

CLOSING THE DOORS

I have closed the door on Doubt;
I will go by what light I can find,
And hold up my hands, and reach them out
To the glimmer of God in the dark, and call:
"I am thine, though I grope and stumble and fall,
I serve; and Thy service is kind."

I have closed the door on Fear.
He has lived with me far too long.
If he were to break forth and reappear,
I should lift my eyes and look at the sky,
And sing aloud, and run lightly by:
He will never follow a song.

I have closed the door on Gloom.
His house has too narrow a view.
I must seek for my soul a wider room,
With windows to open and let in the sun,
And radiant lamps when the day is done,
And the breeze of the world blowing through.

What Care I?

What care I for caste or creed?
It is the deed, it is the deed;
What for class or what for clan?
It is the man, it is the man;
Heirs of love and joy and woe,
Who is high and who is low?
Mountains, valley, sky and sea,
Are for all humanity.

What care I for robe or stole?
It is the soul, it is the soul;
What for crown, or what for crest?
It is the heart within the breast;
It is the faith, it is the hope,
It is the struggle up the slope;
It is the brain and eye to see
One God and one humanity.

Aladdin

When I was a beggarly boy,
And lived in a cellar damp,
I had not a friend nor a toy
But I had Aladdin's lamp;
When I could not sleep for the cold,
I had fire enough in my brain,
And builded with roofs of gold
My beautiful castles in Spain!

Since then I have toiled day and night,
I have money and power good store,
But I'd give all my lamps of silver bright
For the one that is mine no more;
Take, Fortune, whatever you choose,
You gave, and may snatch again;
I have nothing 't would pain me to lose,
For I own no more castles in Spain.

James Russell Lowell.

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LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

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They are so good we are compelled to work to full capacity to supply the demand

G. J. JOHNSON CIGAR CO., Makers
GRAND RAPIDS

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
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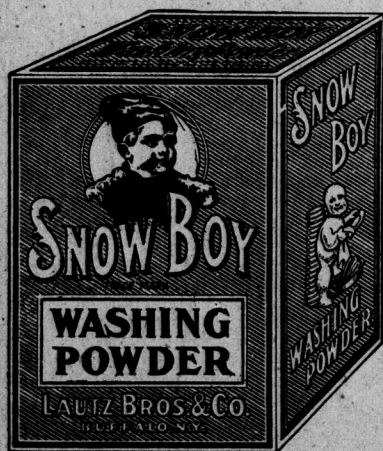
Call up our Flour Department for some attractive prices.

Judson Grocer Co.

The Pure Foods House

GRAND RAPIDS

MICHIGAN



SNOW BOY FREE!

For a limited time and subject to withdrawal without advance notice, we offer

SNOW BOY WASHING POWDER 24s FAMILY SIZE

through the jobber—to Retail Grocers

25 boxes @ \$3.60—5 boxes FREE

10 boxes @ 3.60—2 boxes FREE

5 boxes @ 3.65—1 box FREE

2½ boxes @ 3.75—½ box FREE

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

All Orders at above prices must be for immediate delivery.

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

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

Yours very truly,

Lautz Bros. & Co.

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

MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 18, 1914

Number 1626

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MEET HALF WAY.

Sugar Refiners Inclined to Grant Retailers' Request.

In line with the leading editorial in the Tradesman last week, the following letter was dispatched to the beet sugar companies of Michigan on Thursday:

Grand Rapids, Nov. 12.—I send you under separate cover sample copy of this week's issue of the Michigan Tradesman containing leading editorial on the sale of sugar at retail by the refiners and beg leave to call your attention to the fact that it is not the amount of sugar sold in this manner that does the damage, but the suggestion it creates in the mind of the purchaser that he ought to be able to make a similar saving in all lines of goods purchased, which tends to estrange him from the regular dealer and divert his patronage to the mail order house, the co-operative buying exchange and other mediums, which inevitably result in the demoralization of business and the ultimate impoverishment of the retail dealer.

If the conclusion I draw from the situation appears to you to be a logical one, would you be willing to kindly agree to discontinue the sale of sugar to the consumer altogether?

In return for this concession I would publish a series of articles in the Tradesman urging the retail grocers of Michigan to handle Michigan sugar exclusively, so long as stocks are available. I assume that you do not have any difficulty in placing your output, so that the granting of this concession on your part would not be a hardship to you.

I make this request solely in behalf of the retail grocer, in the belief that his interests and yours are mutual, and do not wish you to infer that I am undertaking to dictate to you in any way or to urge you to adopt a course that would be detrimental to you or your business.

I thank you in advance for the courtesy of a reply. E. A. Stowe.

St. Louis Willing.

St. Louis, Nov. 14.—We were pleased to know how fairly you have treated the sale of sugar to our beet growers.

Since writing you our former letter, we have limited the sale to one barrel or its equivalent to any one grower, and believe there is little liability of their purchasing for neighbors and friends.

Holland-St. Louis Sugar Co.

Bay City Agreeable.

Bay City, Nov. 14.—We have your favor of Nov. 12 and also your edi-

torial on the practice of the sugar companies selling sugar to the farmers.

Pardon us for saying so, but if this article has a large circulation through any channels that would put it in the hands of the farmers, we think that you have given them as much food for thought along what you call undesirable lines as would our practice of selling them sugar. Please do not consider this as criticism, nor as retaliatory. We are very glad, to take the matter up with you and state our position.

The West Bay City Sugar Company, of this city, and the Owosso Sugar Company, of Owosso and Lansing, have sold sugar to their contractors for a great many years. We have never considered it desirable to do so until this year when Mr. Wallace, General Manager of the Michigan Sugar Company, told us that he was going to adopt the practice with his six plants on account of the competition from the Owosso Sugar Company in securing acreage, due to the fact that they were selling sugar to the farmers. You can understand that this company could not hold out and be practically the only one in the State not selling to the farmers. We would be perfectly willing to discontinue the practice at any time that competition does not compel us to do otherwise.

We hope that we have made the matter clear to you as we understand it. German American Sugar Co.

Blissfield Conciliatory.

Toledo, Ohio, Nov. 14.—We are in receipt of your letter of Nov. 4, addressed to our factory at Blissfield, Michigan. We have adopted the practice of selling the growers two bags of sugar at the wholesale price. I understand that some of the factories have been giving as high as six bags, but we must confine our concessions in this direction to the actual needs of the grower, so that trading or selling may be avoided. I find that it may be necessary to increase to three bags, as most of the growers use that amount, and this we are now considering, but we will in no case exceed this amount.

I agree with you that it would not be fair to the retail trade to adopt any policy that would interfere seriously with their business.

W. B. Rosevear,
Manager Continental Sugar Co.

A Jobber's Viewpoint.

Saginaw, Nov. 14.—There is only one right and low-cost chain of distribution—manufacturer, jobber, retailer, consumer.

We feel sure that the sugar manufacturers would not have started the direct-selling system to their beet growers if they had realized the serious disturbance it would have caused.

The amount of their sales is not so great, but the annoying point is—they cover a large portion of the State. The buyer is likely to notify several merchants and all his neighbors that he enjoys the jobber's cost on sugar, greatly to the annoyance of every merchant and, we believe greatly to the annoyance of the sugar companies.

Following is an extract taken from a letter received this morning from the General Manager of one of the sugar companies:

"We have been working for several days, endeavoring to do away with this selling of sugar to farmers entirely, and hope to succeed."

The last paragraph of your editorial covers the situation exactly. There is no half-way position satisfactory to anybody. Either the sugar companies must sell to every one who will buy, and the jobber and retail merchant defend themselves as best they can, or the sugar companies must plan some other way to favor their beet growers. Symons Bros. & Co.

Will Meet Again in Lansing.

Lansing, Nov. 14.—The eleventh annual convention of the Michigan Retail Implement and Vehicle Dealers' Association, which was held in this city this week, was well attended and accomplished much for the members in point of both suggestion and action. The programme was carried out substantially as published in the Tradesman two weeks ago. The old officers were unanimously elected, as follows:

President—D. M. McAuliffe, Albion.
Vice-President—C. A. Slayton, Tecumseh.

Treasurer—J. H. Benton, Grand Rapids.

Secretary—J. F. Follmer, Vicksburg.
Sergeant-at-Arms—W. O. Barton, Portland.

Directors for next year were named to include E. J. Merrifield, Bloomingdale; F. M. Crowe, Owosso; Joseph Wagner, Kinde; L. F. Wolfe, Mr. Clemens.

The hold-over directors are C. L. Glasgow, Nashville; Richard Barron, Howell; Isaac Van Dyke, Zeeland; W. L. C. Reid, Jackson.

The vote on the convention contest for 1915 gave Lansing thirty-three votes over thirteen for Kalamazoo and Saginaw seven.

No Short Weight Scales in Owosso.

Owosso, Nov. 17.—Because of statements made at a recent meeting of the city commission, the grocers of the city felt that their honesty had been impugned. It was hinted that a man who had called on every grocer in the city for five pounds of sugar had received the correct weight in but one case, and the inference followed that short weight scales were in use in the city. The grocers, in order to be set aright, applied to the State Dairy and Food Department for an inspector and Russell Woodworth was sent from Lansing. He spent an entire day here and when he had finished he gave the grocers a good character. Mr. Woodworth examined every scale in every grocery store, and found them correct with one exception—and that scale favored the purchaser instead of the grocer.

A Direct Question.

At a reunion of the Adams family the chicken croquettes gave out, so the maids carefully neglected the younger children. After vainly trying to attract the attention of his mother, one of the little boys at the lower end of the table called out in a loud tone of voice: "Mother!"

"What is it, Albert?" she replied.

"Do you think," went on the child, "I should have like the croquettes if I had had one?"

One German's View of the Kaiser.

Grand Rapids, Nov. 17.—Being of German birth, I feel privileged to criticize, or even to condemn, the attitude of Germany, or more especially the Kaiser in the present war, which will go down in history as the most calamitous within the range of written records. Almost suicidal for Germany, whichever way it ends. There are none living to-day, in Germany, or of German blood who have emigrated to other countries, who will live to see Germany what it was before. The wounds caused by this war will not heal for many generations. For a truly great man, as the Kaiser certainly is, as a whole, he exhibits many childish traits, noticeable even to his staunchest admirers. The Iron Cross seems to be handed out to every one he sees or hears about who did anything at all, from crossing a river first to capturing a Belgian hen-coop.

My German friends accuse me of being a traitor, and ascribe my lack of patriotism to an American wife, who is, by the way, strongly pro-German in sentiment, although of Welsh descent. I claim that I am more patriotic than those who desire German success, right or wrong, which means no peace on earth until every nation bows to the royal throw-back or is subdued by force of arms. It is, to my mind, the highest form of patriotism to see the Kaiser beaten, for in that way alone will the German people, whom I love, as I should love my kinsmen, be benefitted; they will then come into their own, which is theirs by right of intelligence and achievement, which will then grow, develop, and expand, unhampered by imperial interference. L. H.

Re-organization of American Cash Register Co.

