes, ma'am;" am I sure it will come, "Yes, ma'am;" then she thinks that's all; then she says "Let me see;" then she wants to know if I have this and that and is it fresh and am I sure it is good and when will peaches be ripe and can I get her a pattern, wait until she looks up the number—phew! there have been many times I wish Mr. Bell hadn't done it.

In the store nine people out of ten are satisfied with the first clerk that waits on them; over the telephone nine people out of ten won't give orders to anybody but me. I've tried having a good liar answer the phone for me and say I was outside, but that doesn't work. The nearest I ever got to disposing of the telephone bother was when I had Mabel—good girl and bright, and a pleasant voice over the phone. I had her call a number of my regular customers every day to tell them about new goods or fresh receipts of any kind that they

would be interested in, and they got so they liked her and had confidence in her so that they would call for me, and if I wasn't there Mabel would do as well. How's that for efficiency? Mabel? She lasted three months and a traveling man carried her off; I gave them a set of knives and forks for the wedding present. I knew all the time it was too good to last.

But I was talking about measuring every step. I wouldn't spend a month on that. You would have to show me where it would increase sales or cut down expenses before I would give much time to it; all the time I have I need in my business. And when that fellow said he could increase his efficiency 50 per cent. by his studies, he must have had a badly arranged store before that. It stands to reason I have wrapping paper where I do my bundling and scales where I do my weighing and measures where I handle bulk goods, and a yard stick laid off on the counter on the dry goods side, and everything handy, if that's what you mean.

The main layout of my store I haven't changed for four years, not since we put on the addition on the west side. But I have shifted things around from time to time when I thought I could save a few steps by it, and for other reasons. I have had the bargain counter in the basement and I have had it in front of the door. I have had a fruit stand on the sidewalk and I have had the sidewalk cleared off for a collar button demonstration in the window. It is a good deal more important to make the high spots show up bright and clear than it is to save a step every time.

Now in a factory where one man goes through the same motions in exactly the same order all day long, I can see where it would make a lot of difference if each motion was shortened an inch or a tenth of a second was saved every time he picked up one piece and set down another. But that isn't how we spend our time in a store, not in Buffalo Hump, although it may be in Chicago or Denver. We spend our time waiting for customers and waiting on customers.

During dull hours I keep the clerks as busy as I can, and I am fairly successful at it. Also I have been able to spread business through the week so I have cut down the Saturday night rush I believe nearly one-half. I am doing more business now than I did six or eight years ago, with one less clerk.

But waiting on customers—I would

like to see the fellow who wrote that book hold a stop watch on Mrs. Glastonbury while she decides whether she prefers polka dot pattern or a pin check. I would like to see him figure out how many motions it takes to sell Bill Carter a fishing rod. I asked Lester what the book said about people who came in to do some shopping without any notion of buying anything, and what's the best way of showing them everything on the shelves in the least possible time. Lester said he hadn't got to that chapter yet.

As for working your head off for fifteen minutes or an hour and then sitting down and doing nothing a spell, like it says in the book, we have been doing that before efficiency was ever invented. If that is what it means, any clerk in a store who can lift his feet off the ground has the efficiency experts lashed to the mast.

When you come right down to it, while I suppose everything helps, the way to get business done in our line is not to save one step between the sugar bin and the cracker box, or make one less twist of the wrist in tying a package, near as much as it is to get the customers to transact their business and get it over with. You can't do that with a stop watch nor a printed form. If they want to gossip you can't fine them for wasting your clerk's time. Nor can you get clerks for \$8 a week who will be mind readers first and then hypnotize the customers into buying as he wills them. Although I have seen clerks who could pretty near do that. But unless one is born to it don't ever let him try to hustle a farmer into making a decision until he's good and ready—or a woman or any other customer.

It's about like this—if the clerks are chock full of business, it will go. If they ain't it will dawdle along. I have been in committee meetings when Lester and Hargreaves and Simon were all there, men with the ability to concentrate developed to the top notch. And it all depended

on the chairman whether they stuck to the subject or meandered all over the lot without getting anywhere. Picked men too.

So when the customer scatters it all depends whether the clerk is keyed up to business or not. "Fine day, yes, I think it will rain to-morrow, how many of these did you say?" Just round up the gossip and bring it back to the goods every time it takes a false start.

If the clerks are keen on business, that comes as near as anything can to cutting out the waste time in a retail store. Whether the clerks are keen for business or not depends mostly on what kind of a boss they have.

John S. Pardee.

The Proper Place.

Pompous Lady—Must I put this stamp on myself?

Postoffice Clerk—Well, you can if you like, but it's usual to put it on the letter.

Make Out Your Bills

THE EASIEST WAY

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

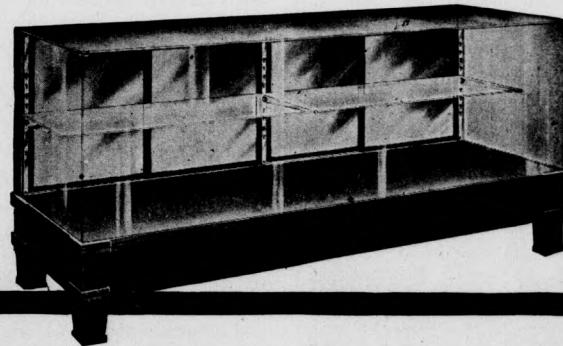


Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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



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

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



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

Time to Get Busy in Sporting Goods. Written for the Tradesman.

The coming of fall brings with it, for many an able-bodied, virile man, the alluring call of the woods. Many a busy man has foregone a vacation trip and worked on through the heat of midsummer in order to ensure himself the pleasure of a couple of weeks later in the season at some favorite fishing or hunting ground.

The astute hardware dealer will find satisfaction and profit in catering to the varied demands of this class of men. They have money to spend, they want the best equipment that money can buy, and price is usually little of an inducement. The hunter's camp outfit calls for many varieties of guns, rifles, and ammunition, fishing tackle and accessories. And, in turn, the properly equipped sporting goods department of the hardware store contains a wide variety of articles calculated to interest the sportsman at this season of the hunting knives, ammunition, compasses, corduroys, cartridge belts, holsters for revolvers, gun cases—the variety of such goods is beyond casual enumeration. Then, too, there are such incidentals as shaving goods. Here is a good chance to push the sale of safety razors.

A first essential in pushing these goods is the energetic use of the show windows. The window displays appeal, not merely to the men who have actually decided to make hunting trips this fall; they will also prove suggestive to those who are undecided, or who have not yet fully considered the matter. The goods themselves—weapons, camping accessories, and ammunition—are pretty sure to attract attention, for it is only on rare occasions that they are prominently featured in the average hardware store. And a display of the goods, bare of any incidental attractions, is sure to interest a lot of people and to help along the sales in this department.

But the merchant who understands window trimming can secure far more striking effects by the use of little accessories that lend a touch, and more than a touch, of realism to the display. Thus, one good display at this season shows a hunting scene in the Northern woods. The background of the window is draped with boughs and autumn leaves. At one

end, toward the back of the window, is a tent, and, in front, a campfire with a pot hanging. Red tissue paper with an incandescent bulb beneath simulates flames to a sufficient degree for store window realism, although an even better effect can be secured by a pile of dry faggots beneath the pot, unlit but, to all appearances, just ready to light. Through the remainder of the window space the goods themselves are shown, with a liberal sprinkling of price tickets and show cards.

Another good display, where there was only a small window to work with, showed in the center a clump of brush, with a hunter crouching with his rifle, taking aim, presumably at a distant deer. Another, larger window showed a figure in a flat-bottomed boat, with reeds growing about, aiming at a distant flock of decoy ducks. Similarly, striking effects can be secured in fishing displays. Of course, the window trimmer should not be content to construct a striking picture; he should also work in every possible item of goods which fits in with the general theme of the display. His aim should be, not merely to arrest the attention of the sportsman, but to induce him to come in and secure his outfit for the anticipated holiday.

Window displays are valuable in arousing new interest in such outings. But the hardware dealer, while hustling to secure new business in this department, should aim also to hold every one of his old customers.

Have you a list of the men who bought outing supplies from you last fall? If you haven't, be sure to compile such a list from this fall's sales, for reference in future years. And if you have such a list, revise and add to it as you go along. You will find it helpful in holding the business of your old customers.

For it isn't enough to appeal to sportsmen through window displays and newspaper advertising. The wideawake sporting goods dealer aims to get as close as possible to his prospect. The man who loves his rod or gun will talk fishing or hunting as the case may be to everyone who comes along just as keenly as will the baseball fan discuss big league chances throughout the summer. And the dealer who secures the bulk of the sportsman's business is the one who can intelligently discuss his favorite pastime with him.

The man who would sell sporting goods to the best advantage must be, at least in spirit, a sportsman himself; he must sympathize with the

pastime in all its details. And he must know his customers personally, their preferences and prejudices.

It is a good thing at the start of the season to send out literature to every prospect on your list. But that is only a beginning. Next time you meet a man who is interested in hunting, bring up the subject. "Did you get that catalogue I mailed you? I felt pretty sure you'd find it interesting. Drop in and let me show you my line this year—I can supply you with a first class outfit, everything new and just what you want." And if you remember what your man did last year and can refer sympathetically to this or that bygone exploit, so much the better.

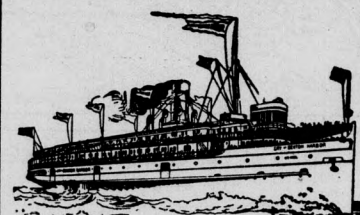
Incidentally, there is usually keen rivalry between sportsmen. Could you think up, out of your knowledge of local conditions, some competition which would help to grip the attention of your prospective customers? Who is going to make the most remarkable shot? Who is going to record the biggest catch? A very small prize will go a long way toward interesting people in your store.

Incidentally, has the European war aroused interest in your community in marksmanship? Have you a rifle club in your town—or, if you haven't don't you think there is enough interest in the subject to justify one? It is good for men to dwell in peace; but marksmanship demands steadiness of eye and hand and mind, and these are factors quite as important to the peace loving business man as

to the fighter in Europe. If there is room for a rifle club, you will benefit by taking the lead in organizing one.

William Edward Park.

A poor imitation of wickedness is better than the real thing.



Chicago Boats Holland Interurban

Special cars direct to
**Graham & Morton
Steamers**

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

The Ventilation of School Rooms Is a State Law Requirement

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

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

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

Steam and Water Heating with everything in a material line. Correspondence solicited.

THE WEATHERLY CO.

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Foster, Stevens & Co. Wholesale Hardware



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Michigan Hardware Company

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THE MEAT MARKET

To Trim or Not to Trim.

I heard an argument among a group of butchers the other day which showed such a wide divergence of opinions regarding the proper methods of running a retail meat market that I think they are well worth recording.

One of them said that he would like to be able to sell his meat just as it fell and trim it to suit his customers after it had been weighed, but that he knew very well that it would be impossible for him to do this without losing the greater part of his trade, who would have no trouble in buying trimmed meat elsewhere. So he declared that he is compelled to go along in the same old ways, as he does not want to be the goat in standing to lose his volume of trade just to show how the butcher business should be properly run.

"I do the best I can," he concluded, "and charge as much as possible after it is trimmed. Of course, I get a lot of abuse from my customers, who claim that my prices are too high; but I do not deserve it. There is no money in this business, no matter how you charge.

"When a fellow has gone through such a summer as I have, worked like the dickens and not even held my own, because, believe me, I have lost money during the warm weather, there is not much of an incentive to keep on. Meat to-day is higher than ever. I paid 15 cents a pound for cattle and that is too much for me to be able to make a living out of it."

A couple of others agreed with him and said that they were in the same boat, just drifting along, hoping for better times or, rather, cheaper meat, but it does not look probable.

One of the crowd who, by the way, was the youngest of the lot, had not up to this time said a word, but just stood there listening, with a smile upon his face, an amused but interested spectator of the gloomy group. Finally, when he was directly questioned as to how he was getting along and replying that things were all right with him, and that he was more than holding his own, their openly expressed disbelief made him angry and he got after them good and hard.

"You fellows are much better butchers than merchants," he said. "You don't seem to be able to touch a piece of meat without trimming something away. Why don't you chuck it on the scale first and trim afterwards, if it is necessary. But no, you are all such artists in this business that all the customer has to do is to take her meat home and cook it. She has no waste, for all that

falls on the butcher. Why, some butchers have even tried to cook the meat free of charge for their customers, but the few that did that speedily went broke.

"What good would cheaper meat be to you? You would only reduce the price, probably more than offset the cheaper market, and so still meet with the same difficulties.

"You could not trim any more though, because the way you all trim now could not be improved upon.

"You are all constantly hoping for that 5 or 6 cent market of former years, and don't seem to be able to realize that such prices are gone forever. When beef cost 6 cents a pound it was easy to average 12 cents for it, and was 100 per cent. gross. This allowed for your expenses, lots of trimming, and still left a decent margin of profit.

"Just the same when cattle cost you 15 cents a pound, in order to maintain the same rates for the meat, if it is trimmed, you have got to get 30 cents a pound average. As there is not a single shop that can average 30 cents a pound on a 15 or 16 cent steer, the only thing that I can see to do is to sell the meat absolutely untrimmed, relying on test sheets so as to know my proper costs.

"I don't know what my neighbors charge for their meat nor do I know how they sell it. What's more, I don't care. I don't know that there are any butchers around me. You fellows worry so much about the other shops that it interferes with your own business. I know from my own experience that you can sell meat untrimmed and get a proper margin of profit out of it, much easier than if you trim the life out of it before putting it on the scale.

"If an untrimmed sirloin steak weighs 3½ pounds you certainly can sell it for a lower price per pound than if you trim it down to 2¾ pounds before you weigh it.