Saginaw, Nov. 17.—The American Cash Register Manufacturing Co. has elected a new board of directors as follows: C. G. Heyne, H. A. Savage, Wm. Seyffardt, M. L. Wilcox, S. W. Hatch, F. R. Huntington, J. D. Ellison. Mr. Heyne, who moved from Columbus to Saginaw with the company, remains President. H. A. Savage, of the local insurance firm of Brady & Savage, was elected Vice-President. Wm. Seyffardt, of the Saginaw Hardware Co., is Secretary and Treasurer and will give his personal attention to the financial end of the business. M. L. Wilcox formerly with the Jackson-Church-Wilcox Co., will represent the factory end on the board of directors. F. R. Huntington, President of the Huntington National Bank of Columbus, Ohio, and Col. J. D. Ellison, of Columbus, Ohio, are old directors and represent the Columbus interests. Ever since the American Cash Register Manufacturing Company moved from Columbus to Saginaw, an effort has been made to interest local business men in the company's affairs and management. This has now been accomplished. The company reports that the temporary interruption of its foreign business, when the war broke out has been removed as far as countries not directly in the war zone are concerned, and that the demand for American cash registers from the domestic dealers and agents is larger than ever.

Considerable unlearning is necessary for the high school graduate.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Nov. 17.—Learn one thing each week about Detroit: Detroit has long been in the forefront in the seed industry and one concern alone, the largest in the world, fills 100,000,000 papers and packages with flower and garden seeds each year.

"Everyone has his troubles," says Johnny Shields, of Petoskey. "For instance, most of the depot lunch counter managers when making sandwiches seldom make both ends meet."

Mr. Glasgow, of Glasgow Bros., proprietors of one of Jackson's large department stores, was a Detroit business visitor last week.

Leo Spellman, of Rumer & Spellman, general comedians, merchants and bane of susceptible traveling men, is a gymnast of note. He gives a splendid imitation of a one armed fiddler that would bring down a house if performed before a city audience. Besides playing an aged and blind fiddler's tune, he holds the fiddle and bow and passes the hat with one arm completely hidden. As T. W. Higginson, an American writer, once said: "That genius is feeble which can not hold its own before the masterpieces of the world."

Stanley Creagh, for the past few years with Burnham, Stoepel & Co., resigned his position two weeks ago and the last heard from him he was wearing a crimson coat and was a member of the English army, having enlisted in London, Ont. Stanley is a native of Sidmouth, England, coming to this country about eight years ago. He is very tall and writes that his captain intends having him transferred to the cavalry, as he would be unable to crouch low enough in a trench to hide his body and would thus give away the position to the enemy. It is hoped that the war will be ended before he reaches the front, but should it not be assured that he will render a good account of himself. He has a brother, Henry, in Detroit who is also employed by Burnham, Stoepel & Co.

Mrs. Frank Musial was a business visitor in Detroit this week. Mrs. Musial purchased the dry goods stock of Frank Wasseliewski, at Bay City, a few days ago. She is very well known in Bay City and has had considerable experience in the business and her many friends predict a bright future for her in the mercantile world.

J. H. Webster, the well-known and popular druggist at 933 Lafayette avenue, furnishes us with our regular weekly drug store hold up story. Last week a six foot bandit entered the store at 9 a. m. and demanded the contents of the cash drawer of the clerk, Julius Smith, who really thought the gun, instead of the bad man, measured six feet. While he escaped, taking with him \$29 of Mr. Webster's money, the bandit overlooked another cash register containing a much larger sum. Mr. Webster was out of the store at the time.

What has become of the old fashioned traveling man who used to get home on Saturday night? In most cases, answering our own question, he is now a stockholder in the house and, in addition to the dividends he draws with welcome regularity, he receives a salary two or three times in excess of the stipend doled out to the fresh young guys who think they must sneak home Thursday night, play billiards in the suburbs all day Friday and then show up at the house Saturday morning, full of excuses for the meagerness of their orders and the down mouthedness of their customers. As I write this, I have in mind a little baking powder salesman up Grand Rapids way who has lived well (in his own home) all his life, who is a large stockholder in the house he represents and who is reputed to be paying taxes on \$50,000 worth of divi-

dend paying property. He has never been seen in Grand Rapids on Saturday, except when he slipped on a banana peel at Jackson some weeks ago and took an enforced lay-off for a month. Do you recognize your picture, Algy?

C. C. Starkweather, manager of the local branch of the Buick Motor Car Co., and one of the United Commercial Travelers most ardent supporters, is also a hunter of note and, as reported to us, uses all of his spare time in hunting since the opening of the duck season. Last week he returned with thirteen victims of his trusty gun.

A. F. Didtman, of Adair, was in Detroit last week in the interests of his general store.

"Cavalry," says Mrs. J. M. G., "is that part of the military service which engages in the real hostilities." Again we say, bring on the knout.

L. P. Thompson, member of the Grand Executive Committee of the United Commercial Travelers, was in Detroit last week. "Lem." is optimistic over the outlook for business and the future of the U. C. T. Optimism always did run riot through his system and that's why the boys always like to have him around where they are.

Mr. Tenniswood, of Tenniswood Bros., general merchants at Peck, was in Detroit on a business trip last week.

The birds will now quake with fear, the fish hide themselves deeper in the sea weeds and Ananias will make preparations for a new addition to his club, which by the way has not received many additions since Roosevelt retired from real activity in politics. And why all this commotion among the feathered and finny tribes? Sydney C. Pungs is going north on a hunting and fishing trip with a few of his merchant-hunter friends from Alpena. The final destination of the party will be at Hubbard Lake, about thirty-two miles from the above named city. Sydney is a representative for Burnham, Stoepel & Co. and (in case he has good luck) we wish to say he is a very fine fellow and we like him very much and he can send it express paid to 202 Montclair avenue, Detroit, Mich.

Like a bolt from a clear sky came the announcement of the death of Francis J. Ratigan, on Tuesday, Nov. 10. Mr. Ratigan for the past few years was assistant manager of the ready-to-wear department for Edson, Moore & Co. Frank, as he was better known in Detroit where he was born and lived all his life, was ill but a few days, succumbing to peritonitis following an attack of appendicitis. He was 24 years of age and was a graduate of the University of Detroit, class of 1911. In September of 1912 he married Miss Marie Berard, well known in Grand Rapids, where she acted as assistant in the office and sample rooms of Edson, Moore & Co. for two years, after which she removed to Detroit, her former home. The union was blessed with a daughter, Patricia. Frank was the son of Mr. and Mrs. William P. Ratigan, old and honored residents of the city. Besides hosts of friends to mourn his loss, Mr. Ratigan is survived by a wife and daughter, his parents, four brothers and three sisters. The Tradesman, joining with the many friends about the State and in the city, extends its heartfelt sympathy to the bereaved family.

Death but supplies the oil for the inextinguishable lamp of life.—Coleridge.

Guy Caverly, local representative for the G. J. Johnson Cigar Co., of Grand Rapids, has just returned from a two weeks' trip to Milwaukee and reports that his sales to date are in excess of those of last year. Guy is one of the few salesmen of the species who is too busy getting business to notice any business depression.

F. W. Wilkinson, furniture dealer at Ann Arbor, was a Detroit business visitor last week.

E. A. Wedemeier, of Grand Rapids, representative for the American Seating Co., of Chicago, has developed a considerable chest expansion of late. Cause: arrival of an eleven pound, lusty lunged bit of humanity at his home.

How would you like to open a grocery store in Grand Rapids and then have to wait a year before you could get your name in the Citizens telephone directory? Conducive to increasing the grocer's business, Yes?

There is a growing dissatisfaction among the traveling men and the houses which pay their expenses over the rates charged by hotels all over the State. Not satisfied with raising their rates, many of the hotels have hit on a plan to further filch from the traveling men. We are not at this time complaining of the rates charged per day by the hotels, but to their charges for a part of a day. If a hotel charges \$3 a day, we can not see why a quarter of a day should be more than 75 cents, any more than a pound of butter at 40 cents should be any more than 30 cents for three-quarters of a pound. The Stearns Hotel, at Ludington, charges \$2.50 per day, yet for three-quarters of a day at the same rate they charge \$2.25. If others charge proportionately, where will it all end? At Flint, the Dresden has a sign in the \$3.50 rooms calling attention to the rates as follows: One-quarter day \$1.50; one-half day, \$2.25, etc. The manager of the Wentworth, at Lansing, claims he is fighting the individual towel law for the Michigan Hotel Keepers Association, which shows that they have no intention of giving good service unless compelled by law, yet they demand prices that call for strictly first-class service. A traveling man stopping at three different hotels in the course of twenty-four hours, according to the above figures, will have to pay for nearly a day and a half. It is high time the United Commercial Travelers took cognizance of hotel conditions in Michigan. Hotels in the State have been known to place at least six men in a room and charge each one the full price of the room. Eventually the jobbers and manufacturers who are obliged to pay the expenses of representatives will be obliged to call on the Legislature for help.

Mrs. L. C. Thompson, mother of L. P. Thompson, died at her home in Jackson Nov. 6 at the age of 76. In behalf of the local Council, we extend sincere sympathy to the bereaved family.

George N. Nack, general merchant at Clarenceville, was in Detroit last week looking after the interest of his store.

William Garvey, member of Cadillac Council, was removed to his home from the hospital last week, where he suffered the amputation of a leg the result of injuries received in the D. U. R. wreck near Jackson a few months ago. Mr. Garvey is now convalescing rapidly and expects to be out by Christmas time.

L. J. K. writes that the men's toilet room of the Donovan House, at Mt. Pleasant, is in an insanitary condition and seldom is there sufficient individual towels for the use of the guests. We wish to suggest that those who find hotels in an insanitary condition and the Henry act violated in any way should write to James Hammell at Lansing. Mr. Hammell is doing his duty in that regard with neatness and dispatch.

"One way to find one of Metheany's sandwiches," says H. B., of Grand Rapids, "is to rub your hand all over until it strikes a rough spot in the plate." Metheany runs the depot lunch room at Cadillac.

Alex. Steinberg, of the Steinberg Bros. department store, at Traverse

City, tells of a customer who was apparently buying an entire outfit which he intended to wear when he made his debut as the happy bridegroom. After selling him everything from shoes to a suit of clothes, Alex. turned to the neckwear case and said to the customer, who was a burly Teuton, "Of course, you will want a new tie" (Alex. never lets any opportunity get by). But the man merely grunted, "No." "But surely," said Alex. "with all this new outfit you will need a new tie." But the customer was obdurate and finally out of curiosity Alex. asked him why he didn't want a new tie. "Uh," he grunted, "got one from the last time," as though getting married was the most commonplace thing in the world.

As an aftermath to the election comes the report that the State Insurance Commissioner is going to investigate the reports that certain companies spent money in the fight for the amendment relative to fraternal societies and ascertain if company funds were used. It is strictly in violation of the law to use the company funds for political purposes.

The Kresge Co. announces the opening of its new store at the corner of Clifford street and Woodward avenue for to-day. The building is eight stories high and one of the finest store buildings in the city. The company will employ 125 women and eighteen men.

Detroit Council was advertised in these columns to meet last Saturday night instead of next Saturday night, Nov. 21. To show that these columns are read, the writer went to the hall last week—and found it was Cadillac Council's meeting night. Remember the date, Nov. 21. A turkey will be given away absolutely free to some member in attendance on that night.

Charity begins at home and in most cases the atmosphere is so agreeable it stays there.