"It certainly makes an awful difference if you sell a flank steak that weighs three pounds or trim it so that it will only weigh two pounds before weighing it, and so on all through. Sooner or later all butchers will be selling their meat untrimmed, because that kind of butchers will be the only ones to last and stand the pressure.

"The sooner you get to it the better it will be for you all."

If I could have but one rule to which my employees might be asked to conform I would pick out the Golden Rule.

Publishing Customer as a Cheat.

The only safe way the merchant can publish the fact that a customer owes him money and will not pay is by securing judgment against him and then advertising the judgment for sale. Here are a few points extracted from a recent article on this subject that will be of interest:

It has been held time and time again that a person, even though he is guilty or insolvent, even though he has had credit, does not pay his bills, is susceptible to damage, and that one may not with impunity apply to him derogatory designations. For example, a man may be a cheat, a notorious cheat; there may be abundant proof that he is such, but one would be liable for prosecution for saying so or publishing the fact, nevertheless. There is one other point, and that is in reference to the safety or the advisability, perhaps the lawfulness, of sending letters through the mails containing the word blacklist or threatening to put a person's name on the blacklist, or intimating that under such and such conditions he may be placed upon a blacklist. We believe that the Postmaster General of the United States has stated in a specific case, in which his opinion was asked, that there is no objection to sending a letter containing the words above used through the mails. One may not send a dun on a postal card, and we suppose that it would be unlawful to send a communication containing the words blacklist, as above applied, on a postal card, but in a sealed letter we think that it would be allowed.

Ice Box for Parcel Post.

Improvements in the parcel post service, to insure the uninterrupted operation of the farm to the city service during the hot period, is what is most needed now, according to reports made public by the Post Office Department from ten selected cities.

Shipments of perishable articles, such as butter, eggs, and dressed poultry, fell off during the last month owing to the heat. It is believed that the obstacles to hot weather shipments will be overcome by next summer. Special containers on the thermos bottle principle are coming on the market. A huge icebox may soon be a regular feature of post office furniture for use in storing perishable shipments held in the office for several hours. At present the loss in transit is said to be only one-tenth of 1 per cent.

Summary of Michigan Manufacturing News.

Detroit—The Kay Salt Co. has increased its capital stock from \$20,000 to \$100,000.

Alma—The Alma Motor Truck Co. has changed its name to the Republic Motor Truck Co.

Detroit—The Golden Manufacturing Co. has increased its capital stock from \$10,000 to \$50,000.

Detroit—The Detroit Edge Tool Works increased its capital stock from \$15,000 to \$30,000.

Detroit—The San Etta Cigar Manufacturing Co. has increased its capital stock from \$30,000 to \$60,000.

Sault Ste. Marie—The Fiborn Limestone Co. has increased its capital stock from \$100,000 to \$215,000.

Detroit—The Cincinnati Precision Lathe Co., manufacturer of machine tools, has been incorporated with an authorized capital stock of \$12,500, all of which has been subscribed and paid in in property.

Midland—Fire destroyed the Chas. B. Brown lumber yard and basket factory and the Galott Casket Co. plant, September 21, entailing a loss of about \$50,000, which was partially covered by insurance.

Detroit—The Rudolph Wurlitzer Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property. This company will engage in the importing, manufacturing and selling of musical instruments and accessories.

Traverse City—The D. C. & H. Corporation, manufacturer and dealer in spring hinges, door checks, hardware and metallic goods, has been incorporated with an authorized capital stock of \$50,000, of which amount \$27,200 has been subscribed, \$2,200 paid in in cash and \$25,000 in property.

Sing a Song of Europe.

Sing a song of Europe,
Highly civilized.
Four-and-twenty nations
Wholly hypnotized.
When the battles open
The bullets start to sing.
Isn't that a silly way
To act for any king?

The kings are in the background
Issuing commands.
The queens are in the parlor,
Per etiquette's demands.
The bankers in the counting house,
Are busy multiplying.
The common people at the front
Are doing all the dying. Life.

Words are used either to express ideas or the lack thereof.

MAAS BROTHERS Wholesale Fish Dealers



Sea Foods and Lake Fish of All Kinds

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

AS SURE AS THE SUN RISES

Voigt's CRESCENT FLOUR

Makes Best Bread
and Pastry



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

Michigan Division T. P. A.
 President—Fred H. Locke.
 First Vice-President—C. M. Emerson.
 Second Vice-President—H. C. Cornelius.
 Secretary and Treasurer—Clyde E. Brown.
 Board of Directors—Chas. E. York, J. W. Putnam, A. B. Allport, D. G. McLaren, W. E. Crowell, Walter H. Brooks, W. A. Hatcher.

Traveling Salesmen Who Adopt No High Standards.

Half the pleasure in making a big success consists in knowing just how it has been accomplished—in being able to say, "I used this or that chance to good advantage;" "I should have failed if I had not known just how and when to apply this faculty or that talent, as the case required. How glad I am that I understand myself and the work, and can use what accomplishments I have intelligently!"

But a good many men lose half the pleasure of their success. All they know is that they have worked hard and done their best, and, "as luck would have it," everything has prospered. They are satisfied with the material results, so that it does not occur to them to find out specifically to what powers within themselves these results can be attributed.

If you were to ask them by what steps they had developed into "geniuses," they would have to answer, like Topsy, that they "jest grewed." Or they perhaps would privately agree with you, if you called them "born salesmen." It would be more satisfying to know just what qualities, alleged to have been born in a man, operate in assuring the success of everything he undertakes.

Any salesman who seriously hopes to improve his work must sometimes weigh very carefully the mental qualifications that tend to make him either a success or a failure. If he is at all thoughtful, he attaches more importance to his progress than he does to the weighing of external conditions, such as labor troubles, a shortage in crops, rumors of war, etc. He knows that the laws that govern the mind's action have a more direct bearing on

the results of his work as a salesman than foreign complications and the stringency in trade conditions described as "hard times."

Practical psychology is a mighty motive power in business-getting, and is receiving marked attention on the part of thinking men in various walks of business life.

Some people speak of the "soul power" which gives its possessor some measure of control over others. We hear of ministers and missionary workers who are practically masters of whole communities. Sometimes they are opposed and even persecuted when they begin their work, but end by commanding the docile obedience of the persons who at the start made trouble. Other people describe the same quality as "psychic force." The important thing is not so much the name given to such an agency as the fact that it enables a man to make others see and accept his point of view as their own. The vital question is, whether or not it can be used by salesmen as a means for increasing the volume of their orders.

Some salesmen have demonstrated that this can be done. They seldom hear a refusal. Customers who are prejudiced and obdurate forget their natural combativeness when a salesman of the type we are describing appears. He gets their order, sometimes without any argument at all, and almost always without any difficulty or waste of time. It seems natural that all people should agree with him, accept the ideas he advances, and do very nearly what he wants them to do.

Either consciously or unconsciously, he is exercising what has been variously described as "soul power," "psychic force," and "personal magnetism."

There is no question that the power of attraction which gives one man ascendancy over others can be cultivated by any one who is sufficiently persistent and painstaking in the effort. Psychologists have not given us any formula for developing this quality. Any one who is interested, however, can suggest ways and means for himself, which will help toward the desired end.

The first step toward accomplishment in this direction is a careful study of the successful men who are described as "born salesmen," and who get their results by exercising this mental force. It will be found that all men possessed of personal magnetism are very much in earnest. Their intense earnestness is mag-

netic. Their minds are filled with one controlling idea—success in whatever undertaking they have in hand.

Their earnestness cannot fail to have its effect on every prospective customer with whom they come in contact. Besides its direct effect on the man addressed, the quality of earnestness in the salesman has also an immediate effect upon himself, in increasing his powers of reasoning and self-expression. By stimulating these powers, and through their agency, it also has an indirect effect upon the customer.

Among people who live much alone, and whose labor exercises their muscles and not their brains, a common and significant phenomenon is observed. We are all familiar with cases where an ignorant, stolid fellow, ordinarily incapable of expressing himself in speech very well, has suddenly found himself gifted with eloquence at some emotional crisis in his life—eloquence not the less splendid and powerful for grammatical inaccuracies.

When this happens, the mind of the speaker has swept aside by the very force of earnestness the limitations which hampered it in ordinary intercourse. The same principle accounts for a man's ability to improvise means of escape from great and sudden danger, which would have been entirely beyond his ingenuity at other times.

The second step toward gaining the end in view is for the salesman to put himself as far as possible in entire harmony with all the conditions under which he works. To do this, his relations with his house should be candid and agreeable; there should be no rankling remembrances of differences which he may have had with the manager or others in the house. He should have absolute faith in the product he is selling; he should feel in entire sympathy with every prospective customer with whom he talks.

This last is a most important matter. Some salesmen seem to think that it is sufficient if they preserve the outward forms of courtesy and patience and consideration in dealing with a trying customer.

Perhaps the customer's objections are ridiculous because of his ignorance, and prejudiced because of his narrow-mindedness. It is necessary to get down to first principles and improve upon his education before he can form any conception of the value of what is offered him. The salesman who is not genuinely in earnest will hate this slow and tedious process. He will talk in the kindest possible manner to his customer, of course, but mentally he will be calling the man a fool, and wondering how such an antiquated specimen managed to survive the flood. The customer, of course, hears what the salesman says, and does not know what the salesman is thinking. Still, he is very likely to be affected by the negative thoughts in the salesman's mind. If he gives his order at all, it is because he has either been beaten in argument or made to feel ashamed of his own conservatism. It

is certain that he has not been influenced by the power of attraction.

The salesman who was really in earnest would undertake the same task without any mental reservation. This at least would leave his mind free to devise ways and means by which his prospects might be enlightened. He would have quicker insight into the circumstances that govern the case. A mutual understanding and appreciation would be established such as exist when two persons are said to be in rapport—a very necessary condition before one mind can exercise any attraction over another.

No one should confuse the mental action described here with hypnotism. It is not recommended to make an attack on the will power of a customer, for that is neither fair play nor practical business. One can, however, develop a power to arouse the interest and good will of others, so that they will sometimes do voluntarily what a hypnotist seeks to make them do involuntarily. Such power, when acquired, assures some measure of success at least. Walter D. Moody.
 Copyright 1907.

Alluring Statements By Glib Solicitors.

Marquette, Sept. 22—According to Marquette men who have been investigating the matter the past few days, Marquette residents are in a fair way to be mulcted of a considerable sum of money if they listen to the alluring statements of a number of glib solicitors who have been at work here the past several days.

These men have devised a modification of the old suit club scheme that has been pronounced illegal in this State. They may have got around the law, but the chance that anyone except a very few of the number of persons interested, will be anything ahead of the game is as remote as ever.

They offer men's and women's clothes and house furnishings as bait for their prospective victims. They organize clubs of thirty, each member of each club obligating himself to pay in \$1 a week. It is represented, as I understand it, that once each week there will be a drawing for the suit, garment or piece of household furniture, as the case may be, and that the lucky number will get a \$30 piece of goods for the nominal sum he may have paid in. The prohibition of raffles is got around by a clause in the contract which provides that the members of the club shall decide each week which shall have the reward.

A little thought shows that this scheme must be inherently fraudulent. No person in this world can continue to do business unless the returns considerably exceed the value of the goods sold. Take suits for instance. Thirty \$30 suits would be worth \$900. But a club of thirty members paying \$1 a week and one member dropping out each week for thirty weeks would pay on \$465. Against this, besides the suits, is the cost of doing business and the profit to be made. A little figuring will show that it is not possible to furnish suits that have an average worth of more than \$6 or \$7, although for bait the first few suits might be worth much more than this.

It is not enough for a man to look neat when he is applying for a position. He must continue to look neat or he can not hold the position after he gets it.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 29.—After a careful perusal of the proposed amendment to the State constitution relative to fraternal organizations in the State of Michigan, we can see very little in the proposed article that would be beneficial and very much that would be destructive. The linking of men in a fraternal brotherhood, whether in the lodge or church, has its beneficial effects upon society. In America, where broadmindedness and tolerance of thought and action are fostered by all the principles of our Government, which is founded on mutual respect for the eternal principles of justice and right, it is strange that a man with a mere handful of supporters should attempt to put through legislation which would be destructive to many of the most noble organizations in the State. Every fair-minded man in Michigan should go to the polls prepared to cast a negative ballot on this proposed amendment. It is not the writer's purpose to expound the virtues of fraternal organizations, which are many, in these columns. The good speaks for itself and their many acts of charity which the world never hears of have made many homes that would otherwise be destitute, comfortable and happy, but it is the writer's desire to put in a plea for fair-mindedness. Why should we enact legislation to destroy societies which have for their aim only the betterment of mankind? We cannot see how any class of people would be benefited by the enactment of this amendment, unless it might be some of the old-line life insurance companies, to which those desiring that form of protection would be compelled to go in the event of fraternal societies being forced out of the State of Michigan. Because the framer of the proposed articles of amendment may be dissatisfied with the management of some fraternal societies with which he may or may not be affiliated is no reason why the State should amend its constitution and place destructive legislation against the conditions which are eminently satisfactory to those most directly concerned.

The White Hotel, at Beulah, is closed for the winter, but will open again May 1, in time for the summer resort season. The Beulah Inn will remain open during the winter months and will take care of the knights of the grip.

The Tustin House, at Tustin, had a change in management September 19. The former proprietors, E. Harmer & Son, have sold out to R. H. Periolot, who is making some improvements in the place and expects to enlarge the quarters to enable him to care for more transients.

Bert Bodwell, salesman for the McKenzie Candy Co., of Cleveland, who is a member of Grand Rapids Council, was called home by the death of his father, J. E. Bodwell, 815 Jefferson avenue, Friday, September 25. This blow comes doubly hard to Bert, as he lost a sister only two weeks before.