Jim Ouellette, with the J. L. Marcero Co. and member of Cadillac Council, has just completed the erection of a four-family flat on West Grand boulevard. Jim by the way is one of those old fashioned traveling men who never leaves a town until he secures all the business he possibly can book. He took advantage of his chances in this growing city and invested his savings with keen judgment and one of the results is the four-family flat, with others to follow. Jim Ouellette's example would not be a bad one to pattern after.

Mrs. Synder, wife of Mr. Snyder, of Stillwagon & Snyder, general merchants at Wayne, was in Detroit last week in the interest of the store.

Joseph A. Ullenbruch, who died last Friday from injuries received by being run down by an automobile, was with the William Wright Co. for thirty-one years, entering its employ as an apprentice. Close application and ability were soon recognized and he won rapid promotion and at the time of his death was a stockholder in the company and its Secretary-Treasurer.

Lee A. Cuson and Earl M. Bunce have organized the Bunce-Cuson Co. and will take over the distribution of Krit cars in Detroit and Southern Michigan. The salesroom of the company will be located in the Grindley Arcade, 51 Woodward avenue. The company held a formal opening of the salesrooms this week.

In Chicago the authorities found only eight bathtubs in a city block inhabited by 1,596 persons, which goes to show that all city flats are not as small as it is claimed.

Two men entered the store of Elmer Merrick, at 315 Michigan avenue, at noon one day last week and on his refusal to throw up his hands, beat him unmercifully, necessitating his removal to the hospital. The men

escaped, but it is thought that two men taken later were the guilty ones.

William R. Roehm, for twenty-eight years engaged in the stationery and office supply business in Detroit, has been appointed sales manager for George A. Drake & Co., dealers in commercial stationery and office furniture, 103 Woodward avenue.

J. Hoffman, dry goods merchant at Mt. Clemens, was in Detroit on business last week.

The Cunningham Auto Co. has opened a new service station for Maxwell cars at the corner of Woodward and Warren avenues.

Former President William H. Taft will address the Bankers' Club of Detroit on Dec. 3, the date of the seventeenth annual banquet. The Bankers Club includes members from all parts of the State as well as in Detroit.

There is one river in the war zone in Europe, while not visible, seems to be in most of the reports sent to this country—Lys.

Figures given out by the Department of Commerce at Washington show Detroit to be the most prosperous city in the United States. Stick out your chests, fellow citizens.

There is one thing worse than being married—

That is remaining single.

James M. Goldstein.

The Hundredth Man.

"Tell me candidly, doc, do you think I'll pull through?" asked the patient.

"Oh, you're bound to get well," replied the doctor. "You can't help yourself. Statistics prove that out of 100 cases like yours 1 per cent. invariably recovers. I've treated ninety-nine cases and every one of them died. Why, man alive, you can't die if you try!"

Mighty Madcaps From Muskegon.

Muskegon, Nov. 17—Our next meeting will be on Saturday, Nov. 21. All visiting U. C. T. members will be welcomed.

Our genial Secretary expects a raise in salary. That is the reason he sent the postal cards so early.

Judging by the returns that came in from Wayne county, one would think that Jim Goldstein was some politician after all.

John Branch, our good natured member, who makes White Cloud his home, has promised to bring in a new member at the next annual.

We are glad to report that Geo. Conley, Jr., of Geo. Conley & Son, of Fruitport, is rapidly recovering from his recent illness.

Lee Leland, of Saugatuck, who contemplated going to Texas in a machine, changed his mind when he struck the Missouri mud and thought that Home Sweet Home was the best place after all. Mr. Leland's father continued the journey by rail.

Charles Corey, the fat man of our Council, is in the market for a good rabbit dog. Does any one know where Charlie can buy a good poodle?

We notice in some of the theaters and moving picture shows which barnstorm the country that quite often standing room is sold. Can't this sort of thing be stopped before it is too late and we are forced to realize under an actual catastrophe how lax some of us have been in enforcing the laws?

The boys are talking of chartering a special car to Grand Rapids on Dec. 12 to join the Bagmen of Bagdad. If you have not sent in your application, attend the next meeting when final arrangements are to be made regarding the trip. It is not too late to bring in that new member you have been thinking about.

Peter Rose is still at home and, although he is somewhat better, he is not able to go and see the trade.

Pete will appreciate any of the boys calling and paying him a visit.

Christ Follinger says that after he sees all the good times he misses by not attending our meetings he will attend every meeting hereafter.

Possibly we may be able to use some of the French people who are unemployed in reading some of these names on our American bills of fare.

In one of our local meat markets the following sign hung in the window, "Liverworst, 15 cents a pound."

After Nov. 15 all local and inter-urban street cars will stop at the near crossing instead of the further, as heretofore. Please govern yourselves accordingly. You will not be allowed to go to the front platform and smoke, but will have to go in the car and sit with your wife. This may be hard at first, but you will soon learn to enjoy it.

The Grand Rapids & Northwestern Railroad, which was to run through Hesperia, will be sold at auction in Hesperia to pay for some of its indebtedness. After all the hard work Hesperia has gone through in order to get a railroad in its town, we can't help but think that in the near future it will be rewarded by one of the best railroads in the country.

Our address is 59 Fourth street, where all news of any nature will be welcomed.

Milton Steindler.

Convicting Retort.

A New England mother had come upon her eight-year-old son enjoying a feast whereof the components were jam, butter and bread.

"Son," said the mother, "don't you think it a bit extravagant to eat butter with that fine jam?"

"No, ma'am," was the response. "It's economical; the piece of bread does for both."

Quotations on Local Stocks and Bonds.

Public Utilities.		Bid	Asked
Am. Light & Trac. Co., Com.	285	290	
Am. Light & Trac. Co., Pfd.	102	104	
Am. Public Utilities, Com.	35	40	
Am. Public Utilities, Pfd.	60	65	
Cities Service Co., Com.	40	42	
Cities Service Co., Pfd.	50	53	
Comw'th Pr. Ry. & Lt., Com.	50	53	
Comw'th Pr. Ry. & Lt., Pfd.	74	76	
Comw'th 6% 5 year bond	95½	99	
Holland St. Louis Sugar	4	5	
Michigan Sugar	35	40	
Pacific Gas & Elec. Co., Com.	35	37	
Tennessee Ry. Lt. & Pr., Com.	9	11	
Tennessee Ry. Lt. & Pr., Pfd.	45	50	
United Light & Rys., Com.	40	45	
United Light & Rys., Pfd.	65	68	
United Lt. & Ry. new 2nd Pfd.	59	63	
United Light 1st and ref. 5% bonds		89	
Industrial and Bank Stocks.			
Dennis Canadian Co.	85	90	
Furniture City Brewing Co.	50	60	
Globe Knitting Works, Com.	130	140	
Globe Knitting Works, Pfd.	98	100	
G. R. Brewing Co.	115	120	
Commercial Savings Bank	216	220	
Fourth National Bank	215	220	
G. R. National City Bank	170	175	
G. R. Savings Bank	250	260	
Kent State Bank	245	250	
Old National Bank	190	197	
Peoples Savings Bank	250		

November 18, 1914.

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

Buffalo, Nov. 18—Creamery butter, fresh 28@36c; dairy, 24@32c; poor to good, all kinds, 18@20c.

Cheese—New fancy, 15@16c; new choice 15c.

Eggs—Choice fresh candled, 32@33c, fancy, 35@38c.

Poultry (live)—Cox 11c; fowls, 13@16c; ducks, 14@16c; chickens, 13@16c; geese, 14@15c.

Beans—Medium, new \$2.60; pea, \$2.40@2.50. Red Kidney, 3.25; White Kidney, \$3.25@3.50.

Potatoes—New, 40c per bu.

Rea & Witzig.

Expertness in crime is one form of efficiency that should not be encouraged.

Are You Overlooking Profit?

If you do not sell

Dandelion Brand Butter Color

you are missing profits that your competitors are getting regularly.

90% of professional dairymen use DANDELION BRAND, and buy groceries where they can get it.



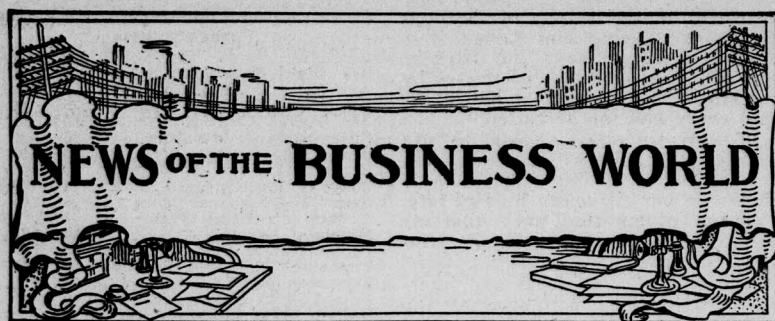
We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand Butter Color
The color with  the golden shade



Movements of Merchants.

Newberry—R. D. Johnson has opened a bakery here.

Portland—John Foster succeeds L. J. Clark in general trade.

Haymarsh—O. W. Findler succeeds C. P. Sherman in general trade.

Trufants—Oscar Peterson has re-engaged in the grocery business.

Mulliken—R. J. Davies & Son have engaged in the grocery business.

Kalkaska—C. Wells has engaged in the restaurant and cigar business.

Bancroft—M. Randall & Son succeeds W. A. Straight in general trade.

Honor—George Weaver succeeds Weaver Bros. in the meat business.

Hastings—Frost & Drake succeed C. S. Frost in the garage business.

Elsie—C. A. Middleton succeeds George Duncan in the hardware business.

Lake Odessa—A. Riblet succeeds Lewis Keniger in the restaurant and cigar business.

Elk Rapids—The Elk Electric Co. has increased its capital stock from \$15,000 to \$25,000.

Jackson—George T. Nicholls has engaged in the meat business at 307 Greenwood avenue.

Grand Ledge—Bert Bice will engage in the restaurant and cigar business about Dec. 1.

Whitehall—John Vradenberg succeeds Olan N. Dybvig in the tinning and plumbing business.

Sandusky—The Hub Hardware Co. has sold its stock to N. A. Babcock, who has taken possession.

Plainwell—F. A. Harwood & Co. are erecting an elevator with a storage capacity of 6,000 bushels.

Three Rivers—W. E. Hoisington has sold his grocery stock to E. E. Bolinger, who has taken possession.

Paris—Don Lydell has purchased the Reed grocery stock and will continue the business at the same location.

Fountain—O. C. Hansen is closing out his stock of groceries, dry goods and notions and will retire from business.

Houghton—Harry I. Marks, formerly of Marquette, has engaged in the confectionery business on Shelden street.

Fremont—The G. E. Hain Co. has added a line of furniture to its stock of hardware and agricultural implements.

Middleton—Reynolds & Otto have sold their stock of general merchandise to Ernest Crook, who will continue the business.

Whitehall—A. M. Leighton is closing out his stock of shoes and groceries and will retire from business owing to ill health.

Charlevoix—Milton Block has leased the meat department in the B. W. Miller grocery store and will take possession Nov. 21.

Rugg—Mr. Yeomans, of Sigma, has purchased the Woolpert & Cole Bros. stock of general merchandise and will continue the business.

Carleton—Fire destroyed the John A. and L. Gardner bakery and millinery stock and store building Nov. 16. Loss about \$5,000.

Cheboygan—W. H. Kress is closing out his stock of china, jewelry and silverware at auction and will locate in a warmer climate.

Conklin—Andrew and William Stauffer, of North Chester, have purchased the Minor Lawton hardware stock and will continue the business.

Lachine—The farmers of Alpena county have built a creamery and will conduct it on the co-operative plan. It will be open for business about Dec. 1.

Cedar Springs—L. H. Broman has purchased the Harry J. Moore bankrupt jewelry stock and fixtures, at Howard City, and will consolidate it with his own.

Detroit—Mathew Hutton, formerly a horse dealer residing near Grand Rapids, has engaged in business here under the style of the Domestic Coal & Cartage Co.

Shelby—Panghorn & Gillisse, dealers in house furnishing goods and furniture, have filed a voluntary petition in bankruptcy. Assets, \$1,640.72. Liabilities, \$2,750.85.

Mesick—The Mesick Grain Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$10,000 has been subscribed and paid in in cash.

Traverse City—Ella M. Swan and John A. Burfiend have formed a co-partnership and engaged in the grocery business under the style of the Burfiend & Swan Co.

St. Louis—A. E. Branch has sold a half interest in his furniture and undertaking stock to C. P. Hanna and the business will be continued under the style of Branch & Hanna.

Sturgis—The Sturgis Co-operative Stores has been incorporated with an authorized capital stock of \$3,000, of which amount \$1,810 has been subscribed and \$437 paid in in cash.

Monroe—The Trenton Grain & Elevator Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Sunfield—J. D. Norris has purchased the interest of his partner, Mr. Ives, in the Norris & Ives stock of general merchandise and will continue the business under his own name.

Escanaba—The Helena Land & Lumber Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,500 paid in in cash.

Detroit—Williams, dealer in ladies wearing apparel, has been incorporated with an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed and paid in in cash.

Montague—Grieve & Montgomery, recently engaged in the meat business at Whitehall, have purchased the J. Graf & Son bankrupt stock of groceries and store building and will continue the business.

Muskegon Heights—Nels Peterson has erected a modern store building on McKinney avenue, which he will occupy with a stock of men's shoes and clothing, under the management of Punny Goldberg.

Battle Creek—Rolland Simmons and Burt Kingsley have formed a co-partnership and purchased the J. E. Gould grocery stock, at Urbandale, and will continue the business at the same location under the style of Simmons & Kingsley.

Charlotte—The F. H. Mott grocery stock will be sold at auction Nov. 21. The store was closed two weeks ago by Sheriff Storrs when Mr. Mott refused to pay Hall Bros. the judgment of \$1,500 awarded them by the Supreme Court recently.

Detroit—The Michigan Warehouse Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed, \$5,000 paid in in cash and \$1,000 in property. This concern will conduct a warehouse and storage business.

Negaunee—Benjamin Neely, Sr., who has conducted a hardware store here for the past forty-seven years, has sold his stock to J. A. Wasmuth, who has admitted to partnership his sons, Charles and Murray, and the business will be continued under the style of J. A. Wasmuth & Sons.

Holland—Walter Sutton and J. E. Kiekintveld, who have conducted the Opera Pharmacy for the past two years, have sold their stock to R. Cosier and W. S. Godfrey, recently of Grand Rapids, who will continue the business at the same location under the style of Cosier & Godfrey.

Owosso—H. Adrian L. Ferguson was given the strictest sentence ever meted out here to a local option law violator, Judge Miner of the Circuit Court, having sentenced him to four months in the Detroit house of correction and also ordered him to pay a fine of \$50. Ferguson sold a quart of whiskey to Bert Dutcher, a tailor, on October 20. His punishment is even greater than that given him by the court, because, as a result of his arrest, his backer has withdrawn support and Ferguson loses the management of the fine new drug store he had just equipped.

Manufacturing Matters.

Reed City—The Acme Tie Co. has embarked in the manufacture of creosoted stave silos here.

Detroit—The Adroit Manufacturing Co., manufacturer and dealer of hardware specialties, has been incorporat-

ed with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,000 paid in in cash.

Detroit—Steenek & Tege, manufacturer and dealer in structural and ornamental iron work, has been incorporated with an authorized capital stock of \$15,000, of which amount \$8,450 has been subscribed and \$1,500 paid in in property.

Detroit—The Winans Manufacturing Co., designer, manufacturer and dealer in all kinds of hardware specialties, has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Adrian—The Universal Steel and Wire Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash. This concern will engage in the manufacture and sale of wire fences and tools.

Detroit—The Brown-Morris Co., manufacturer and dealer in light iron and steel products, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed, \$1,098.74 paid in in cash and \$8,901.26 in property.

Saginaw—The Saginaw Kraut Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$7,000 has been subscribed and \$1,000 paid in in cash. This concern will manufacture and deal in farm and dairy products.

Business Change at Lowell.

M. W. Gee, formerly engaged in the hardware business at Lakeview and Benton Harbor, has purchased the holdings of James A. Scott, E. A. Blow and Phillip Krum—representing \$5,000 of the \$9,500 capital stock of the corporation—in the Scott Hardware Co., at Lowell, and assumed the management of the business. In consequence of the shift in ownership, new officers have been elected, as follows:

President—Wm. Worden.

Vice-President—Orlando Odell.

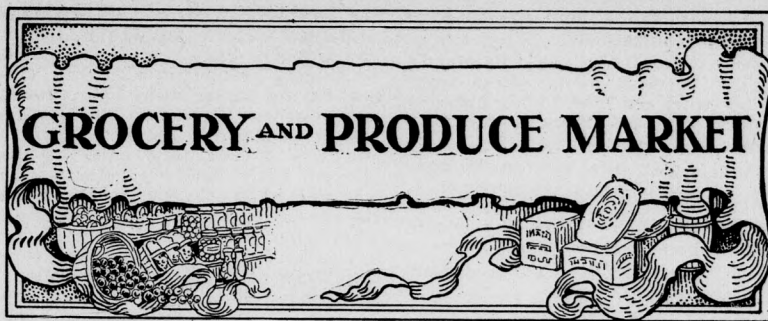
Secretary and Treasurer—M. W. Gee.

Mr. Gee was brought up in a hardware store, being a son of the late Hon. J. J. Gee, who was engaged in the hardware business at Whitehall for many years prior to his death in 1910, and will give the people of Lowell the benefit of his best thought and experience.

Samuel P. Perkins, proprietor of a mince meat factory at 308 Bridge street, has started a candy shop at his home in Howard City. He will manufacture candy in a small way during the summer months and in the winter will carry on the making of mince meat.

Martin Battjes, who conducted a general store at Sand Lake, has traded his stock for the grocery stock of William Boss, and will continue the business at the same location, 716 Wealthy street.

Larcom Bros., meat dealers at Harrietta, has added a line of groceries. The Worden Grocer Co. furnished the stock.



The Grocery Market.

Sugar—New York refiners have advanced their quotations on granulated from 5c to 5.10c. In the meantime raws have advanced $\frac{1}{2}$ c. Naturally, the revival of the demand from abroad for granulated sugar caused buyers of raws to abandon their waiting policy, for this meant an opportunity to make a substantial profit on purchases. While the movement has not reached the dimensions of the exports to the United Kingdom, which was at the bottom of the summer scare, it is figured that the French will need a considerable supply to eke out their own crop. The war has undoubtedly cut down the beet production sharply and unless the consumption is severely restricted, United States refiners should find a good outlet for surplus stocks. At a time when their domestic source is captured to a large extent by the beet factories, this comes in very handy and provided the outgoing movement lasts, prices should be maintained. Distributors bought at 5c on the strength of the rise to 5.10c for granulated here and can not look on for the time being, so that a further stimulus might fall flat. Beets at 5.05c east of Pittsburg and Buffalo and 4.90c in the West have the advantage and will be pushed by holders. When all is said, while the situation next year promises to be bullish, the ordinary course during the remainder of 1914 is expected to be along conservative lines.

Coffee—The market shows no improvement for the week. All grades of Rio and Santos, with the exception of the finer roasting grades of the latter, are low and easy. Mild coffees are unchanged and quiet, Bogotas being comparatively firmer than the others. Java and Mocha grades are unchanged and dull.

Canned Fruits—In California fruits the movement is restricted to deliveries on contract. Some Coast holders are trying to stimulate demand for forward shipment by cutting prices, which practice is strongly condemned by Eastern buyers who will have to meet the competition thus created by sacrificing some of their profits. Southern and Western fruits are dull. Gallon apples are without animation and prices favor the buyer.

Canned Vegetables—Less than a year ago the Tradesman stated that in its opinion canned peas would be cheaper this season than ever before, owing to the large number of canneries that were arranging to embark in the packing of peas for the first time, as well as the increase in acre-

age arranged for by pea canneries already in operation. This prediction has been fully vindicated by existing conditions. Over one-half of the peas packed in this country are produced in Wisconsin, which has ninety-four pea canneries. The output in Wisconsin this year was nearly 4,000,000 cases and of this large production about one million and a half cases of standards are still in the hands of packers. Cheap grades and fancy packs have been pretty well closed out, but standards are so much in evidence that the packers are making unusual inducements to move their stocks. Those canneries which are able to hold on are standing out for 75c, but many sales have been made at $72\frac{1}{2}$ c and some sales have been made in large lots at 70c. Canners who are being crowded by the banks which loaned money have sold as low as $52\frac{1}{2}$ c, which, of course, is much below the cost of production. As the result of this condition all of the pea canners are planning to reduce their acreage next season from 25 to 40 per cent. If the pea growers of Wisconsin would get together as the fruit growers of California and the lettuce growers of Grand Rapids have and place their output altogether through a selling exchange, they would, undoubtedly, realize much more from their packs than they do under existing conditions. Tomatoes are dull, owing to the heavy pack, and the fact that most sellers were inclined to hold the goods rather than make any concession from the present quoted prices. Standard corn is slow of sale, but holders are reluctant to make any decided reduction in quotations. Fancy corn is not plentiful and while the demand is slow the tone of the market is firm. String beans are steady and tending higher on fancy stock, which is relatively scarce, but no quotable change in prices was made up to the close on Saturday. Southern spinach is dull and easy owing to pressure to sell by packers in need of ready money.

Canned Fish—The movement in salmon is slow, as most buyers are well supplied through recent deliveries. In sardines the situation is unchanged. Offerings from both foreign and Maine quarters are light, but the demand is slow and while the tone of the market is steady no quotable improvement in prices is to be noted. In other lines business is on the hand-to-mouth order, but there is no pressure to sell and the market closed steady on the basis of previous quotations.

Dried Fruits—Currants are in more

liberal supply on the spot as a result of recent arrivals, and further lots are coming forward, so that the market promises to be well supplied before the end of this month. The primary market remains firm, and the feeling here is steady. The market for Smyrna layer figs is somewhat nominal, as importers are filling orders and are loath to take on new business owing to the uncertainty as to further supplies from Turkey. Only limited quantities for immediate shipment out of New York stores are offered. Bag figs here are scarce and firm. Because of the scarcity of Smyrna's there is a large demand for California figs, particularly from interior markets. The entering of Turkey into the war is expected to affect the supply of dates and figs, but no radical change has occurred as yet. The low prices prevailing for some time past on peaches for shipment from the Coast are said to have resulted in the sale of a good deal of stock quietly to various markets. Offerings now are comparatively light, and the market has a stronger tone. Apricots are quiet but firm on the Coast and are finding a steady outlet into consumption here in small lots on the basis of previous quotations. Raisins of all kinds are inactive, but steady. Europe is still looking to California for supplies of Sultanias but has placed no important orders for some days. Domestic citron and peel are lower.