E. J. McMillan, wife and family, were guests of Harry D. Hydorn and family last Sunday and enjoyed sampling the choice fruit raised under the expert direction of the genial Secretary of the most progressive U. C. T. Council in Michigan.

Mrs. Pete Anderson is entertaining her mother, Mrs. Winslow, whose home is in Illinois.

Fred C. Reed, of Horton, dealer in hardware and implements, besides attending to his other business, sold fifty automobiles during the season. This is a record any man can be proud of.

G. C. Lindsley, who conducts a first-class hardware store at Clinton, has been taking his vacation in Gratiot county, accompanied by his wife. Vacations are a rare thing with Mr.

Lindsley and prior to his departure it would have been a safe bet that he would be back on the job inside of two days. But George is putting one over on his friends and he has already been gone two weeks. Much conjecture is expressed as to his long absence. Some of his friends think he is waiting for the deer season to open in Northern Michigan. However, everybody hopes he is enjoying the trip he is taking.

Bert Hudson left his overcoat in a conspicuous place in Chicago last week and when he returned for it some one had appropriated it for the remainder of the season. No wonder Bert has decided that Grand Rapids is a safer place to live in than the Windy City.

George Eggleston and wife, 1111 Madison avenue, motored to Kalamazoo last week to attend another pumpkin show.

The next regular meeting of Grand Rapids Council will be held Saturday evening, October 3, at the lodge rooms. A large attendance is requested as some business of vital importance will come up for discussion.

The auxiliary A. M. O. B. of B. will pay the local Council a visit on the occasion of the next regular meeting.

Fred Dodge, formerly with the Hume Grocery Co., later with the Gillies Coffee Co. and more recently with McNeil, Higgins & Co., of Chicago, has, we understand, quit the realm of large sales with small profits to be had in a wholesale way and has purchased the general stock of merchandise formerly owned by Dana Stowell, at Comstock Park. He will hereafter devote his time and talents to his retail business. We extend our congratulations and best wishes for his success.

The Bagdad Committee on Ways and Means met Saturday evening at the home of Mr. and Mrs. William Francke, 501 Scribner avenue, to make further recommendations, which will be presented to the guild at the next meeting for discussion and adoption. Much food for thought was presented and the Committee has already several well-laid plans for the coming season. All departed home feeling happy and well supplied by a most excellent and palatable dinner served by Mrs. Francke. The music consisted of a well rendered selection in German at the piano played and sung by the Franckes.

Walter D. Armstrong, for some time manager of the Newark shoe store, Kalamazoo, has resigned and will leave October 1 to accept a position as traveling salesman for the South Bend Watch Co. He was in the employ of the concern before coming to Kalamazoo.

Will E. Sawyer.

Harris Mercantile Co. Organized.

The Harris Mercantile Co. has been organized to succeed to the mercantile business heretofore conducted by the Smith Mercantile Co., at Conklin. The capital stock of the corporation is \$8,000, all paid in. The stockholders are as follows:

Edward Harris	\$3,000
Amos C. Smith	2,000
E. A. Stowe	2,000
B. J. Partridge	1,000

The officers of the corporation are as follows:

President—Edward Harris.
Vice-President—A. C. Smith.
Secretary and Treasurer—E. A. Stowe.

Mr. Harris was head clerk for the Smith Mercantile Co. for several years and enters upon a business career with much confidence.

Boomlets From Bay City.

Bay City, Sept. 28.—The tug Hulda, owned by the Booth Fish Co., burned on Saginaw Bay last Tuesday. H. Grandmaison, the engineer, was drowned while trying to extinguish the fire, which started in the engine room.

Bay City's baseball season closed last Tuesday with a closely contested game between the Saginaw nine and the home team. Ten innings were played. At the close of the ninth inning the score was 3 to 3. In the tenth the Saginawians made one score, winning the game and the pennant. Many opinions were expressed regarding the cause of the Bay City nine's defeat. It was stated that the home team permitted the Saginaw nine to win because it would have been discourteous to defeat their guests. Others contended that the defeat was caused by two members of the home nine who lacked staying qualities.

The West Bay City Sugar Company's factory will start its annual campaign of sugar making to-day and the other two factories, the German-American and the Michigan, will begin operations within a week. The average this year is about the same as that of the past season, but it is expected that more beets will be shipped in from outside points.

The opening of the Sandusky territory by the Detroit, Bay City & Western Railway will be of great benefit to the local sugar factories because this territory is well adapted to sugar beet raising.

The grand fall opening of Bay City's west side stores last Wednesday was a complete success in every respect. The display of merchandise was immense and the decorations were beautiful. Many thousands of people thronged the stores and freely expressed their delight.

E. T. Carrington, who for nearly half a century has been a leader among Bay City's most prominent business men, died at his home last Monday night.

The merchants of Eastern Michigan are rejoicing because of bumper crops and high prices, which mean big business. Pub. Com.

Honks From Auto City Council.

Lansing, Sept. 28.—Beeman Bros. have purchased the stock and location formerly owned by A. E. Carman and, after remodeling the premises and adding to stock and equipment, have opened an ideal sanitary grocery and meat market. A part of the equipment consists of a complete ice making machine which supplies every need. The interior of the store is white enamel and all meats are kept under glass.

A. M. Robison, familiarly known as Bert, a veteran traveler in the grocery line, has opened a complete and up-to-date cash grocery store at 327 North Washington avenue. Fred Mott, of the National Grocer Co., secured the complete stock order.

Roy Clapham (groceries and produce) 1522 East Michigan avenue, is recovering from a serious illness, which he contracted several weeks ago, and will soon be in the harness again.

Walter Kreuger, who was recently promoted to the sales force of the National Grocer Co. by reason of his natural ability and loyalty to his employer, has for some time been casting envious glances at Fred Mott and Charles Neisen, two other salesmen for the same company, who cover their territory in automobiles. Last week Mr. Kreuger persuaded the boss to invest in a ford runabout for his special use, making the usual promises of increased sales as an inducement. Everything went well until Walter decided to take a joy ride one day last week, after the day's work was over, and in his hurry to reach a place just east of the city before

dark, exceeded the speed limit on East Michigan avenue, according to the statement of the motorcycle cop and was obliged to settle with the judge to the tune of \$14.80. It didn't do the least bit of good to argue with the cop or the judge, but Walter still insists that both were wrong and will be ready to prove it just as soon as he can find a second handed speedometer for a ford car. H. D. Bullen.

Heinz Company's Squabble With National Retailers.

What started as a mere local squabble between the H. J. Heinz Company and Retail Grocers' Association of Kansas City, as to the big pickle company's alleged unfair discrimination against retail grocers in allowing hotels special discounts on ketchup sold direct, has now assumed National scope, with the chief controversy between the Pittsburg concern and the chairman, Sol. Westerfeld, of the Trade Relation Committee of the National Retail Grocers.

It appears that the Kansas City retailers complained because the pickle concern was selling hotels and restaurants at the same price as it sold jobbers, and then allowed 48 cents a case for the returned empty bottles. Considerable local controversy arose, and was finally referred to the National Trade Relation Committee, which arranged with the Heinz Company to quite the discrimination. Now the Kansas grocers claim to have discovered that the Heinz Company, while nominally sticking to the bargain, has been allowing the hotels \$1.40 a case, which they claim, amounts to the same thing as before. When they complained about it, the Heinz Company's representative is said to have claimed that Chairman Westerfeld agreed to the plan.

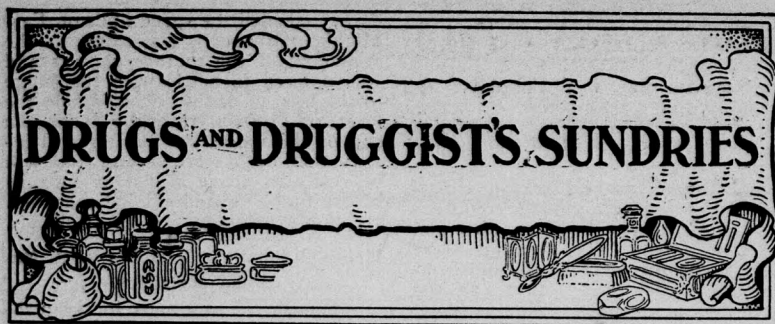
Mr. Westerfeld in return denies giving any endorsement of the new arrangement regarding allowance on empty bottles of the Heinz Company, and states that neither he nor any other members of the trade relations committee, nor any of the officers of the National Association, would for a moment consent to be a party to a subterfuge of this kind.

Mr. Westerfeld also calls attention to a copy of a communication which he sent to the H. J. Heinz Company, scoring them for using his name and claiming that he had endorsed the plan, when he had not done so. He states in this letter that he understood the Heinz Company was going to discontinue giving hotels and restaurants the 20 per cent discount, but that nothing was said about raising the allowance on empty bottles from 48 cents to \$1.40 a case. He asks the Heinz Company to refrain from using his name as having endorsed the plan.

HOTEL CODY
EUROPEAN
GRAND RAPIDS, MICH.

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

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



Michigan Board of Pharmacy.
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 Secretary—E. E. Faulkner, Delton.
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 Next Meeting—Grand Rapids, November 17, 18 and 19, 1914.

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Michigan Pharmaceutical Travelers' Association.

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Grand Rapids Drug Club.

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The Dangers of Prescription Copies.

Most all pharmacists will agree when I say he is more or less annoyed when requested to issue a copy of prescription which he has, or is about to compound. It isn't the added labor which troubles him so much, as does the idea of its purpose. I dare say, if the customer was questioned each time, and a truthful report rendered, it would resolve itself into about the following: Fifty per cent. merely for shopping purposes to compare prices; 20 per cent. of the remaining 50 merely for distributing among friends. The remainder for a legitimate purpose, to persons who are leaving the neighborhood, which of course is an unquestionable motive for a prescription copy. This means that 70 per cent. of all copies issued are apt to prove more detrimental than beneficial. Needless to say, writing out a copy of a prescription entails more time and labor, and if the price was figured out according to the time basis, it would command a higher sum. Unfortunately, in these cases the price is calculated a little less than normal. This is done to meet the price of a competitor, in the event the copy is "peddled." Sometimes the best of customers in good circumstances resort to such tactics. Why? is unexplainable. Probably the greed for money is their weak point.

In certain localities, where there is a great deal of business jealousy, the different competitors are inclined to make remarkably low bids on each other's copies. To meet their bid, drift toward substitution, or else fail to put in an expensive ingredient. Incidentally the big decline in price serves as bait, and invariably a new customer is added to his list. The other fellow who is reliable is minus one and often "scratches his head"

and wonders why. It is all traceable to a copy he issued sometime previous. The patient naturally establishes the idea that the variation in price warrants the transferring of her account, and the legitimate man is the loser. If the laity only knew what it means to have a prescription properly compounded, I am sure their eyes would be widely opened and less "shopping" resorted to. Unknowingly, however, they are only cheating themselves for want of cheapness. I suppose it is only natural to try and reduce the "high cost of living" during these "hard times," by attacking every branch of household commodity, but when it reaches the sick bed and the life of a beloved one is involved, no expense should be spared.

Copies can be discouraged, and if the customer is approached in a diplomatic way, successful results are obtainable. Point out to the patient that the amount the doctor writes for is probably all which he wishes to be taken. Also the dangers which might occur if the prescription was repeated once or often. This may arouse a certain amount of uncertainty in the mind of the patient, and invariably the request for a copy will be withdrawn, and you will be rewarded with a new prescription. No doubt your conversation will be explained to the doctor who will "silently thank you" for sending his patient around on an unexpected visit. Incidentally you will gain his prestige. It is a poor rule which doesn't work both ways.

Probably next to shopping prescriptions the greatest danger arises from copied prescriptions which are passed around to friends, who, in turn, have copies made. In fact, a single copy may result in an endless chain. Think of the harm which might result, especially if the ingredients are potent or harmful to health if not taken for a specific ill.

It is only a natural instinct for a friend to assist a "suffering friend" who presents "apparently" the same symptoms they once had and for which they have a copy of a prescription which gave relief when they were ill. To the laity aches and pains all arise from the same source, but the physicians know different. A headache, for example, is merely a symptom of many disturbances and its treatment is likewise varied. Eye strain, for illustration, is one cause of headache and a frequent one. The treatment in such a case is simply rest and proper fitting glasses. Again, headache may be the reaction of some gas-

tric intestinal or uterine disorder, which, if corrected, brings relief. Of course, the public are not aware of these facts, which is all the more reason why they should seek the advice of a physician rather than rely upon the prescription of a friend in an effort to save the fee of an office visit. The great danger which lingers in these so-called headache prescriptions which kill a headache in fifteen minutes, lies with the ingredients they contain. Depressing coal tar products usually form the basis of such mixtures. Think of a patient having a headache from eye strain of which cause they are unaware, and in an effort to obtain relief habitually takes such a depressing mixture to ease pain. Something is bound to happen in time. The heart is the organ most affected, especially if the ingestion has been chronic in nature. The health in general is affected and takes a rapid decline, but the headache mixtures are never for one moment suspected as a possible cause. When the physician finally does get hold of the case, as a rule he finds that such progressive changes have slowly taken place that the damage is beyond repair. The error is entirely due to the primary ignorance on the part of the patient in the use of the drug she was ingesting and failure to visit a reputable physician who would have abolished the use of drugs and probably prescribed eye glasses instead. Another dangerous and much abused copy which is handed around at random, are those intended to "cure" a cough. Many contain morphine, codeine or heroin, which are extremely dangerous in the hands of an ignorant person. It is apparent at a glance what serious consequences might arise from innocent ingestion of these habit-forming drugs. I might relate an actual case which came to my notice only recently. A mother of a respectable family with grown up children was troubled with a chronic cough. Rather than go to a physician for an examination, she preferred doctoring herself. Beginning with white pine and tar, she used most everything under the head of home cough remedies. She explained her condition to a friend, who immediately gave her a copy of a prescription, which she once used and which done her "the world of good." She had the prescription filled and discovered it gave the most relief of anything she had previously tried. As time passed on, the dose was gradually increased and rarely ever measured. The cough was chronic in character and required frequent dosage to ward off or subdue the attacks. Within the course of a few months this unfortunate woman found she was unable to get along without her cough medicine. She soon learned the nature of the ingredient which produced the stimulating effect. To-day she is a regular heroin and cocaine fiend. As you can see, this all started through the ignorance of what she was taking and through a copy of a prescription. Needless to state, the shame this mother has brought to bear upon her

children as head of a family.

Probably cough and headache prescriptions are the most frequent and dangerous to be passed around. Copies of rheumatic, malarial and cathartic mixtures are also spread over a large field, and are likely to prove as detrimental to health, if employed for the wrong ailment. Any number of prescriptions might be enumerated under this head to serve as an impressive example, but space will not permit.

We all know drugs misused or abused opens a path to many chronic ailments. Gastric disturbances and general failing health or even death are not uncommon.

With the possible dangers to pharmacist and patient, which I have only briefly outlined, I am inclined to be of the opinion that copies should be discouraged whenever possible, using proper judgment in the individual cases.

In the long run it is bound to prove beneficial to both dispenser and patient, but you must give your efforts time and not become discouraged by a few primary set-backs.

George Hohmann.

Small Class at Houghton.

Delton, Sept. 28.—The Michigan Board of Pharmacy held a meeting at Houghton September 1 to 3. Six applicants received Registered Pharmacist papers and two Druggists papers. Following is a list of those receiving certificates:

Registered Pharmacists.

B. A. Lindholm, Crystal Falls.
 Bert A. Thomas, Ypsilanti.
 Chas. A. Bishop, Cassopolis.
 Gus E. Dehlin, Manistique.
 Floyd A. Harley, Bronson.
 Edward N. Spleidt, Muskegon.

Registered Druggists.

Willard Bolitho, Norway.
 Fay C. Carney, Dundee.

The next meeting of the Board will be held at Grand Rapids, November 17, 18 and 19.

Ellis E. Faulkner, Secretary.

Co-operative Stores Fail Because of War.

Consular reports from those countries of Europe that have been the most conspicuous in the matter of maintaining large co-operative retailing and manufacturing societies say that many co-operative stores have been obliged to close and others have so curtailed their credits as to practically put them out of business because of the war.

It seems that this system of retailing depended on a peculiar situation and a peculiar characteristic of the people so involved, and the system is not one that will stand disaster or any unfavorable circumstances.

Prepared for Emergencies.

Speaking of accommodating hotel clerks, the best I ever saw was in a certain Northern Michigan town. I reached the hotel late in the evening. Just before retiring I heard a scamp-ering under the bed and saw two large rats just escaping. I complained at the office. The clerk was as serene as a summer breeze.

"I'll fix that all right," he said.

"Front! Take a cat up to room 23 at once."
 L. J. Koster.

WHOLESALE DRUG PRICE CURRENT

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

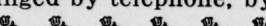
Acids		Mustard, true	9 00@9 50	Ipecac	@ 75
Acetic	6 @ 8	Mustard, artif'l	4 50@5 00	Iron, clo.	@ 60
Boric	10 @ 15	Neatsfoot	80 @ 85	Kino	@ 80
Carbolic	58 @ 60	Olive, pure	2 60@3 50	Myrrh	@ 1 05
Citric	1 25@1 30	Olive, Malaga,		Nux Vomica	@ 70
Muriatic	1 1/2 @ 5	yellow	@ 2 00	Opium	@ 2 75
Nitric	6 1/2 @ 10	Olive, Malaga,		Opium, Capmh.	@ 90
Oxalic	35 @ 40	green	@ 2 00	Opium, Deodorz'd	@ 2 75
Sulphuric	1 1/2 @ 5	Orange sweet	@ 4 50	Rhubarb	@ 70
Tartaric	90 @ 1 00	Organum, pure	@ 2 50		
Ammonia		Organum, com'l	@ 75		
Water, 26 deg.	6 1/2 @ 10	Pennyroyal	@ 2 75		
Water, 18 deg.	4 1/2 @ 5	Peppermint	@ 3 50		
Water, 14 deg.	3 1/2 @ 6	Rose, pure	16 00@18 00		
Carbonate	13 @ 16	Rosemary Flowers	@ 1 35		
Chloride	15 @ 30	Sandalwood, E.			
Balsams		L.	@ 7 00		
Copaiba	75 @ 1 00	Sassafras, true	@ 1 10		
Fir (Canada)	1 75@2 00	Sassafras, artif'l	@ 60		
Fir (Oregon)	40 @ 50	Spearment	@ 4 50		
Peru	2 75@3 00	Sperm	90 @ 1 40		
Tolu	1 00@1 25	Tansy	@ 5 75		
Berries		Tar, USP	30 @ 40		
Cubeb	85 @ 90	Turpentine, bbls.	@ 55 1/2		
Fish	15 @ 20	Turpentine, less	60 @ 65		
Juniper	30 @ 35	Wintergreen, true	@ 5 00		
Prickly Ash	@ 50	Wintergreen, sweet			
Barks		birch	@ 2 50		
Cassia (ordinary)	25 @ 30	Wintergreen, art'l	@ 1 25		
Cassia (Saigon)	65 @ 75	Wormseed	3 50@4 00		
Elm (powd. 30c)	25 @ 30	Wormwood	6 00@6 50		
Sassafras (pow. 30c)	@ 25				
Soap Cut (powd.		Potassium			
40c	30 @ 35	Bicarbonate	30 @ 35		
Extracts		Bichromate	20 @ 25		
Licorice	26 @ 30	Bromide	85 @ 95		
Licorice powdered	30 @ 35	Carbonate	35 @ 40		
Flowers		Chlorate, xtal and	35 @ 40		
Arnica	30 @ 40	powdered	@ 45		
Chamomile (Ger.)	55 @ 60	Chlorate, granular	@ 45		
Chamomile (Rom)	55 @ 60	Cyanide	40 @ 50		
Gums		Iodide	@ 3 85		
Acacia, 1st	50 @ 55	Permanganate	75 @ 80		
Acacia, 2nd	45 @ 50	Prussiate, yellow	@ 50		
Acacia, 3d	40 @ 45	Prussiate, red	@ 1 50		
Acacia, Sorts	@ 30	Sulphate	15 @ 20		
Acacia, powdered	55 @ 60				
Aloes (Barb. Pow)	22 @ 25	Roots			
Aloes (Cape Pow)	20 @ 25	Alkanet	20 @ 25		
Aloes (Soc. Pow.)	40 @ 50	Blood, powdered	20 @ 25		
Asafoetida	75 @ 1 00	Calamus	@ 75		
Asafoetida, Powd.		Elecampane, pwd.	15 @ 20		
Pure	@ 1 00	Gentian, powd.	20 @ 30		
U. S. P. Powd.	@ 1 25	Ginger, African,			
Camphor	1 10@1 25	powdered	15 @ 20		
Guaiac	50 @ 55	Ginger, Jamaica	22 @ 25		
Guaiac, powdered	55 @ 60	Ginger, Jamaica,			
Kino	70 @ 75	powdered	22 @ 23		
Kino, powdered	75 @ 80	Goldenseal pow.	6 50@7 00		
Myrrh	@ 40	Ipecac, powd.	2 75@3 00		
Myrrh, powdered	@ 50	Licorice	14 @ 16		
Opium	12 00@12 25	Licorice, powd.	12 @ 13		
Opium, powd.	14 00@14 25	Orris, powdered	@ 50		
Opium, gran.	15 00@15 25	Poke, powdered	20 @ 25		
Shellac	28 @ 35	Rhubarb	75 @ 1 00		
Shellac, Bleached	30 @ 35	Rhubarb, powd.	75 @ 1 25		
Tragacanth		Rosinweed, powd.	25 @ 30		
No. 1	2 75@3 00	Sarsaparilla, Hond.	@ 65		
Tragacanth pow	1 25@1 50	ground	@ 55		
Turpentine	10 @ 15	Sarsaparilla Mexican,	50 @ 55		
		ground	20 @ 35		
		Squills, powdered	40 @ 60		
		Turmeric, powd.	12 @ 15		
		Valerian, powd.	25 @ 30		
		Seeds			
		Anise	20 @ 25		
		Anise, powdered	@ 25		
		Bird, ls	@ 12		
		Canary	20 @ 25		
		Caraway	15 @ 20		
		Cardamon	2 25@2 50		
		Celery	40 @ 50		
		Coriander	@ 25		
		Dill	20 @ 25		
		Fennel	@ 30		
		Flax	4 1/2 @ 8		
		Flax, ground	4 1/2 @ 8		
		Foenugreek, pow.	10 @ 15		
		Hemp	@ 10		
		Lobelia	@ 50		
		Mustard, yellow.	16 @ 20		
		Mustard, black	16 @ 20		
		Mustard, powd.	20 @ 25		
		Poppy	15 @ 20		
		Quince	@ 1 50		
		Rape	@ 15		
		Sabadilla	@ 35		
		Sabadilla, powd.	@ 10		
		Sunflower	@ 10		
		Worm American	15 @ 20		
		Worm Levant	@ 1 00		
		Tinctures			
		Aconite	@ 75		
		Aloes	@ 65		
		Arnica	@ 75		
		Asafoetida	@ 1 35		
		Belladonna	@ 1 65		
		Benzoin	@ 1 00		
		Benzoin Compo'd	@ 1 00		
		Buchu	@ 1 50		
		Cantharides	@ 1 80		
		Capsicum	@ 90		
		Cardamon	@ 1 50		
		Cardamon, Comp.	@ 1 00		
		Catechu	@ 60		
		Cinchona	@ 1 05		
		Colchicum	@ 75		
		Cubebs	@ 1 20		
		Digitalis	@ 80		
		Gentian	@ 75		
		Ginger	@ 95		
		Guaiac	@ 1 05		
		Guaiac Ammon.	@ 80		
		Iodine	@ 2 00		
		Iodine, Colorless	@ 2 00		

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.

1 9 1 4
Holiday Goods

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

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

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	DECLINED
Red Karo Syrup	Cream Tartar