Molasses—The market shows a better tone owing to the seasonable demand from the distributors and baking interests. The arrival of new crop attracts the attention of the grocers, who are beginning to contract for future requirements. Prices are steady, as the rise in sugar has stimulated the ideas of the planters in the South, who are holding back receipts.

Provisions—All cuts of smoked meats are steady and unchanged, with a fair consumptive demand. Pure lard is firm at an advance of $\frac{1}{2}$ c per pound, owing to the foot and mouth disease quarantine. Compound lard is steady, unchanged and in light demand. Family pork is scarce and \$1 per barrel higher. Dried beef and canned meats are unchanged.

Rice—So long as the mills in the South are oversold and the planters securing full prices for their rough rice a steady market seems assured. It is even believed in some quarters that the export movement will pick up despite the reports from the other side that England is crowded with rice. As a matter of fact Europe needs foodstuffs and will not care to spare the same.

Cheese—The market is steady, with a better consumptive demand and with prices about unchanged. Stocks are about normal for the season and there is no reason to expect any material change.

Salt Fish—There has been no change in mackerel during the week. The Norway mackerel situation is still unsettled and uncertain because of the factors which have been mentioned from week to week. Irish and

other mackerel quiet and unchanged. Cod, hake and haddock steady and in fair demand.

Flour Susceptible to Atmospheric Moisture.

Charles J. Quinn, city sealer of weights and measures of Buffalo, with R. R. Drake, the local representative of the Washburn-Crosby Company, has been making tests to determine how great variations in net weight are brought about in flour through modified moisture, due to atmospheric absorption, and has proved that flour packed and marked correctly as to weight will not long remain of the same weight. They placed bags of flour of various sizes in different parts of the city, some near the waterfront and others in extremely dry sections. These were gathered together after being in the stores for six months. An examination of them showed that some were lighter and others were heavier than when they were placed in the stores. The heaviest came from near the river, while the lightest came from a dry section.

Harry W. Belknap and Walter W. Wilkins, partners operating under the style of the American Band Instrument Co., have removed their office from North Market avenue to 207 Monroe avenue. Until recently the firm has acted in the capacity of manufacturer's agent, but is now installing machinery and will carry on the manufacture of musical instruments. They will continue as agent for Harry Jay, manufacturer of instruments, Chicago.

The Grand Rapids Association of Commerce has recompiled its list of speakers who are willing to address any town in Michigan on any topic desired on payment of traveling and hotel expenses. The list includes about a hundred spell binders, headed by the inspired Wishart and the gifted Hutchins.

British grocers have managed to adapt themselves to war conditions so as to stem the tide of its demoralization, but they have concluded that they cannot also stand the millstone of trading stamps around their necks, and have inaugurated a war of their own to down the evil.

Ashley Hunter, dealer in groceries and crockery at Shelby, in renewing his subscription to the Tradesman for the twenty-fifth year, writes: "I can not get along without the Tradesman."

Joseph Neiboer has engaged in the grocery business at 626 Thomas street. He is the son of John Neiboer, who conducts a dry goods store on Baxter street.

S. Pomykalski, formerly engaged in the grocery business in Milwaukee, has engaged in a similar business at 301 Indiana avenue.

The Grand Rapids Merchandise & Fixture Co. has purchased all furniture and fixtures of the Star Clothing Co.

Don't attempt to take advantage of a mule; he is apt to get back at you.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Nov. 16—E. A. Sims, the well-known fishman at De-Tour, was a business visitor here last week. The other DeTourites visiting the Soo were Mrs. John Goetz, Burt Goetz, Mrs. McSpadin, Mrs. Wilkie, Mrs. Lamere, Geo. Goetz, Mrs. E. Homberg and D. Denum.

Arthur Bailey, the popular manager of the Soo Co-Operative Store, has tendered his resignation with the firm and expects to engage in another line. He has not as yet formed any definite plans.

The Copper Country Commercial Club has filed a protest with Secretary of State Bryan, at Washington, prohibiting England from detaining ships carrying copper. The Copper Country Commercial Club represent a district producing 230,000,000 pounds of virgin copper annually, more than 60 per cent. of which is exported.

J. R. Goodrich, considered one of the best butter makers in Cloverland for the past three years connected with the Rudyard Creamery, at Rudyard, was a business visitor here this week. Mr. Goodrich reports the best season in the Rudyard Creamery's existence, showing the largest output which was over 10,000 pounds more than the previous year, which was also considered a good year.

Chester R. Moran, Superintendent of the Soo News printing department, with a reputation of being one of the best dancers in the two Soos, expects to break all records in the fantastic line this coming winter. He is at present taking special instructions from one of the leading artists and his many friends are interested in the progress he is making. Chester is one of the cheerful kind who has much to be thankful for and expresses himself as being barely able to escape coming under the income tax. While it is understood that the revenue collectors are hot on the trail of those who are trying to dodge this tax, there are always a few lucky ones. Chester being no exception.

Deputy Food and Dairy Inspector John T. Howe, of Calumet, is attending strictly to business and from all accounts his business is picking up. His latest find is that the milk men around Calumet are using short measure bottles. None of the breweries have as yet been found guilty and some of the local citizens are using beer instead of milk so as to be sure to get full measure. At least that is their excuse for drinking the amber foaming beverage, instead of milk.

L. C. Maxwell, for the past few years Superintendent of the A. C. R. construction department, has tendered his resignation on account of the discontinuance of construction operations. The railroad company has laid off all of its men which is one of the many results of the European conditions, which are seemingly getting more noticeable as the war continues.

Ed. Mosher, for the past year chief clerk at the Eddy food emporium, has tendered his resignation, but has not as yet decided as to his future plans. Ed. has been a hard worker and, being exceptionally good looking, his duties were unusually many, as the Soo's good looking young ladies insisted upon Ed.'s special attention to their orders. Ed. has many friends here and it is hoped he will remain in the city and make this his permanent home. Ben Rothwell, his successor, needs no introduction, as he is one of our brightest young men, having for the past few years been manager of A. Booth & Co.'s retail fish and oyster business. He is a married man of sterling ability and his many friends will be pleased to see him in the store again. Ben was in Mr. Eddy's employ two years previous to going with the Booth Co.

The J. H. McMillan Co., the well-

known meat merchant in Steelton, Ont., has rented a store in the Canadian Soo where it expects to move its business, which is much more centrally located than its present location.

Hugh Moran, chief office man for the Port Royal Dock Co. for the past five years, has resigned his position and engaged in business with his father in the Lock City Manufacturing Co. here. Hugh is one of the hustling ambitious young men who worked his way up by strict attention to business and his unusual ability and his many friends wish him every success in his new venture, which will also be a great asset to the Lock City Manufacturing Co.

L. C. Sabin, Superintendent of the Soo locks and Government construction works, surprised his many friends as a talented orator at the Soo Club banquet tendered last Friday in honor of Lieutenant W. J. Wheeler. It was not generally known that Mr. Sabin was so talented an orator, as he is a modest man and, in his own words, as expressed at the banquet, he finds it much easier to talk to one man a thousand times than to talk to a thousand men at one time. What Mr. Sabin did not say in favor of the retired Lieutenant was not worth mentioning and the remarks were received with much applause. Mr. Sabin appreciated the honor bestowed upon him and was congratulated as an orator of marked ability. William Chandler, President of the Soo Electric Co., also responded to a toast, but as Mr. Chandler is a veteran speaker at a gathering of this kind, much was looked for from him, which was also appreciated and he was highly congratulated for the able manner in which he delivered his address. Mr. Wheeler will leave the Soo with many happy thoughts and pleasing memories of the few years spent in this territory.

Homer Lindsay, the famous buck and wing shot hardware salesman of Michigan, representing Morley Bros. of Saginaw, is spending the week end at the Soo. He has been so busy calling on the trade since his arrival that he has not as yet had time to take in the Evangelist meetings now in progress here, but he promised his many friends that if they would continue the meetings for another week he would certainly stay over.

Jim Fox the good natured double-decker traveling man from Bay City, is calling on his Soo friends this week and is remaining over Sunday by special request. Jim says that the war has had no bad effects on his business as yet and he is not losing any sleep on account of conditions in Europe. He says the only difference between him and the Turks is that the Turk's motto is "Ishcabible" in going to the front, while Jim's motto is, "I should worry about the Turks."

Bob Moran, chief salesman for the Soo Brewery Co., paid Trout Lake a visit last week, and from all accounts Trout Lake will not necessarily go dry during the entire winter.

P. M. Furlong, one of Trout Lake's leading grocers, who has been indisposed with an injured foot, has so far recovered as to be able to be about his place of business again.

Our popular sheriff, John Bone, who was an expert blacksmith by trade until he had to lay aside the hammer and the anvil to attend to his official duties as sheriff, was demonstrating his ability at Rosedale last week, while on an official visit there. Mr. Bone called on the blacksmith while there, who was engaged in working on a wagon when the sheriff arrived, and Mr. Bone became very much interested in watching the blacksmith working the iron, as it seemed like old times to the sheriff, who could not resist taking off his coat and ironed off a whiffletree in two and one-half minutes, which broke all local records in that locality and caused much amusement to the

crowd gathered around the shop to watch the performance.

Fred Avery, one of Drummond's leading business men, accompanied by his wife, returned to his place of business after an extended visit with friends in Lower Michigan.

Jewel Scott, the veteran lumberman at Drummond, is figuring on taking it easy this winter and will not cut as much timber this winter as he did in previous years.

J. E. Lee, Dafter's leading grocer, is figuring on keeping warm this winter, as he is putting in an extra car of coal to drive away the chills; also to keep his auto feeling comfortable until the auto season opens up again.

MacLachlan Bros., wholesale flour and feed merchants at Dafter, report a very successful season in their line this year and are at present busy shipping carloads of peas via rail to various parts of the country. Dafter is one of the best pea producing countries in Cloverland.

L. Seaman, one of Drummond's leading grocers and pioneer lumbermen, was a business visitor here this week. While Mr. Seaman is getting along in years, he is hale and hearty as ever. He reports a very successful business year at the Island this year and is looking forward to a good winter.

The first fatality report from the mighty hunters in this district was received last week from Cedarville, August Ward being the victim. From all accounts, it appears to have been his own carelessness in handling his firearms. Mr. Ward was about 35 years of age and was hunting in the woods near Prentiss Bay. He was stooping over the barrel of his gun when the trigger was caught and the bullet entered his breast, piercing his left lung. Hunters who heard the shot soon afterward found his lifeless form. Sheriff Bone and Coroner Yale left by auto and launch twelve miles to Prentiss Bay, and, after making an examination, decided that the shooting was purely accidental. The deceased is survived by a wife and a number of other relatives. The second victim claimed was Clyde Hazen, the 13 year old son of Mr. and Mrs. Sidney Hazen, of Brimley, who now lies in the hospital here with his left arm amputated below the elbow. He was standing upon a log when he fell and the gun discharged, the contents entering the young boy's arm.