Index to Markets

By Columns

Col.	1	2
Ammonia	AMMONIA	Clams
Ammonia	12 oz. ovals 2 doz. box 75	Little Neck, 1lb. .. @1 00
Axle Grease	AXLE GREASE	Little Neck, 2lb. .. @1 50
Axle Grease	Frazer's	Clam Bouillon
	1lb. wood boxes, 4 doz. 3 00	Burnham's 1/2 pt. 2 25
	1lb. tin boxes, 3 doz. 2 35	Burnham's pts. 3 75
	3 1/2 lb. tin boxes, 2 doz. 4 25	Burnham's qts. 7 50
	10lb. pails, per doz. .. 6 00	Corn
	15lb. pails, per doz. .. 7 20	Fair .. 65 @ 70
	25lb. pails, per doz. .. 12 00	Good .. 90 @ 1 00
		Fancy .. @1 30
Baked Beans	BAKED BEANS	French Peas
Baked Beans	No. 1, per doz. 45 @ 90	Monbadon (Natural)
Bath Brick	No. 2, per doz. 75 @ 1 40	per doz. 1 75
Bluing	No. 3, per doz. 85 @ 1 75	Gooseberries
Breakfast Food	BATH BRICK	No. 2, Fair .. 1 50
Brooms	English .. 95	No. 2, Fancy .. 2 35
Brushes	BLUING	Hominy
Butter Color	Jennings'	Standard .. 95
	Condensed Pearl Bluing	Lobster
	Small C P Bluing, doz. 45	1/4 lb. 1 85
	Large C P Bluing, doz. 75	1/2 lb. 3 15
Candles	BREAKFAST FOODS	Mackerel
Canned Goods	Appetizos, Biscuits .. 3 00	Mustard, 1lb. 1 80
Carbon Oils	Bear Food, Pettijohns 2 13	Mustard, 2lb. 2 80
Catsup	Cracked Wheat, 24-2 2 50	Soused, 1 1/2 lb. 2 60
Cheese	Cream of Wheat, 36-2 4 50	Soused, 2lb. 2 75
Chewing Gum	Cream of Rye, 24-2 .. 3 00	Tomato, 1lb. 1 50
Chicory	Quaker Puffed Rice .. 4 25	Tomato, 2 1/2 .. 2 80
Chocolate	Quaker Puffed Wheat 2 85	Mushrooms
Clothes Lines	Quaker Brkfst Biscuit 1 90	Buttons, 1/2s .. @ 15
Cocoa	Quaker Corn Flakes 1 75	Buttons, 1s .. @ 30
Cocunut	Quaker Corn Flakes 1 75	Buttons, 1s .. @ 25
Coffee	Victor Corn Flakes .. 2 20	Oysters
Confections	Washington Crisps .. 1 85	Cove, 1lb. @ 85
Cracked Wheat	Wheat Hearts .. 1 90	Cove, 2lb. @1 60
Crackers	Wheatena .. 4 50	Plums
Cream Tartar	Evaporated Sugar Corn 90	Plums .. 90 @ 1 35
	Farinose, 24-2 .. 2 70	Pears in Syrup
Dried Fruits	Grape Nuts .. 2 70	No. 3 cans, per doz. .. 1 50
Dried Fruits	Grape Sugar Flakes .. 2 50	Peas
	Sugar Corn Flakes .. 2 50	Marrowfat .. 90 @ 1 00
	Hardy Wheat Food .. 2 25	Early June .. 1 10 @ 1 25
	Holland Rusk .. 2 90	Early June siftd 1 45 @ 1 55
	Krinkle Corn Flakes 2 00	Peaches
	Maple-Corn Flakes .. 2 80	Pie .. 1 00 @ 1 25
	Minn. Wheat Cereal 3 75	No. 10 size can pie @ 3 25
	Ralston Wheat Food 4 50	Pineapple
	Ralston Wht Food 10c 1 45	Grated .. 1 75 @ 2 10
	Saxon Wheat Food .. 2 60	Sliced .. 95 @ 2 60
	Shred Wheat Biscuit 3 60	Pumpkin
	Triscuit, 18 .. 1 80	Fair .. 80
	Pillsbury's Best Cer'l 4 25	Good .. 90
	Post Toasties, T-2 .. 2 40	Fancy .. 1 00
	Post Toasties, T-3 .. 2 60	Gallon .. 2 40
	Post Tavern Porridge 2 80	Raspberries
Macaroni	BROOMS	Standard .. @
Macaroni	Fancy Parlor, 25 lb. 4 25	Warrens, 1 lb. Tall .. 2 30
Mapleline	Parlor, 5 String, 25 lb. 4 00	Warrens, 1 lb. Flat .. 2 40
Meats, Canned	Standard Parlor, 25 lb. 3 50	Red Alaska .. 1 70 @ 1 75
Mince Meat	Common, 23 lb. 3 25	Med Red Alaska 1 40 @ 1 45
Molasses	Special, 23 lb. 3 25	Pink Alaska .. @1 15
Mustard	Warehouse, 33 lb. 4 25	Sardines
	Common Whisk .. 1 00	Domestic, 1/4s .. 3 75
	Fancy Whisk .. 1 25	Domestic, 1/2 Mustard 3 75
Nuts	BRUSHES	Domestic, 3/4 Mustard 3 25
Nuts	Scrub	French, 1/4s .. 7 @ 14
	Solid Back, 8 in. 75	French, 1/2s .. 13 @ 23
	Solid Back, 11 in. 95	Sauer Kraut
	Pointed Ends .. 85	No. 3, cans .. 90
Olive	Stove	No. 10, cans .. 2 40
Olive	No. 3 .. 90	Shrimps
	No. 2 .. 1 25	Dunbar, 1st doz. 1 45
	No. 1 .. 1 75	Dunbar, 1 1/2 doz. 2 50
Pickles	Shoe	Succotash
Pickles	No. 3 .. 1 00	Fair .. 90
Pipes	No. 7 .. 1 30	Good .. 1 20
Playing Cards	No. 4 .. 1 70	Fancy .. 1 25 @ 1 40
Potash	No. 8 .. 1 90	Strawberries
Provisions	BUTTER COLOR	Standard .. 95
	Dandelion, 25c size .. 2 00	Fancy .. 2 25
Rice	CANDLES	Tomatoes
Rice	Paraffine, 6s .. 7 1/2	Good .. 1 05
	Paraffine, 12s .. 8	Fancy .. 1 35
	Wicking .. 20	No. 10 .. 3 10
Salad Dressing	CANNED GOODS	CARBON OILS
Salad Dressing	Apples	Barrels
Saleratus	3 lb. standards .. @ 90	Perfection .. 10
Sal Soda	Gallon .. @ 3 75	D. S. Gasoline .. 14
Salt	Blackberries	Gas Machine .. 22.9
Salt Fish	2 lb. 1 50 @ 1 90	Deodor'd Nap'a .. 13
Seeds	Standard gallons .. @ 5 00	Cylinder .. 29 @ 34 1/2
Shoe Blacking	Beans	Engine .. 16 @ 22
Snuff	Baked .. 85 @ 1 30	Black, winter .. 8 @ 10
Soap	Bloomington .. @ 18 1/2	CATSUP
Soda	Carson City .. @ 18 1/2	Snider's pints .. 2 35
Spices	Wax .. 75 @ 1 25	Snider's 1/2 pints .. 1 35
Starch	Blueberries	CHICORY
Syrups	Standard .. 1 80	Pulk .. 5
	Gallon .. 7 25	Red .. 7
Table Sauces		Eagle .. 5
Table Sauces		Frank's .. 7
Tea		Scheuer's .. 6
Tobacco		Red Standards .. 1 60
Twine		White .. 1 60
Vinegar		
Vinegar		
Wicking		
Woodenware		
Wrapping Paper		
Yeast Cake		
Yeast Cake		

3

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

CHEWING GUM	
Adams Black Jack ..	55
Adams Sappota ..	55
Reeman's Pepsin ..	55
Beechnut ..	65
Chiclets ..	1 25
Colgan Violet Chips ..	60
Colgan Mint Chips ..	60
Dentyne ..	1 10
Flag Spruce ..	55
Juicy Fruit ..	55
Red Robin ..	55
Sen Sen (Jars 80 pkgs, \$2.20) ..	55
Spearment, Wrigleys ..	60
Spearment, 5 box jars 3 ..	00
Spearment, 3 box jars 1 ..	80
Trunk Spruce ..	55
Yucatan ..	55
Zenc ..	60

CHOCOLATE	
Walter Baker & Co.	
German's Sweet ..	22
Premium ..	22
Caracas ..	28
Walter M. Lowney Co.	
Premium, 1/4s ..	29
Premium, 1/2s ..	29

CLOTHES LINE	
No. 40 Twisted Cotton ..	95
No. 50 Twisted Cotton 1 ..	30
No. 60 Twisted Cotton 1 ..	70
No. 80 Twisted Cotton 2 ..	00
No. 50 Braided Cotton 1 ..	00
No. 60 Braided Cotton 1 ..	25
No. 80 Braided Cotton 2 ..	25
No. 50 Sash Cord ..	1 75
No. 60 Sash Cord ..	2 00
No. 60 Jute ..	90
No. 72 Jute ..	1 00
No. 60 Sisal ..	90

COCOA	
Baker's ..	37
Cleveland ..	41
Colonial, 1/4s ..	35
Colonial, 1/2s ..	33
Epps ..	42
Hershey's, 1/4s ..	28
Hershey's, 1/2s ..	28
Huyler ..	36
Lowney, 1/4s ..	34
Lowney, 1/2s ..	34
Lowney, 5 lb. cans ..	33
Van Houten, 1/4s ..	12
Van Houten, 1/2s ..	18
Van Houten, 1s ..	36
Wan-Eta ..	36
Webb ..	33
Wilber, 1/4s ..	33
Wilber, 1/2s ..	32

COCOANUT	
Dunham's ..	per lb.
1/4s, 5lb. case ..	30
1/4s, 5lb. case ..	29
1/4s, 15lb. case ..	29
1/4s, 15lb. case ..	28
1s, 15lb. case ..	27
1/4s & 1/2s 15lb. case ..	28
Scalloped Gems ..	10
1/4s & 1/2s pails ..	16
Bulk, pails ..	14
Bulk, barrels ..	13
Baker's Brazil Shredded ..	10
10 5c pkgs., per case 2 60	
26 10c pkgs., per case 2 60	
16 10c and 33 5c pkgs., per case ..	2 60

COFFEES ROASTED	
Common ..	19
Fair ..	19 1/2
Choice ..	20
Fancy ..	21
Peaberry ..	23

Santos	
Common ..	20
Fair ..	20 1/2
Choice ..	21
Fancy ..	23
Peaberry ..	23

Maracaibo	
Fair ..	24
Choice ..	25
Choice ..	25
Fancy ..	26

Guatemala	
Fair ..	25
Fancy ..	28
Private Growth ..	26 @ 30
Mandling ..	31 @ 35
Aukola ..	30 @ 32

Mocha	
Short Bean ..	25 @ 27
Long Bean ..	24 @ 25
H. L. O. G. ..	26 @ 28

4

Bogota	
Fair ..	24
Fancy ..	26
Exchange Market, Steady	
Spot Market, Strong	

Package	
New York Basis	
Arbuckle ..	18 1/2
McLaughlin's XXXX ..	18 1/2
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago	

Extracts	
Holland, 1/2 gro. bxs. ..	95
Felix, 1/2 gross ..	1 15
Hummel's foil, 1/2 gro. ..	35
Hummel's tin, 1/2 gro. 1 ..	43

CONFECTIONERY	
Stick Candy	
Horehound ..	10
Standard ..	10
Standard, small ..	11
Twist, small ..	11

Cases	
Jumbo ..	10 1/2
Jumbo, small ..	11
Big Stick ..	10 1/2
Boston Sugar Stick ..	15

Mixed Candy	
Broken ..	10 1/2
Cut Leaf ..	11 1/2
French Cream ..	11
Fancy ..	11
Grocers ..	8
Kindergarten ..	13
Leader ..	11
Majestic ..	11
Monarch ..	10 1/2
Novelty ..	12
Paris Creams ..	12
Premio Creams ..	16
Royal ..	9
Special ..	10
Valley Creams ..	14
X L O ..	8 1/2

Specialties	
Auto Kisses (baskets) ..	14
Autumn Leaves ..	13
Bonnie Butter Bites ..	18
Butter Cream Corn ..	16
Caramel Dice ..	13
Cocunut Kraut ..	15
Cocunut Waffles ..	15
Coco Macaroons ..	17 1/2
Coffy Toffy ..	16
Dainty Mints 7 lb. tin ..	18
Empire Fudge ..	15
Fudge, Pineapple ..	15
Fudge, Walnut ..	16
Fudge, Filbert ..	16
Fudge, Choco. Peanut ..	14
Fudge, Honey Moon ..	15
Fudge, Toasted Cocoa ..	15
Fudge, Cherry ..	15
Fudge, Cocunut ..	15
Honeycomb Candy ..	16 1/2
Kokays ..	15
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 ..	14
lb. box ..	14
Nut Butter Puffs ..	15
Salted Peanuts ..	13

Chocolates	
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
Ocoro Choc. Caramels ..	17
Peanut Clusters ..	23
Quintette ..	16
Regina ..	12
Star Chocolates ..	14
Superior Choc. (light) ..	19

Pop Corn Goods	
Without prizes.	
Cracker Jack with coupon ..	3 25
Pop Corn Goods with Prizes ..	3 25
Giggles, 5c pkg. cs. 3 ..	50
Oh My 100s ..	3 50
Cracker Jack, with Prize ..	

Cough Drops	
Putnam Menthol ..	1 25
Smith Bros. ..	1 25

NUTS—Whole	
Almonds, Tarragona ..	20
Almonds, California ..	
Almond shell ..	13 @ 14
Brazils ..	13 @ 14
Filberts ..	13 @ 14
Cal. No. 1 ..	13 @ 14
Walnuts, soft shell ..	@16
Walnuts, Chili ..	@16
Table nuts, fancy 14 ..	@16
Pecans, medium ..	@13
Pecans, ex. large ..	@15

In-er-Seal Trade Mark	
Baronet Biscuit ..	per doz.
Bremners Btr Wafers ..	1 00
Cameo Biscuit ..	1 00
Cheese Sandwich ..	1 00
Chocolate Wafers ..	1 00
Excelsior Butters ..	1 00
Fig Newton ..	1 00
Five O'Clock Tea Bot ..	1 00
Ginger Snaps NBC ..	1 00

Hickory Nuts, per bu.	
Ohio ..	
Cocunut ..	
Chestnuts, New York ..	
State, per bu.	

No. 1 Spanish Shelled	
Peanuts ..	10 @ 10 1/2
Ex. Lg. Va. Shelled ..	11 1/2 @ 12
Peanuts ..	@ 55..
Pecan Halves ..	@ 65..
Walnut Halves ..	@ 65..
Filbert Meats ..	@ 65..
Alicante Almonds ..	@ 65..
Jordan Almonds ..	@ 65..

Fancy H P Suns Raw	
Roasted ..	@ 7 1/4
H. P. Jumbo, Raw ..	@ 8 1/2
Roasted ..	@ 8 1/2

CRACKERS	
National Biscuit Company	
Brands	
Butter	

Excelsior Butters	
Boxes	
NBC Square Butters ..	6 1/2
Seymour Round ..	6 1/2

Soda	
NBC Sodas	6½
Premium Sodas	7½
Select Sodas	8½
Saratoga Flakes	13
Saltines	13

6

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

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

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

CREAM TARTAR	
Barrels or Drums	49
Boxes	50
Square Cans	52
Fancy Caddies	57

DRIED FRUITS	
Apples	
Evaporated Choice blk	10%
Evaporated Fancy pkg.	
Apricots	
California	15@17
Citron	
Corsican	18
Currants	
Imported, 1 lb. pkg.	9%
Imported, bulk	9%
Peaches	
Muir—Choice, 25lb.	7%
Muir—Fancy, 25lb.	8%
Fancy, Peeled, 25lb.	15
Pears	
Lemon, American	14
Orange, American	14

Raisins	
Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr.	7%
Loose Muscatels, 3 Cr.	7%
L. M. Seeded, 1 lb.	8@8 1/2
California Prunes	
90-100 25lb. boxes	@ 7 1/2
80-90 25lb. boxes	@ 8 1/2
70-80 25lb. boxes	@ 9 1/2
60-70 25lb. boxes	@ 10 1/2
50-60 25lb. boxes	@ 11
40-50 25lb. boxes	@ 12

FARINACEOUS GOODS	
Beans	
California Limas	9
Med. Hand Picked	2 75
Brown Holland	2 40
Farina	
25 1 lb. packages	1 50
Bulk, per 100 lbs.	4 00
Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3 20
Hominy	
Pearl, 100 lb. sack	2 25
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Chester	3 15
Empire	
Peas	
Green, Wisconsin, bu.	2 15
Green, Scotch, bu.	2 15
Split, lb.	5 1/2
Sago	
East India	5
German, sacks	5
German, broken pkg.	
Tapioca	
Flake, 100 lb. sacks	5
Pearl, 100 lb. sacks	5
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75

FISHING TACKLE	
1/4 to 1 in.	6
1/4 to 2 in.	7
1/4 to 3 in.	9
1/4 to 4 in.	11
1/4 to 5 in.	15
1/4 to 6 in.	20
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	14
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	26
Large	34

7

Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80
FLAVORING EXTRACTS	
Jennings D C Brand	
Extract Lemon Terpeneless	
Extract Vanilla Mexican	
both at the same price	
No. 1, F box 1/2 oz.	35
No. 2, F box, 1 1/2 oz.	1 20
No. 4, F box, 2 1/2 oz.	2 00
No. 3, 2 1/2 oz. Taper	2 00
No. 2, 1 1/2 oz. flat	1 75

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	5 80
Sunburst	6 20
Wizard Flour	5 50
Wizard Graham	5 50
Matchless	5 60
Wizard, Gran. Meal	4 80
Wizard Buckwht cwt	3 40
Rye	4 40
Valley City Milling Co.	
Lily White	5 90
Light Loaf	5 40
Graham	2 35
Granena Health	2 45
Gran. Meal	2 15
Bolted Med.	2 05
Voigt Milling Co.	
Voigt's Crescent	5 90
Voigt's Royal	6 30
Voigt's Flourloigt	5 90
Voigt's Hygienic Gra-	
ham	4 40
Watson-Higgins Milling Co.	
Perfection Buckwheat	
Flour	6 50
Perfection Flour	5 75
Tip Top Flour	5 35
Golden Sheaf Flour	4 90
Marshall's Best Flour	6 50
Worden Grocer Co.	
Quaker, paper	5 30
Quaker, cloth	5 40
Kansas Hard Wheat	
Voigt Milling Co.	
Calla Lily	5 80
Worden Grocer Co.	
American Eagle, 1/2 s	6 10
American Eagle, 1/4 s	6 00
American Eagle, 1/8 s	5 90
Spring Wheat	
Roy Baker	
Mazetta	5 85
Golden Horn, bakers	5 75
Wisconsin Rye	5 25
Bohemian Rye	5 05
Judson Grocer Co.	
Ceresota, 1/2 s	6 60
Ceresota, 1/4 s	6 70
Ceresota, 1/8 s	6 80
Voigt Milling Co.	
Columbian	6 25
Worden Grocer Co.	
Wingold, 1/2 s cloth	6 80
Wingold, 1/4 s cloth	6 70
Wingold, 1/2 s cloth	6 60
Wingold, 1/4 s paper	6 65
Wingold, 1/2 s paper	6 60
Meal	
Bolted	4 60
Golden Granulated	4 80
Wheat	
New Red	96
New White	96
Oats	
Michigan carlots	49
Less than carlots	51
Corn	
Carlots	87
Less than carlots	89
Hay	
Carlots	15 00
Less than carlots	17 00
Feed	
Street Car Feed	35
No. 1 Corn & Oat Feed	35
Cracked Corn	35
Coarse Corn Meal	35

FRUIT JARS	
Mason, pts., per gro.	4 25
Mason, qts., per gro.	4 55
Mason, 1/2 gal. per gro.	6 90
Mason, can tops, gro.	1 30
GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr.	14 00
Knox's Acidu'd doz.	1 25
Nelson's	1 50
Oxford	7 50
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19
Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25
HIDES AND PELTS	
Hides	
Green, No. 1	12
Green, No. 2	11
Cured, No. 1	13 1/2
Cured, No. 2	12 1/2

PICKLES	
Medium	
Barrels, 1,200 count	7 75
Half bbls., 600 count	4 38
5 gallon kegs	1 90
Small	
Barrels	9 50
Half barrels	5 25
5 gallon kegs	2 25
Gherkins	
Barrels	14 00
Half barrels	6 50
5 gallon kegs	2 50
Sweet Small	
Barrels	17 00
Half barrels	9 25
5 gallon kegs	3 50

PIPES	
Clay, No. 216, per box	1 75
Clay, T. D. full count	60
Cob	90
PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival assorted	1 25
No. 20, Rover, enam'd	1 50
No. 572, Special	1 75
No. 98 Golf, satin fin.	2 00
No. 808, Bicycle	2 00
No. 632 Tourist whist	2 25
POTASH	
Babbitt's, 2 doz.	1 75

PROVISIONS	
Barreled Pork	
Clear Back	24 00@25 00
Short Cut Cl'r	23 00@24 00
Bean	21 50@22 00
Brisket, Clear	28 00@29 00
Pig	
Clear Family	26 00
Dry Salt Meats	
S P Bellies	14 1/2@15
Lard	
Pure in tierces	11 1/2@12
Compound Lard	9 @ 9 1/2
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
8 lb. pails	advance 1/4
Smoked Meats	
Hams, 12 lb. av.	20@21
Hams, 14 lb. av.	19@19 1/2
Hams, 16 lb. av.	18@18 1/2
Hams, 18 lb. av.	
Hams, dried beef	
sets	29 @30
California Hams	14 @14 1/2
Picnic Balled	
Hams	19 1/2@20
Boiled Hams	30 @30 1/2
Minced Ham	14 @14 1/2
Bacon	18 @24

Calfskin, green, No. 1	
Calfskin, green, No. 2	13 1/2
Calfskin, cured, No. 1	16
Calfskin, cured, No. 2	14 1/2
Pelts	
Old Wool	60@1 25
Lambs	25@ 50
Shearlings	10@ 40
Tallow	
No. 1	@ 5
No. 2	@ 4
Wool	
Unwashed, med.	@20
Unwashed, fine	@15
HORSE RADISH	
Per doz.	90
Jelly	
5lb. pails, per doz.	2 40
15lb. pails, per doz.	65
30lb. pails, per doz.	1 25
JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1/2 pt. in bbls., per doz.	16
8 oz. capped in bbls.	
per doz.	18
MAPLEINE	
2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75
MINCE MEAT	
Per case	2 85
MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20
Half barrels 2c extra	
Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65
MUSTARD	
1/2 lb. 6 lb. box	16
OLIVES	
Bulk, 1 gal. kegs	1 00@1 10
Bulk, 2 gal. kegs	95@1 05
Bulk, 5 gal. kegs	90@1 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 5 oz.	2 25
Lunch, 10 oz.	90
Lunch, 16 oz.	1 35
Queen, Mammoth, 19	2 25
oz.	
Queen, Mammoth, 28	4 25
oz.	
Olive Chow, 2 doz. cs.	5 75
per doz.	2 25

PICKLES	
Medium	
Barrels, 1,200 count	7 75
Half bbls., 600 count	4 38
5 gallon kegs	1 90
Small	
Barrels	9 50
Half barrels	5 25
5 gallon kegs	2 25
Gherkins	
Barrels	14 00
Half barrels	6 50
5 gallon kegs	2 50
Sweet Small	
Barrels	17 00
Half barrels	9 25
5 gallon kegs	3 50

8

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

Pelts	
Old Wool	60@1 25
Lambs	25@ 50
Shearlings	10@ 40

Tallow	
No. 1	@ 5
No. 2	@ 4

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

HORSE RADISH	
Per doz.	90

Jelly	
5lb. pails, per doz.	2 40
15lb. pails, per doz.	65
30lb. pails, per doz.	1 25

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

MAPLEINE	
2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75

MINCE MEAT	
Per case	2 85

MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20

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

MUSTARD	
1/2 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs	1 00@1 10
Bulk, 2 gal. kegs	95@1 05
Bulk, 5 gal. kegs	90@1 00

oz.	5	75
Olive Chow, 2 doz. cs.		
per doz.	2	25
PICKLES		

SPECIAL PRICE CURRENT

15

16

17

12

13

14

Smoking

Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Buck Horn, 15c	17 28
Buck Horn, 8 oz.	3 60
Buck Horn, 16 oz.	6 72
Black Swan, 5c	5 76
Black Swan, 10c	11 52
Black Swan, 15c	17 28
Black Swan, 8 oz.	3 60
Black Swan, 16 oz.	6 72
Brotherhood, 5c	5 76
Brotherhood, 10c	11 52
Brotherhood, 15c	17 28
Brotherhood, 8 oz.	3 60
Brotherhood, 16 oz.	6 72
Carnival, 5c	5 76
Carnival, 10c	11 52
Carnival, 15c	17 28
Carnival, 8 oz.	3 60
Carnival, 16 oz.	6 72
Cigar Clipg, Johnson	30
Cigar Clipg, Seymour	30
Identity, 3 & 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Corn Cake, 10c	11 52
Corn Cake, 15c	17 28
Corn Cake, 8 oz.	3 60
Corn Cake, 16 oz.	6 72
Cuban Star, 5c	5 76
Cuban Star, 10c	11 52
Cuban Star, 15c	17 28
Cuban Star, 8 oz.	3 60
Cuban Star, 16 oz.	6 72
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	7 75
Dills Best, 3 1/2 oz.	11 52
Dills Best, 5 1/2 oz.	17 28
Dills Best, 8 oz.	24 00
Dixie Kid, 5c	5 76
Duke's Mixture, 5c	5 76
Duke's Mixture, 10c	11 52
Duke's Mixture, 15c	17 28
Duke's Mixture, 8 oz.	3 60
Duke's Mixture, 16 oz.	6 72
Drum, 5c	5 76
F. F. A., 4 oz.	5 04
F. F. A., 7 oz.	11 52
F. F. A., 10c	11 52
F. F. A., 15c	17 28
F. F. A., 8 oz.	3 60
F. F. A., 16 oz.	6 72
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	11 52
Five Bros., 15c	17 28
Five Bros., 8 oz.	3 60
Five Bros., 16 oz.	6 72
Five cent cut Plug	29
F O B 10c	11 52
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c	4 70
Gall & Ax. Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	84
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 10c	11 52
Giant, 15c	17 28
Giant, 8 oz.	3 60
Giant, 16 oz.	6 72
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, 10c	12 20
I X L, 15c	18 30
I X L, 8 oz.	3 90
I X L, 16 oz.	7 80
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Just Suits, 15c	18 00
Just Suits, 8 oz.	3 60
Just Suits, 16 oz.	7 20
Kiln Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 15c	17 28
King Bird, 8 oz.	3 60
King Bird, 16 oz.	7 20
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 10c	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 15c	17 28
Myrtle Navy, 8 oz.	3 60
Myrtle Navy, 16 oz.	7 20
Mayflower, 5c	5 76
Mayflower, 10c	11 52
Mayflower, 15c	17 28
Mayflower, 8 oz.	3 60
Mayflower, 16 oz.	7 20
Nigger Hair, 5c	6 00
Nigger Hair, 10c	12 00
Nigger Hair, 15c	18 00
Nigger Hair, 8 oz.	3 60
Nigger Hair, 16 oz.	7 20
Nigger Head, 5c	5 40
Nigger Head, 10c	10 80
Nigger Head, 15c	16 20
Nigger Head, 8 oz.	3 20
Nigger Head, 16 oz.	6 40
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Crve 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 10c	11 52
Old Crop, 15c	17 28
Old Crop, 8 oz.	3 60
Old Crop, 16 oz.	7 20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c	11 52
Peerless, 15c	17 28
Peerless, 8 oz.	3 60
Peerless, 16 oz.	7 20
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. case	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 52
Plow Boy, 15c	17 28
Plow Boy, 8 oz.	3 60
Plow Boy, 16 oz.	7 20
Pedro, 10c	11 98
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 15c	144
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 68
Queen Quality, 5c	48
Rob Roy, 5c	5 76
Rob Roy, 10c	11 52
Rob Roy, 15c	17 28
Rob Roy, 8 oz.	3 60
Rob Roy, 16 oz.	7 20
S. & M., 5c	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c	5 76
Soldier Boy, 10c	11 52

Pilot, 7 oz. doz.	1 05
Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	6 00
Sweet Lotus, 10c	12 00
Sweet Lotus, per dz.	4 35
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c	5 76
Standard, 10c	11 52
Standard, 15c	17 28
Standard, 8 oz.	3 60
Standard, 16 oz.	7 20
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 1 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Three Feathers and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Trouth Line, 5c	5 90
Trouth Line, 10c	11 80
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c	7 45
Twin Oaks, 10c	96
Union Leader, 50c	5 10
Union Leader, 25c	2 60
Union Leader, 10c	11 52
Union Leader, 5c	6 00
Union Workman, 1 1/2	5 76
Uncle Sam, 10c	10 98
Uncle Sam, 8 oz.	2 25
U. S. Marine, 5c	5 76
Van Bibber, 2 oz. tin	88
Velvet, 5c	48
Velvet, 10c	96
Velvet, 8 oz. tin	3 84
Velvet, 16 oz. can	7 68
Velvet, combination cs	5 75
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 00
Yum Yum, 10c	11 52
Yum Yum, 1 lb., doz.	4 80

TWINE

Cotton, 3 ply	22
Cotton, 4 ply	22
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	24
Wool, 1 lb. bales	9 1/2

VINEGAR

White Wine, 40 grain	8 1/2
White Wine, 80 grain	11 1/2
White Wine, 100 grain	13 1/2
Oakland Vinegar & Pickle	
Co.'s Brands	
Highland apple cider	22
Oakland apple cider	16
State Seal sugar	14
Oakland white picklg	10
Packages free.	