Dr. Deadman, the prominent veterinary surgeon and also one of the veteran deer hunters of the North woods, brought down what is believed to be the banner buck of many seasons, weighing 267 pounds when dressed. From the condition of his antlers it would appear that he had been a hero of many duels with his rivals. The Doctor is one of the luckiest hunters in this part of the country, if it can be called luck, as he usually brings in the largest species in the neighborhood and usually is the first to secure a license. While the Doctor is handicapped by having only one eye and a cork leg, he is considered one of the spriest hunters in camp and his only regret is to the number of deer he can kill is limited by statute. His many friends have no idea what he could get if he had all his limbs and both eyes, judging from the record he has already made under his present handicap. Some of his friends think that it is his usual talent for whistling while concealed behind a tree that charms the deer and makes it an easy matter for him to hypnotize the deer so as to make new regulations.

It may be of interest to hunters who are not aware of the fact to know that whole deer cannot be shipped from the State, as the Federal authorities hold that the hides, heads, and hoofs must be removed from the animals and the railroad officials have all received instructions throughout

the entire U. P. to comply with the Michael Cadotte, an old-time hunter and trapper, has gone to the happy hunting grounds in a natural manner, having passed away at his home near Garden River last week. Mr. Cadotte had a long and varied history and was at one time chief of the Glosien River band of Indians. He was well known by the fishermen on the north shore of Lake Superior, where he was a favorite guide for fishing parties, and was familiar with the haunts of the speckled trout along the entire shore from the Soo to Nipigon. This is the only case on record where hunter lost his life from a natural cause during the hunting. The Circuit Judge has handed down a decision denying the application of the local option forces of Delta county for a writ of mandamus to compel the board of supervisors to submit to the electors the saloon question. With all of the prohibition and agitation there still seems to be thirst parlors enough to save the country without drawing on the resources of Lake Superior.

Deer are not so plentiful this year in the neighborhood of Pickford and some of the hunters are beginning to kill the cows, especially those which are wearing smoked glasses. Peter Nalley reports one of his cows being shot by a hunter, breaking one of her legs, so that the cow had to be killed to save her life. Mr. Nalley is still looking for the over anxious hunter and is willing to settle with the guilty party if given an opportunity.

According to Bulletin No. 71, just published, the counties of Chippewa, Houghton, Barry, Genesee, Otsego, Shiawassee and Washtenaw are to be visited by the locust. The period of incubation for this insect will have expired next spring, having been seventeen years since its last appearance. In taking the matter up with the farmers here at the grange meeting it was decided by Walter Dingman, one of the Soo's typical farmers and monopolizers of the Soo's transfer line, that he did not care if they never came back. Mr. Dingman has a large farm and has been devoting much of his time to the farming interests, while his transfer business is handled on the J. D. Rockefeller plan.

That it does not pay to hang on rigs to catch a ride has been demonstrated by the 6 years old son of Mr. and Mrs. Chester Tate, residing on Judge Steer's island. He was in the habit of catching on wagons, when in some manner he fell under the wheels of a heavily loaded wagon and was crushed so badly that he died almost instantly. This is a practice that has been carried on regardless of all the warnings and advice given youngsters and it is hoped that the lesson may prove of value to parents in warning their children against this dangerous practice.

Frank Taylor, of Stalwart, has purchased the shingle mill formerly owned by Storey Bros. and Smith & Parmenter have taken the contract of finishing the season's cut.

James Waybrant and family moved to Pickford last week, where they will take charge of the Pickford House, which has heretofore been conducted by Wm. Smith, who has had to discontinue hotel business on account of ill health.

Adolph Wandler, chief of the meat department for the Pittsburgh Steamship Co. for the past several seasons, has taken charge of the winter operations in its meat department during the closed season.

William G. Tapert.

Women know some things intuitively which men learn only by hard experience.

A short answer seldom helps things along.

SENSE OF PROPORTION.

Difference Between Good and Poor Executive

Written for the Tradesman.

Yes, that's all right. A man who is worth \$200 a month ought not to be doing the work of a \$60 book-keeper, nor a \$35 porter nor a \$15 chore boy. His time is too valuable. I remember a story about the big boss coming into the office and finding a new \$10,000 man sitting at his desk in his shirt sleeves, up to his elbows in work. "He won't do," says the big boss. He should have had his desk clear and him sitting back thinking ten thousand dollars worth.

Now that's all right. But I consider myself fairly well off in my business although I'm no \$10,000 man, yet I am often doing the work of a \$60 book-keeper or a \$35 porter, and sometimes a chore boy and telephone girl. When I started I was all of them and more too. And as for sitting at my desk with my feet cocked up, I have come a good deal nearer having \$10,000 thoughts about my business when I was wrapping bundles than I have when I was smoking cigars and staring at the ceiling.

There are different ways of getting at the same thing whether it's failure or success. There was Powers & Co. of the Emporium. Remember how they started? Ed. Powers was one of the best buyers in the business; had been head of six different departments with one house and two with another, as good a merchandise man as I ever knew. The company was some of his wholesale friends who furnished the money. He had a rattling good organization. He hired away from me the best salesman I had. He brought with him a book-keeper who was a wonder. After the failure I saw some of the records and they were fine, told just what business was doing and exactly where the house stood any day you wanted to open the books, and all very simple. His help cost him a lot of money. Henry Frost, who has been hanging on by the eyelids for ten years, almost wept tears of pity over Power's extravagance, and predicted an early finish for him. That was one time Henry's gloom guessed right. The Emporium blew up in about a year and Ed Powers went back to the wholesale business, where he has since then made a thundering success.

Overloaded, you'll say. That is what everyone did say. That is what I thought, but when I looked into his books I found it wasn't costing him any more to do business than it ought to if he had the volume of business he ought to have had with that organization. He should have done about \$125,000 a year, but he hardly got half that much. So his expense was twice what it should have been and his stock went stale on him and that's explanation enough. Powers had a good system, he didn't waste his time doing a cheap man's work, he had a fine layout. He had in short an all-star aggregation, but no team. I said he had a good organization;

I was mistaken. He had the makings of one but he never made it. And that, as near as I can figure, is why he went to pieces.

Take Schmittberger and Kunkel for example. Both Dutch storekeepers, started about the same way, small capital, no help but their wives, hard work, economy and close figuring. You know the kind and you never saw one of those fellows go broke, although if they charged up their wives' time as they ought, they wouldn't be making anything in a good many cases.

Well, Kunkle is just about where he was when he started. His wife helps him on the books, his boy drives the delivery wagon and he works early and late. Their business is just a little corner store to-day, and it never will be any bigger. They have saved up a little money by hard work and close economy, about as much I guess as they could have saved in the same length of time if Kunkel had worked for \$2 a day, but not as much as if his wife had been working for somebody else and bringing home her wages.

But Schmittberger—he has as nice a business as anybody in Buffalo Hump. He finished a three-story brick building this summer and he is a director in the bank. His wife has been out of the store the last six years and his boy is off somewhere studying engineering. Those two men started on the same footing with about the same capital, which was nothing to speak of. One of them stayed where he was and the other went ahead. What's the answer?

Horse sense, yes. Good judgment, yes. Business acumen, yes. Those are all good words but they don't mean much of anything. They don't tell you why one man went ahead and the other stood still. They don't tell you why Powers & Co. with that fine organization blew up nor why Henry Frost is hanging on by the eyelids as he has been the last ten years.

Seems to me a store organization grows, mine did anyhow, and it takes a genius to create one right off the bat, so to speak. Powers had all the parts of a corking good machine but he couldn't put it together. It was all there but it never worked. If a man is not a genius—and most of us are not—the safest way is to start with what he can swing single handed, and shape it gradually. It's like the chap who lifted the calf every day until it got to be a bull.

Supposing a man starts small, and supposing he has a little buying sense and a little selling sense—and if he hasn't he would better not be in business, and what's more he won't be very long—the one thing more he needs is a sense of proportion. You may as well call it that as anything.

You remember the brief but gorgeous career of the Leader. Johnson started out to spend \$500 at a crack. He had no sense of proportion. He got scared and began saving pennies, fussing over details and cutting off expense that was absolutely necessary. About a week before the unhappy

event he spent a whole forenoon unsnarling five cents worth of string. And he had a stock in his store even then that he could have turned into money enough to give him a new start if he hadn't got rattled.

A good executive will see that everything is done right. A poor executive will do everything himself. One about half way between will have men who do most of their work pretty well and dip in here and there himself. That's me. I guess it's most of us. Sometimes I'm boss and sometimes I'm errand boy and sometimes I'm clerk and sometimes I'm telephone girl, but whatever it is I try to do the thing that is most important at that particular moment. If I had perfect help, I'm vain enough to think I could be boss all the time. That was probably the matter with Powers. He knew his own end of the business; he had men who knew theirs; but when any cog slipped he didn't know it and it wasn't long before the machine stripped its gearing.

Kunkel missed it because he didn't know the value of a dollar; he thought it was worth putting in the bank and getting 5 per cent. interest on it. Schmittberger made it because he knew that with a dollar once can buy help or enlarge his stock or do lots of things that will bring a 15 or 20 per cent. return. He always kept inside a liberal margin of safety, but he wasn't afraid to branch out when branching was good.

If a young fellow starting in business will ask himself every night before he goes to bed whether he has wasted any time that day thinking when he might have been making a sale or making a sale when he might have been thinking, whether he has saved 5 cents worth of string when he might have been moving \$50 worth of merchandise or merely moving merchandise when he might have saved a customer by looking after delivery—that will come as near as anything to giving him a sense of proportion. John S. Pardee.

Frank Enquiry and Equally Frank Reply.

Mich., Nov. 12—I am writing you for some information and shall be very grateful for any that you may give.

I have practically decided to give up teaching and try some kind of business. Are there many opportunities for a man with \$1,000 or \$1,500 to get started? The hardware business appeals to me most, but with the little capital I have, I suppose that would be impossible. How about the dry goods business? If a man can show satisfactory credentials, aren't there chances by paying only part down? I am not looking for a get rich scheme; only something where there is a chance to build up. I am young (24 years old) and have a very good position as teaching goes, but I want to get out of it.

I will thank you for any information you give me.

The Reply.

Grand Rapids, Nov. 16—You write me a frank letter and I am going to answer it just as frankly.

Under no circumstances would I recommend you to engage in the mercantile business without preliminary experience. There has been cases

where this has been done successfully, but the record of failures is much longer than the record of successes.

You say you have \$1,000 to \$1,500 saved up. This ought to enable you to identify yourself with an established house, having an established trade, which needs the effusion of young blood. You can take a clerical or office position and gradually acquire a knowledge of the business, so that three or five years hence you can engage in business for yourself.

Under no circumstances would I recommend that you embark in business on your own account until you have thoroughly mastered the practice and knowledge of selling goods and the theory of buying and displaying goods and also reached the conclusion as to whether or not you have the necessary tact and diplomacy to handle customers successfully. These are all prerequisite to success in the mercantile business.

I do not imagine that this is the kind of advice you seek or will be welcome, but you have opened the door for a frank and blunt letter, and here it is. E. A. Stowe.

Boomlets From Bay City.

Bay City, Nov. 16—The Secretary of the Board of Commerce has completed arrangements for a business men's excursion to Sandusky over the Detroit, Bay City & Western Railway on Thursday of this week. Every Booster in the city is going.

According to some of the tramps who infest the city, Bay City is a bright and inviting place. Tramps are notified of this fact by a picture of a smiling face chalked on watering tanks and other convenient places along the railways that have terminals in this city and over the smiling face is printed the words, "Bay City."

This is farm festival week on the West Side. The merchants who are members of the Bay City West Side Business Men's Club have prepared novel features.

The managers of Bay City's three sugar factories report that the present season has been the most successful one in the history of sugar making in Michigan. The ideal weather has enabled the farmers to make prompt deliveries of beets, which are in excellent condition and yield a large percentage of sugar. It is also reported that the farmers will be given more favorable contracts next year by the sugar companies.

B. M. Kern, general merchant at Munger, who succeeded Kostoff & Rosenberg last July, reports that his business is growing rapidly.

Ralph Burrington, who was badly injured several weeks ago by a falling log, is recovering rapidly.

Pub. Com.

Orderly Wife.

The great base ball player's wife had never seen a game, but he finally persuaded her to view one in which he was to play.

He was doing his best, of course. One strike had been called on him and, as usual in base ball anecdotes, two men were out and the bases full. Our hero was gathering his strength for the swat he was going to give the ball.

And the ball came. He knew it was his as the ball started, and with a mighty crack he lifted it into space.

Dropping his bat, he sped for first, and ere the roar of applause burst out a slight woman in the grand stand rose and called:

"Will, come back here and put that bat where it belongs!"

The little a man wants here below is generally a little above the ordinary.



(Unlike any other paper.)

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

Sample copies 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

November 18, 1914.

THE GROCERS' WATCHWORD.

The keynote of pure food activity in the United States to-day is sanitation. Sanitation is simply another word for cleanliness, and while we have always been told that "Cleanliness is next to godliness," the modern groceryman is almost justified in reversing the statement and putting cleanliness first, when considering the purely commercial phase of his business. A clean, sanitary store, will draw trade of the highest character, and it is not only right to your trade and the whole community that you keep the place where foods are stored and dispensed in a condition that does not endanger the health and well being of the community, but sanitation pays distinctly in dollars and cents.

Without doubt there are hundreds of grocery stores scattered over the country, and in towns and cities which, should they undergo a thorough cleaning out from basement to top storage room, and every hidden corner with box and barrel revealed, would disclose not only an immense pile of dirt and even outright filth, but numerous long lost articles. This is not advanced as the best reason for a cleanup of the premises, however. A grocer should see that his store is kept clean and sanitary because it is the only way to keep it, and in the present temper of the public the only profitable way to maintain a place where foods for the human family are dispensed.

The sanitary movement is rapidly spreading to every village and hamlet and active, systematic work is being done by the citizens of scores of towns and smaller cities as well as in the very large cities of the country to compel sanitary conditions in stores, bakeries and all places where foods are made or handled. In many towns of the progressive Middle West and other portions of the country the local chambers of commerce or business men's association are taking up the work of prosecuting sanitary campaigns, enlisting in their efforts the women of the clubs or those who are active participants in public welfare work in the community.

Grocery stores in hundreds of cases located in towns which do not maintain a regularly organized health or pure food department in its officialdom are thus coming under the inspection

of private commercial agencies, and the reports of these inspections are advertised to the consumers of the community in which they are made.

It behooves the alert grocer to recognize this movement if he has not already done so, and see to it that his store is properly equipped with sanitary fixtures, dust proof bins and containers for bulk goods, and the grocer who cleans up and keeps clean voluntarily instead of waiting to be compelled by official act or through the equally potent power of aroused public opinion will reap the largest advantage from the sanitary movement.

Of course, there must be store rooms in connection with every mercantile establishment, but there should be no dirty storerooms anywhere in connection with a food store. It is not enough that the sales room or display room with showcases and counters and cabinets and bins be maintained in spotless condition, but the basement and other storage places must also harbor no unnecessary dust or unhealthy filthiness.

Likewise the grocery owner must nowadays take an extra look at his clerks and see to it that they are clean, healthy individuals, who cannot by any chance contaminate the food which they handle. This is not carrying the sanitation idea to an extreme in this article for this campaign for personal healthy sanitary condition of dispensers of foods is one that is attracting rapidly increasing attention and is even receiving that serious consideration that looks to the enactment of laws to ensure that all people who handle human food shall be strictly healthy.

All clerks in a grocery store should be cautioned against unnecessarily touching bulk goods with their hands. When it is desired to show a customer a sample of any article let it be lifted to view in the scoop, and not taken out in the hands. The present tendency is the "elimination of the human hand" in the manufacture and handling of food products, and great care must be exercised not to prejudice the purchaser of bulk goods in a store which carries both bulk and package lines.

Attention to such details as this will do much to establish and maintain the good reputation of a store for cleanliness and sanitary condition in the estimation of an acutely awakened public.

Every grocer should organize his store force into a "Bat the Rat" squad, for rats are one of the most destructive, and filthy agencies to be contended with in a place where foods are kept. It has been demonstrated that rats are very wise when it comes to trapping them with foods as bait, and they will not take that which is in a trap or has been poisoned if anything else is available. Therefore in order to rid a store of rats all food other than that poisoned or put in traps for them must be removed from possibility of the rats getting at it, or the campaign against this vastly destructive rodent will prove a disappointment. Any grocery store that is infested with rats is not only in-

sanitary but sustains an appreciable loss through the animals depredations on the stock.

Sanitation like any other good thing in connection with a mercantile establishment may be utilized as an advertisable asset. The first store in any town which adopts the slogan, "Smithville's Sanitary Store," will have an advantage over its competitors in the grocery line that will be hard to beat. In this, as in other things, it is not wise or desirable to try to stem the tide of the public desire, but rather to take advantage of the situation and use it to commercial profit, in all possible legitimate ways. The grocery store must primarily cater to the woman's idea of what a store should be like, and it is readily admitted that the average woman is immensely impressed by clean looking surroundings.

In this sanitation movement that is sweeping the country the groceryman's duty is to give his hearty, willing and enthusiastic co-operation. In his capacity as dispenser of foods the retail groceryman has always filled an important place, and he has it in his power to do a great deal towards promoting the welfare of the individual residents of the community, and the commercial prestige of his town or city in its locality.

GROWN IN POPULAR FAVOR.

The place one has in public estimation is not necessarily dependent upon the political position occupied. William Howard Taft was President of the United States for four years, during which time he was considerably criticized, as any chief magistrate must be, and owing to unusual and unparalleled conditions, he was very badly beaten when he sought reelection. He had but a handful of votes in the electoral college, and it might have been thought that this was the estimate the people put upon his ability and service. He accepted the situation very gracefully and good-naturedly. He was not peevish or sullen about it, and all the world likes a good loser. This Mr. Taft certainly proved himself to be. Nobody ever heard him say a disagreeable, cranky or angry word to or about anyone on account of the tremendous adverse vote rolled up against him. He scarcely could have been better natured had he won.

Having been beaten out of his boots, as it were, the natural supposition might easily have been that on his retirement to private life Mr. Taft would be overlooked and forgotten and somewhat discredited. The reverse has been the fact. Since his retirement from the White House he has been engaged in honorable and honorary pursuits. His services have been in much demand as an occasional speaker at important functions, and, when he has accepted, his addresses have been notable for their high-mindedness and their excellence. It is entirely within bounds to say that Mr. Taft has grown in the estimation and regard of American citizens steadily since he left Washington. Now and again there is discussion as to what ought to be done

with ex-Presidents of the United States. He is giving a very good illustration and exhibition of what they can do with themselves. He was never before more popular than he is today, for all his comments have been high-minded, fair and kindly, without regard to factionalism or partisanship, and all the while he has maintained his dignity and his gracious willingness to serve.

WHERE PARCEL POST HURTS.

And now comes a writer in a publication devoted to developing the use of the parcel post, preaching to grocers that instead of complaining about parcel post, the grocer has just as free recourse to its service as the mail order house. At length, he points out that there is no reason why the grocer cannot get together lists of names to whom he can mail his price lists and whom he can serve by using the local zones within 150 miles of his store, as well as the catalogue houses, thereby greatly extending his trade instead of having it curtailed.

All of which shows that the writer of the article, like many a grocer, has failed to look below the surface. If the parcel post was no more than a new transportation system, the local grocer would have no reason for complaint. He could use it as well as the mail order house. But, in connection with other circumstances, it means the last straw that breaks the camel's back for the grocer, in a community irretrievably committed to the parcel post habit.

The rural grocer claims that mail order houses can buy cheaper than he can and by the enjoyment of a great National outlet like the parcel post, they can use great advertising systems and high grade advertising writers and publish catalogues that the small capital grocer cannot aspire to. Things were bad enough for him beforehand, but now Uncle Sam steps in and does, at a loss, the work of distributing the catalogues and then the merchandise, and even collecting for it and doing a lot of other things the grocer has to do for himself. True the parcel post is open to him, as it is to any other citizen, but when combined with other circumstances, he contends that it puts the finishing touch on rivalry he has already found almost unbearable.

The gift of six acres of planted forest to the Grand Rapids Park and Boulevard Association, announced by Charles W. Garfield last week, is thoroughly in keeping with the life and character of the man. Mr. Garfield dedicated his life to the service of the public when a young man and no one has given himself and divided his possessions more unstintingly to the people than Mr. Garfield has done. It was thought when Mr. Garfield presented a playground to Grand Rapids, some years ago, he had made the last gift he could afford to make for the benefit of generations yet unborn, but it now appears that as long as he lives he will insist on dividing his last dollar and his last crust with the public he has served so long, so faithfully and in such an utterly unselfish manner.

SOME WAR REFLECTIONS.

In the gradual recovery from the hysterics immediately following the great calamity, we are beginning to see some things with a truer perspective. The greatest problem has been, and still is, the restoration of international exchange. The world could not suddenly settle all of its debts with gold without becoming bankrupt. The blockade of financial transactions has been relieved, but is still far from being solved.

The ocean carrying capacity appears to be ample. Indeed, some big ships have been laid up, because there is no use for them. Let it be remarked that there has been relatively little destruction of ships. The German flag has been swept from the seas, but the captured ships will remain available for use as ownership is adjusted.

The great cost and waste of the war are things to be recognized, but they are probably exaggerated. The destruction of material is largely what was intended for just this purpose, which has been paid for, and which may not have to be replaced. Moreover, the main parts of the armies in the field had to be supported in the previous time of peace and were withdrawn from industry anyway.

If the result of the war should be disarmament and the saving to the world of a large part of the \$2,000,000,000 which Europe has spent annually on her military establishments and the release of millions of men from unproductive occupations, there will be some gain. It was these enormous military expenditures previous to the war that were crushing Europe's financial and industrial structure, and were consequently affecting the American.

Immediately after the war started there was a building of great hopes upon what an expansion of export trade would do for the United States. When no material expansion occurred a pall of pessimism spread over everybody. It was forgotten that the machinery of a new trade could not be developed over night. But now, after three months, we are witnessing the beginning of a real expansion, which is shown both by the statistics and by the easing of sterling exchange.