WICKING

No. 0, per gross	30
No. 1, per gross	40
No. 2, per gross	50
No. 3, per gross	75

WOODENWARE

Baskets	
Bushels	1 00
Bushels, wide band	1 15
Market	3 50
Splint, large	3 50
Splint, medium	3 00
Splint, small	2 75
Willow, Clothes, large	8 25
Willow, Clothes, small	6 75
Willow, Clothes, me'm	7 50

Butter Plates

Ovals	
1/4 lb., 250 in crate	35
1/2 lb., 250 in crate	35
1 lb., 250 in crate	40
2 lb., 250 in crate	50
3 lb., 250 in crate	70
5 lb., 250 in crate	90

Wire End

1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 20 in crate	65

Churns

Barrel, 5 gal., each	2 4c
Barrel, 10 gal., each	2 55

Clothes Pins

Round Head	
4 1/2 inch, 5 gross	65
Cartons, 20 2 1/2 doz. bxs	70
Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20
No. 1, complete	40
No. 2, complete	28
Case No. 2, fillers, 15	
sets	1 85
Case, medium, 12 sets	1 15

Faucets

Cork lined, 3 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90

Mop Sticks

Trojan spring	90
Eclipse patent spring	85
No. 1 common	80
No. 2 pat. brush holder	85
Ideal No. 7	85
12lb. cotton mop heads	1 30

Palls

2-hoop Standard	2 00
2-hoop Standard	2 25
3-wire Cable	2 30
Fibre	2 40

Toothpicks

Birch, 100 packages	2 00
Ideal	85

Traps

Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
10 qt. Galvanized	1 55
12 qt. Galvanized	1 70
14 qt. Galvanized	1 90
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75

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
16-in. Cable, No. 3	6 00
No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	5 50
Medium Galvanized	4 75
Small Galvanized	4 25

Washboards

Banner, Globe	2 50
Brass, Single	3 25
Glass, Single	3 25
Single Acme	3 15
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Enough	3 25
Universal	3 15

Window Cleaners

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

Wood Bowls

13 in. Butter	1 75
15 in. Butter	2 50
17 in. Butter	4 75
19 in. Butter	7 50

WRAPPING PAPER

Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short c't	10
Wax Butter, full c't	15
Wax Butter, rolls	12

YEAST CAKE

Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	85

YOURS TRULY LINES

Pork and Beans 2 70@3 60	
Condensed Soup 3 25@3 60	
Salad Dressing 3 80@4 50	
Apple Butter	@3 80
Catsup	2 70@6 75
Macaroni	1 70@2 35
Spices	40@ 85
Herbs	@ 75

AXLE GREASE

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

CHARCOAL

Car lots or local shipments, bulk or sacked in paper or jute. Poultry and stock charcoal.

M. O. DEWEY CO., Jackson, Mich.

BAKING POWDER

10 oz., 4 doz. in case	85
15 oz., 4 doz. in case	1 25
20 oz., 3 doz. in case	1 60
25 oz., 4 doz. in case	2 00
50 oz., 2 doz. plain top	4 00
50 oz., 2 doz. screw top	4 20
80 oz., 1 doz. plain top	6 50
80 oz., 1 doz. screw top	6 75
Barrel Deal No. 2	
With 4 dozen 10 oz. free	
Barrel Deal No. 2	
6 doz. each, 10, 15 and	
25 oz.	32 80
With 3 dozen 10 oz. free	
Half-Barrel Deal No. 3	
4 doz. each, 10, 15 and	
25 oz.	16 40
With 2 doz. 10 oz. free	
All cases sold F. O. B.	
jobbing point.	
All barrels and half-	
barrels sold F. O. B. Chi-	
cago.	

Royal

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

CIGARS

Johnson Cigar Co.'s Brand	
Dutch Masters Club 70 00	
Dutch Master Grande 68 00	
Dutch Masters, Fan. 68 00	
Little Dutch Masters	
(300 lots)	10 00
Gee Jay (300 lots)	10 00

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Active partner wanted to finance pharmacy in Occidental Hotel block, Muskegon. No better location in the city. Address No. 581, care Tradesman. 581

GREAT RETAIL OPPORTUNITY—On account other interests we shall sell our going, growing 21-year-established, \$150,000-a-year business. Complete women's ready-to-wear, men's and boys' clothing and furnishings, dry goods, men's and ladies' shoes. Stocks A1 condition. Fall orders placed. Cash needed \$40,000 to \$50,000. Would sell one, two or three lines separately; buildings conveniently arranged. As owners of buildings we offer attractive rental terms. Population 20,000 within four mile radius. Sale on basis of stock; nothing for "good will." The Glauber-Beer Co., Crippile Creek, Colo. 582

Partner Wanted—Silent or active partner to buy one-third or one-half interest in well established drug business. Stock and fixtures will invoice \$9,000. This is a good business opportunity for a young man who is a hustler and has some capital to invest. Apply or address Bailey Drug Co., Boyne City, Michigan. 583

Who wants a clean general merchandise business in heart of fruit belt East Texas, invoicing \$6,000? Splendid opportunity to enter legitimate business, and leave the frozen north. Address, No. 585, care Tradesman. 585

For Sale or Exchange—For good stock farm, \$6,000 stock of merchandise and fixtures in one of the best little towns in Northern Michigan; also store building 40 x 65. Potato cellar and warehouse with hall overhead. Entire building 30 x 85 feet, two story, on stone wall. Gas lights and furnace. Also a good eight-room dwelling. Will sell separate or altogether. 160 acres of cutover land. No trifling. Address, No. 586, care Tradesman. 586

For Rent—Store and second floor, 203 Monroe avenue. Will lease for two years. Enquire Commercial Savings Bank, Monroe and Lyon, Grand Rapids, Michigan. 587

Receivers public sale to be held at Lawrence, Michigan, on Saturday, Oct. 3, at 2 p. m. First-class, well assorted stock of light and heavy hardware. Stock must be moved at once. Stock invoices \$4,000. Big bargain. Come and bid. Wm. C. Mosier, Receiver, Paw Paw, Michigan. 588

For Sale—P. D. Co. specimen cabinet, 200 specimens, roots and herbs \$10. One dozen Honest John Trusses \$10. Drug stock for exchange. Address C, care Tradesman. 590

For Sale—Thriving general stock. Fine location. Low rent. Good town, population 1,500, paved streets. Stock clean as new. Invoices \$4,500. Address V. C. Wolcott, Union City, Michigan. 591

Salesmen—We pay 40c for three minutes explanation to customers. Figure daily income. Write Lock Box 88, Colon, Michigan. 592

Livery barn and stock in good condition and in thriving town. Write or phone for particulars. Mrs. James Crocker, North Branch, Michigan. 593

Wanted At Once—Experienced dry goods salesman. Address C. D. Carpenter, Big Rapids, Michigan. 594

For Sale—Hand or electric power freight elevator 4 x 5. First National Bank, Traverse City, Michigan. 595

Your chance to buy a complete course in advertising. I. C. S. four volumes cost \$92, price \$20. Need money. Address No. 596, care Tradesman. 596

For Sale—A bakery in a good live town of 3,700 population in Southern Michigan; only one other bakery in town. No bread shipped in. This is a good thing—look it up. Sickness is the only trouble. Trade is good. Address No. 597, care Tradesman, Grand Rapids, Michigan. 597

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. 577

For Sale At A Bargain—Stock of general merchandise, if sold before October 1. A. C. Hayes, Elmdale, Michigan. 578

For Sale—At Texas City, Texas, fancy grocery and market doing \$85,000 business yearly. The healthiest country in the South; so endorsed by the U. S. Army. Other business the reason for selling. \$5,000 will handle. P. O. Box 157, Texas City, Texas. 508

For Sale—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. 572

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

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. 565

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

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. 570

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. 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. Augsburg Co., Kenton, Ohio. 548

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

Wanted—Stock of goods, general stock preferred, in exchange for an improved farm in Southern Michigan, two miles from county seat on splendid road and beautifully located. Good house, two barns, windmill, silo, orchard, etc. Triflers don't answer. Address No. 553, care Tradesman. 553

For Sale or Exchange—Thirty-five horse power Olds gasoline engine in good condition. Reason for selling—going out of business. Will exchange for building lumber, fire wood or what have you? Ames Dean Carriage Co., Jackson, Michigan. 541

Auction selling is the best method for moving "dead" stock. Expert work, honest methods, makes us friends among both buyers and sellers. E. D. Collar, Ionia, Michigan. 543

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

Only drug store in live North Dakota town, stock and fixtures \$3,100. Doing \$7,000 business annually. The Clyde Drug Co., Clyde, N. D. 545

WESTERN POSITIONS open throughout Rocky Mountain and Pacific Coast states for salesmen and department managers in dry goods, clothing, shoes and all lines of general merchandise; also for window trimmers, card writers, advertising men. Attractive salaries. Write for information. Business-Men's Clearing House, Dept. G, Denver, Colo. 530

For Sale—First-class bakery, doing good business. City 13,000. Only three bakeries—the best one. No. 532, care Tradesman. 532

To Rent—Store room, centrally located on Mitchell street, Cadillac, Mich., 25 x 80 ft., with basement and storage room back. Brick building, corner location. Box B, Cadillac, Mich. 474

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

For Sale—Grocery stock, first-class location. Not one dollar old stock. Very small amount credit business; doing between \$1,300 and \$1,500 per month. Buyer can have easy payments on part. Price \$1,800. Address No. 563, care Michigan Tradesman. 563

For closing out or reducing stocks of merchandise, engage Greene Sales Co., Jackson, Michigan. 560

Drug Store For Sale—Invoice \$3,000. Will take part cash, balance time. Rent \$15. Lease to suit. Average daily sales for 1913, \$12. Good reason for selling. F. J. Lyons, Grand Junction, Michigan. 540

For Sale—Hotel property, fronting city park on Lake Erie. Lot, 100 x 200 feet. Three story brick building. Steam heat. Electric lights. Thirty-four rooms. Call bell in every room. Furnished complete for family and commercial service. Always full. Located in one of best county seat towns in Ohio. Population 4,000. John C. Stenson, Port Clinton, Ohio. 531

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

For Sale—Business Men—N. B. Something new. The Morning Bracer, a great nerve remedy. No mineral or drastic drugs. Put up in tablet form, 30 drinks \$1. Send for trial 50c bottle. Postage stamps O. K. Address Mountain Herb Drug Co., 322-323 Widdicombe Bldg., Grand Rapids, Mich. 473

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. 459

For Rent—Store building. Good location for clothing or department store, in a live Michigan town. Address No. 328, care Tradesman. 328

For Sale—Grocery stock and fixtures in best town of 1,500 in Central Michigan. Stock and fixtures about \$2,500. Good reason for selling. Address No. 559, care Tradesman. 559

Variety Stock—Best deal in Western Michigan for the money. Invoice about \$4,000. Will sell at once for \$2,700. Address No. 276, care Tradesman. 276

We 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, prepaid; 75c for 250; \$1.90 per 1,000. Autopress, Wayland, Mich. 65

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

Notice—For closing out or reducing stocks of merchandise, get our proposition and compare with others. Merchants Auction Co., Reedsburg, Wis. 137

If you are interested in selling or buying a grocery or general stock, call or write E. Krulsenga, c-o Musseman Grocer Company, Grand Rapids, Michigan. 154

Wanted—Clothing salesman to open an office and take orders for the best there is in tailoring. An active man is certain to establish a very lucrative business with this line. Write for information. E. L. Moon, General Agent, Columbus, Ohio. 591

Free for six months, my special offer to introduce my magazine "Investing for profit." It is worth \$10 a copy to anyone who has been getting poorer while the rich, richer. It demonstrates the real earning power of money and shows how anyone, no matter how poor, can acquire riches. Investing For Profit is the only progressive financial journal published. It shows how \$100 grows to \$2,200. Write now and I'll send it six months free. H. L. Barber, 433, 28 W. Jackson Blvd., Chicago. 448

HELP WANTED.

Wanted—A few good live salesmen calling on the hardware and grocery trade to handle the "Never-Slip" clothes line fastener. The "Never-Slip" is absolutely new and a good seller. Liberal commission paid. Address Standard Wire Co., Dept. B, Saginaw, Michigan. 584

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. 569

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. 575

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. 579

SITUATIONS WANTED.

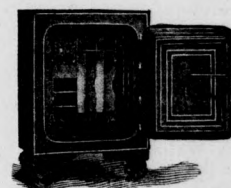
Pharmacist, registered, reliable, competent to manage, inside position or traveling. 580, care Tradesman. 580

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

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

Wanted—Position by young man of good habits, as manager or head clerk of clothing store or men's furnishing department. Can furnish A1 references. Speak Holland and German also. Address No. 503, care Tradesman. 503

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

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.

Some Important Factors in the World Conflict.

Detroit, Sept. 28.—The three nations comprised in the Triple Entente have but one point in common and that is their present hatred of Germany. This hatred on the part of Russia is easy to understand because Germany is the buffer state which has kept her out of Western Europe. France's hatred is largely sentimental and has been steadily growing less as each year has pushed the Franco-German War farther into the past, and the French people have learned to know the genuine regard which the German Kaiser has for their country and civilization.

England has feared the rapidly increasing commercial prosperity of Germany, and her statesmen have fomented this fear even while her people have been in close sympathy with their Teutonic cousins, but never before has England gone to war with Germany. Only one Englishman of prominence, George Bernard Shaw, has had the courage to openly express his disapprobation of England's having gone into the war, and he did this at the very moment when German arms were most victorious. It is quite impossible for us to know, because of the censorship, how serious the reported defeats of German arms may be; but it is not amiss to conjecture as to the results to the world should this defeat be complete.

With the annihilation of Germany I can only see the destruction of the British Empire. France will be satisfied with the restoration of Alsace-Lorraine. The French are a thrifty and home-loving people, and after the war will do as they did in 1871, set about rebuilding their weakened prosperity.

With France to one side and Germany out of the way then will come the struggle between the Anglo-Saxon and the Slav; so frequently prophesied by Napoleon.

Into this struggle has entered an element which Napoleon did not foresee—Japan. Already she is seeking a closer alliance with Russia, the only European power with whom she has any really kindred interests. In this final conflict we ourselves are very likely to be drawn in spite of our "splendid isolation," because we have known for several years that Japan has been watching our increase of power in the Pacific with jealous eye.

Against this Russo-Japanese alliance England will be put to the extreme test, and it is very doubtful whether she can hold her own, even with the support of her colonies. In the present war Canada, Australia, and New Zealand are intensely loyal, but all of these colonies realize more keenly than ourselves the danger of a strengthened Japan, and Britain's alliance with Japan has been viewed by them with grave apprehension. Should Great Britain be involved in a life-and-death struggle with a victorious Russia aligned with Japan, these three colonies would be compelled to withdraw from the Imperial Federation in order to preserve their very existence.

Why we, an Anglo-Saxon people of Teutonic origin, cannot realize how necessary to the world is the preservation of the great German nation, I cannot see. Our papers keep repeating that we are not against the German people, that we admire them for their knowledge, their science, music, their literature, their art, and especially for what they have taught the world of municipal government; but we abhor their "militarism, which is grinding the life out of the people," and we condemn their Kaiser for arbitrarily and voluntarily bringing on this war. Just one word on this last subject before we get to the main question. All the world agrees that the American is a keen business man. Is it likely that any man who has

spent his life and his money building up a large and prosperous business would deliberately destroy the same to gratify a whim? Would he not bend every effort to preserve his business unless he were absolutely forced to sacrifice it?

When Wilhelm II came to the throne Germany was a comparatively poor agricultural nation, with no navy and no merchant marine. For twenty-five years the Kaiser has devoted himself, with almost superhuman energy, to make his people rich and prosperous in all the arts of peace. He inspired manufacture, and in the face of strong opposition in its inception, established a navy; and largely out of his own private fortune built up a merchant marine second to none. Under his rule emigration from Germany has largely ceased except to America, and she has increased in wealth and commercial prosperity until even England has recognized in her her most dangerous rival. Her cities have grown in population more rapidly than our own, and have shown the world how cities can be governed with thrift and economy and without slums.

Is it reasonable that the Kaiser would destroy all this property, his life work, unless he had been forced to do so?

It may be said that at the same time he was strengthening his military machine. If Canada had three times our population and were steadily arming and again arming on one side of us, and Mexico were almost our size and were doing the same thing on the other side, would we neglect our army and navy? I think not.

To turn to the statement that we are not against the German people—who are fighting in the German army except the German people? The writers and thinkers and artists and men of business, as one man, are united in the struggle for the very existence of their Fatherland, and they fight with their heads and their hearts as well as their hands because they have had the most democratic training in the world—the German military discipline which treats the son of the Kaiser and the son of the laborer just alike because they are men.

Is it not wise, before arriving at any conclusion as to which way our sympathy inclines, for us to consider first what is for the best interests of our own people and then what is best for the rest of the world? We have been brought to realize by grim necessity the mistake we made in abolishing our merchant marine and are now busily considering how best to remedy our mistake. England, by her informal protests against our buying foreign ships, has shown how she would regard such an effort on our part, and it is only natural to foresee that should we become prosperous on the sea her present fear and animosity toward Germany will be turned against us. The English papers state that should Germany be successful in this war, she will dominate the world. This is a statement which it is impossible for us to accept, but, if we could accept it, would not an enlightened Teutonic supremacy be preferable for all to the predominance of semi-civilized Russia?

The whole world realizes that for twenty-five years the Kaiser has kept the peace of Europe, often thereby sacrificing his popularity with his own people—witness his attitude during the recent Balkan war. The up-keep of his army is no heavier burden to his people than is our pension list to us, but it is only reasonable to suppose that should his life-dream be realized and his country made secure, he would be the very first to propose an agreement between the nations by which his armament could be reduced to the minimum and thereby the greater revenues be used in building

up the prosperity of his country in all the arts of peace.

Alfred H. Granger.

Victory for the Fraudulent Advertising Law.

James Benjamins, charged with misrepresenting and misleading in advertising, pleaded guilty in Police Court yesterday and was fined \$13.35 by Judge Hess.

The case against Mr. Benjamins was brought by the Michigan Retail Clothiers' Association of Michigan, Abraham Rosen, of Muskegon, Secretary, being the complainant. It is alleged in the complaint that the following advertisement appeared in the Evening Press September 4.

"At \$11.50 we offer you the choice of twenty models and more than fifty different patterns of the finest fall and winter \$28 suits ever placed on sale in Grand Rapids. Don't take our word for it. Come and look for yourselves. They never sold by Leonard Benjamins for less than \$25. Chicago Salvage price, only \$11.50.

The complainant alleged that the statements contained in this advertisement were untrue.

The Michigan Retail Clothiers' Association has raised a fund for the prosecution of all cases in violation of the laws. The case against Mr. Benjamins is the first one ever instituted in this city. Mr. Benjamins has long enjoyed an excellent reputation as a clothing merchant in Grand Rapids. He has lately fitted up a beautiful store in the Grinnell block but still having a lease on the old location, opposite the Morton House, he arranged with the Chicago Salvage Co. to continue the business for a time. The Salvage Co. having nothing in common with Grand Rapids except to exact as large a toll as possible from gullible customers, proceeded to plaster the store front with signs which give Monroe street an unfortunate appearance, suggestive of the Bowery and cheap sections of the great cities. Such methods may serve to attract trade in some cities, but the Tradesman does not believe that Grand Rapids people will respond very generously to the clap trap advertising of the Chicago Salvage Co., which is more suggestive of shoddy than of the honorable and conservative methods which have always characterized the Benjamins house during its long career in this city. The Tradesman has every confidence in Mr. Benjamins' good intentions generally, but he certainly reversed the policy of a life time when he entered into contract relations with such a concern as the Chicago Salvage Co.

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

Buffalo, Sept. 30.—Creamery butter, fresh, 26@31c; dairy, 24@28c; poor to good, all kinds, 18@22c.

Cheese—New fancy, 16@16½c; new choice, 15½@16c.

Eggs—Choice fresh, 28c; fancy, 29@30c.

Poultry (live)—Cox, 12c; fowls 15@17c; ducks, 15@16c; chickens, 16@18c.

Beans—Medium, \$3.00; pea, \$2.75. Potatoes—New, 60@70c per bu.

Rea & Witzig.

Needed No Speedometer.

Percy Peck (Peck Bros. Co.) was in Ada recently and noted an animated conversation between two gentlemen on the hotel steps. One of the men was undertaking to sell the other a speedometer for his ford car. The owner of the ford demurred to making the purchase and finally brought the negotiations to close by the following conclusive reason why a speedometer was not needed:

"What is the use? When my car goes ten miles an hour the fenders rattle and when I go fifteen miles an hour the entire machine rattles. What better speedometer do I need?"

Postmaster General Burleson has under consideration a plan to extend 2 cent postage to the Western Hemisphere. It would involve a sacrifice of revenue, but would go far toward building up direct and frequent mail exchanges between all the countries of North and South America. Between Germany and Brazil a "card order" postal money order system is in effect, and this has promoted trade between several South American ports and Germany. If the Latin-American countries can be influenced to enter into money order conventions with the United States, business between them will be aided.

Bay City has reduced its minimum water rate on metered service to householders from 75 to 50 cents a month. Where more than the minimum quantity is used there will be the usual charge of 10 cents per 1,000 gallons.

Detroit — The National Electric Starter Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

The Nowaczyk Furniture Co., 415 West Bridge street, is manufacturing a refrigerator counter for meat dealers which is meeting with a rapidly increasing demand.

Mr. and Mrs. Arthur Hebert and their two sons, Russell and Gordon, have succeeded Mrs. E. P. Potter in the grocery business at 413 Fourth street.

Coopersville—The Polkton Mercantile Co. has sold its stock to John A. Benson, who will continue the business.

Lawrence—The Lawrence Co-Operative Co. succeeds Martin Bros. Co. in general trade.

The Michigan Washing Machine Co. has increased its capital stock from \$60,000 to \$100,000.

BUSINESS CHANCES.

For Sale—A small stock of staple dry goods, located in Central Michigan. Good town of 40,000. Railroad center, also factory district. Rent, \$18 per month. This can't be beaten for amount invested—\$2,500. Address No. 598, care Michigan Tradesman. 598

What have you to trade for my feed and potato crate mill? Good location for cider mill. Have 25 H. P. gasoline engine, large building. Box 7, Butternut, Michigan. 599

Want small stock merchandise—Southern Michigan, cheap. A. E. Greene, Rudyard, Michigan. 600



GOLD DUST



We are always *advertising* GOLD DUST,
Women are always *buying* GOLD DUST,
Grocers are always *selling* GOLD DUST,
Don't fail to keep GOLD DUST well
displayed at all times. Its wonderful
cleansing powers, plus steady advertising,
make it a "seller-at-sight."

THE N.K. FAIRBANK COMPANY

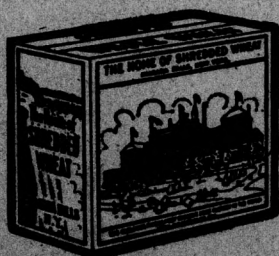
Not Sold by Weight



The nutritive value of a prepared food is not determined by weight. The purity and food value of

Shredded Wheat

are in the shredding process—the best process ever discovered for preparing the whole wheat grain in a digestible form. We are not selling the raw wheat at so much per pound. Considering its high nutritive value Shredded Wheat is the cheapest food on earth. It is the one universal staple breakfast cereal, always clean, always pure, always the same.



TRISCUIT is the Shredded Wheat wafer—a crisp, tasty whole wheat toast—delicious with butter, cheese or marmalades.

Shredded Wheat Biscuit is packed in odorless spruce wood cases which may be readily sold for ten or fifteen cents, thereby adding to the grocer's profits.

MADE ONLY BY

The Shredded Wheat Company
NIAGARA FALLS, N. Y.

Horse Blankets---Plush and Fur Robes Automobile Robes

We bought our stock before the war and have not advanced our price.
You are invited to look over our line.

SHERWOOD HALL CO., LTD.

Ionia Ave. and Louis St.

Grand Rapids, Michigan

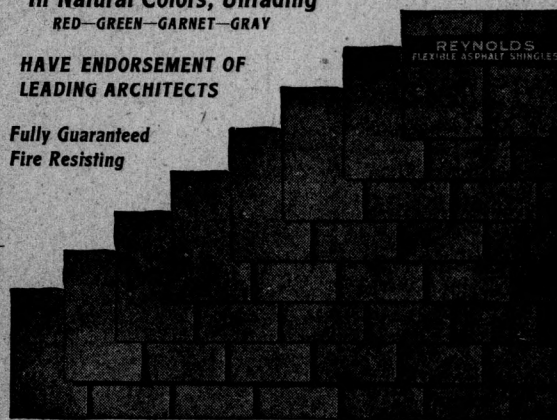
Reynolds Flexible Asphalt Shingles

In Natural Colors, Unfading

RED—GREEN—GARNET—GRAY

HAVE ENDORSEMENT OF
LEADING ARCHITECTS

Fully Guaranteed
Fire Resisting



10
Years
Test

Approved by National Board of Underwriters.

Beware of IMITATIONS. Ask for Sample and Booklet.
Write us for Agency Proposition.

H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer

GRAND RAPIDS, MICH.

The Established Price of Quaker Oats Has Not Changed

Since the European war the oats from which Quaker Oats is made have cost the manufacturer from 40 to 50 per cent more than heretofore.

Most food products have advanced tremendously.

The price of Quaker Oats to the consumer remains unchanged.

People are looking more than ever before for cheap, nutritious, delicious foods. Quaker Oats stands first among them in the public mind.

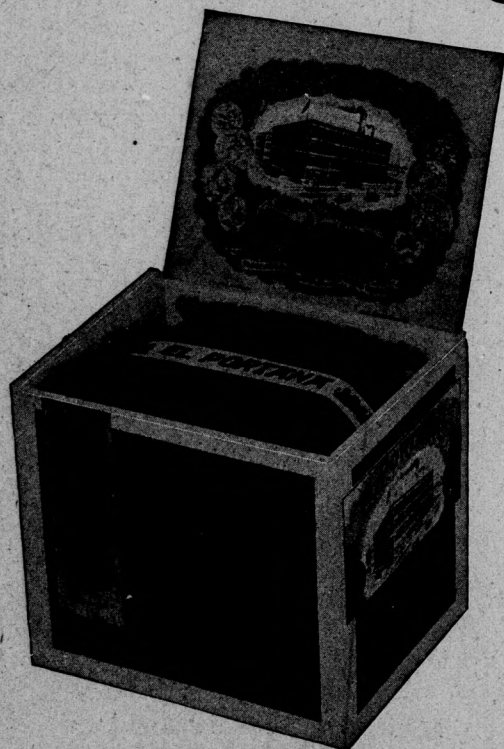
Let Your Customers Know That the Usual Price of Quaker Oats Still Prevails

Do this and suggest its purchase by making displays where customers can see them. You can now secure the largest trade in its history.

We advise carrying liberal stocks. There can be no reduction. That is certain. And soaring oat prices may force an advance.

The Quaker Oats Company

El Portana Cigar



This is size No. 5
THE POPULAR SHAPE
Handled by all jobbers—sold by all dealers

G. J. JOHNSON CIGAR CO. Grand Rapids



Handle It
On Its Record
In all the years "White House Coffee" has been marketed, it has never been allowed to deteriorate in character or in quality. If you have followed its rise to its present top-notch position as the leader, you know we're right.

Distributed at Wholesale by
Judson Grocer Co., Grand Rapids