An increased export trade, however, is not alone going to restore prosperity in the United States. People and corporations have merely been

living, buying only from hand to mouth, and refraining from building for the future. Supplies of foreign capital have been cut off, present domestic capital is insufficient for all of our needs, and what there is of it is husbanded for emergencies. This is why business in this country has been dull.

There is a curative process in operation, however, which has not been sufficiently estimated. This is the new spirit of economy that has developed in this country. Our National and personal extravagance has been for years the subject of unavailing exhortation. It needed the shock of August 1 and the pinch of curtailed incomes to change our way of thinking.

There is now a new and Nation-wide idea of saving and thrift, where previously there was no thought of it. The saving of about 15 cents a day is \$50 a year; and \$50 a year saved by 20,000,000 families is \$1,000,000,000, a result by no means impossible, not even if incomes are lower than they were. With such an addition to our resources we should be able to do our own building without drawing money from anywhere else.

Something of this kind is going to happen, and to America it may be the most important result of the economic earthquake.

A British manufacturer has started trouble for women in the United States. He thought he had a great idea when he placed on the market a stocking with an American flag woven into the material just above the foot. The stocking became the rage among American women in London, and its popularity spread to this country. Chicago women have been wearing these flag stockings, to the great disgust and rage of the American Flag Day Association, which held a meeting the other day to protest against the desecration of the flag. It is a felony in Illinois to paint or print the flag on any advertisement, and it is against the law to hang the flag with the stars down. The members of the Association say that while the flag should wave it should not twinkle on the ankles, and a threat is made to arrest the women who wear the flag hosiery.

Lucky is the man who doesn't depend upon his luck.

IN THE MATTER OF RELIGION.

A local business man recently became interested in a little boy who came to this city with an alleged blind fiddler who misused the lad. The boy remained in and about the city, where he could find a home with a kindly family and have a chance to work and go to school. He attended the Sunday school nearest the house where he happened to reside, which was not always of the denomination to which his parents in New York belonged. A member of his original church once took him to task on this account, and his answer was sound and sensible. He remarked: "If anybody is as good as any church teaches him to be, I guess he will be good enough." Theological and sectarian discussions are the most hopeless of all controversies. People hold the religion in which they were reared in the greatest reverence, and if it is right, they should. Everybody would be better for belonging to some church and living up to its precepts and in a world where all are trying to travel toward heaven, the destination is much more important than the vehicle in which the journey is made or the route over which it goes.

In a country where the doctrine of the separation of church and state is very generally accepted, it is always unfortunate when the religious question is thrust into politics, because most people are so tenacious about it that it obscures the real issue and thwarts the purposes of those who without regard to creed are striving for better government and improved civic conditions. There are honest men and rogues in all churches, just as there are black sheep in every flock. A man's fitness and qualification for office are no more dependent on his religious belief than they are upon the color of his hair. Each should stand or fall by his individual character, his ability and his record. The choice is not between Jew or gentile, Roman Catholic or Protestant, but rather upon the candidate and what he stands for in the civic sphere where he seeks promotion. The appeal should be to the particular matter under consideration and not to side issues. One man believes this, and another that, but if they are both honest and upright, each will respect the other's convictions and let it go at that. More power to all the churches

in their efforts to benefit mankind and make the world better. There is not so much difference between the various religions as some folks think. The man who practices what any Christian church teaches is more to be respected than he who belongs to none and has no regard for any form of righteousness.

An effort by the Michigan public school teachers to obtain a system of retirement pensions is noteworthy for two reasons: the movement was launched at a convention of 5,000, including many of the most eminent educators of the country, and a semi-political campaign is to be conducted, following last week's election of a Legislature. State Superintendent Keeler urges a reasonable plan, which follows in many respects the scheme suggested by the Carnegie Foundation in 1912. It provides for a voluntary retirement on a pension, after twenty-five years of teaching, or a voluntary retirement on a larger pension after thirty years of teaching, provided the applicant has served fifteen years, including the last five immediately before retirement, in Michigan; or retirement by the State after fifteen years if incapacitated and deserving. The retirement fund is to be created by monthly contributions from all school teachers, and by legislative appropriation. Twelve states now retire all public school teachers on pensions, and the larger cities in fourteen more do the same. As tending to increase the rewards of a profession notoriously ill-paid, and so to draw into it better workers, the movement deserves approval and support.

The cause of women's suffrage was advanced a little last week, but not nearly as much as its advocates expected. It was up for the approval or disapproval of the people in seven states, and carried only in Montana and Nevada. At that rate of gain, one a year, it will be a long time yet before the cause is everywhere triumphant. Gaining two, however, is a whole lot better than losing them all. There is every reason to believe that eventually women's suffrage will succeed, and there is also reason to believe that the day is not very close at hand.

Peace is appreciated by the man who has fought for it.

When Daggett Shows on Cans of Tin Purest Foods Are Packed Within

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

THE PROMPT SHIPPERS



The Other Side of the Counter.

Did it ever occur to you that the professional man trains himself far beyond the actual course of his vocation and that 50 per cent. of his success is mostly due to his cultivation of the role as this is played to the best advantage? Here's my point:

My family doctor is one of the town's most successful practitioners. He simply can not handle all the patients that presents themselves to him and he is one of the few physicians who have actually made a fortune out of their work. Skilled though he is in his profession, many years of close observation lead me to believe that his success is largely due to the man himself rather than to the physician. He has cultivated an air, a poise, a confident manner that wins immediate respect and trust. His very appearance, cleverly developed, suggests exactly what one looks for in a physician; his voice is mellow, his words well-chosen, his gestures, garb and attitude have the most astounding effect upon people. He commands their immediate confidence, and this has nothing to do with his ability as a doctor.

He knows the value of creating the right impression and I think that knowledge is part and parcel of nearly every professional man's game. You see it daily exhibited in big attorneys, famous clergymen and down to the very humblest of the rank and file of these. So there is evidently something vital in developing the characteristic people look for in every vocation—why not, then, in the one of selling goods across the counter on the other side of which the buying world is eager to place its confidence where this can find response?

You know as well as everyone else that the men who sell things in stores usually have about as much personality, real, live, interest-creating personality, as fledglings at school. If a famous physician finds it necessary to act his role despite his tremendous professional knowledge, why can not the average salesman cultivate himself in this same direction and put something of real art into his work, making himself very much more of a man in the process? When you go out to buy bonds it is naturally expected that the seller of these will represent a certain type. If he doesn't succeed in conveying this anticipated impression the situation falls flat. In turn as you proceed to buy a motor, insurance, a farm, anything and everything—from all who sell you these things, something other than the sub-

stance they provide is expected. When you find it your mental impression is that you have been in the hands of a capable salesman. In reality a hundred and one things have been utilized by him in disposing of his wares that put him into the same class as my physician, of whom people say: "There's a man who knows his business," and this without any evidence of his professional ability.

Now, if you're selling haberdashery what do you suppose people look for in you other than being able to reach up and down from counter to shelf at their beck and call? Do you think that wearing the newest thing in stock and being perfectly willing to jump around is all of the game? Yet that's about the sum total of the average haberdashery clerk's impression as this fastens itself on the customer's mind. When I shop around town I get plenty of attention from debonair young men with faultless cuticle and every evidence of the most scrupulous grooming; in some high grade stores they fall all over themselves in their effort to please. But however good their intentions are, this certainly isn't personality; it does not win anything from me but a sort of tolerant indifference, and surely it affects others the same way. Don't you think so?

And yet I like sometimes to think of one very striking exception to this general run of nonentities. He's a man who used to be a salesman in a large outfitting establishment, a haberdashery clerk who made his business a real art. I can still see him walk around the counter to the aisle in greeting me with just that right assurance which always made my hand extend itself involuntarily for a friendly grasp with his. He dressed like a gentleman, his tone commanded respect, the very manner in which he passed a garment to me for examination proved an intimate knowledge of his goods. I never asked him a thing about the stuff he could not readily answer. He was suave without being odiously "polished," which is one of the unforgivable sins; in short, a mixture of quiet courtesy as becomes the relationship of clerk and patron, expert knowledge, appearance and a steady confidence in handling himself that won my respect and my dollars. When I see him these days sitting in his easy swivel chair before the merchandise man's desk in that great establishment I know the reason why he's there.

I think selling goods is a great game, and I think it should enlist the

brightest men at command, but of these there are so few in the enormous ranks of the endlessly mediocre. Think of yourself as representing a particular vocation. Figure out what that business calls for from you. Always keep before you that people see in you a live medium, an active participant in the transaction that really puts every other consideration in the shade if you are big enough to hold attention, win respect and eventually the confidence of your trade. I feel the highest compliment a salesman can receive is one I overheard the other day when the patron of a large clothing store said, "I don't go to see — & Company when I buy my suits. I come down to see Smith, the salesman." The biggest physician could not receive a warmer tribute to his skill than that.

Build yourself a personality; it is the feature of the selling game today.—Stroller in the Haberdasher.

There are people who look upon matrimony as a necessary evil.

He Named It.

"If any man here," shouted the temperance speaker, "can name an honest business that has been helped by the saloon I will spend the rest of my life working for the liquor people."

A man in the audience arose. "I consider my business honest," he said, "and it has been helped by the saloon."

"What is your business?" yelled the orator.

"I, sir," responded the man, "am an undertaker."

We Call This Unneutral.

"Last year," said the Buffalo man, "when some German friends visited me, I asked one of them what they thought of our American railroads, and he said:

"They are very good; but our wives don't seem to like the upper berths."

Never go in for practical joking unless you are a good loser.



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

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Made of Selected
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OTTO A. OHLAND

We relieve you of any "used" fixtures

Grand Rapids, Michigan

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Saginaw's fire loss during the year was less than \$200,000. As to causes "unknown origin" leads with thirty-five and there were eight incendiary fires. Defective chimneys and sparks from locomotives were also high in the list of origins.

Perry now has a volunteer fire company of ten members.

Newaygo's recent \$25,000 loss at the cement works has started discussion as to the need of an organized fire department.

The State Board of Health recently condemned a sample of the city water of Hancock as unfit for drinking. Samples are submitted each month for examination and past analyses have shown the water to be safe.

Secretary Veiller, of the National Housing Association, a branch of the Russell Sage foundation, will visit Saginaw to investigate and advise in housing matters. He was in Lansing last week and found tenements badly planned and conditions that pointed to the imperative need of a housing code. He spoke of Lansing's unlimited possibilities with its river banks and said that at very small cost the city might park these banks, making them of unrivaled beauty.

City officials of Lansing are discussing the plan of a belt line of 12 inch water mains around the city to eliminate "dead ends" and to afford a uniform water pressure throughout the city. It would require three years to complete the work and would cost \$50,000.

Students in science in the Bay City schools will take up the practical work of using the gas testing apparatus recently purchased by the city. They will make tests for the city.

Bay City has laid sixteen miles of cement sidewalk in 1914 at cost of \$40,884. This is over three miles more than was built during the previous year.

Saginaw has fewer cases of contagious disease just now than for many years before at this season. All told there are thirty-four cases.

At a recent meeting of the Kalamazoo Academy of Medicine Dr. Bernstein started a campaign against unnecessary night noises and enlisted the aid of physicians in the fight. It was shown that Berlin, Germany, has taken the lead in this movement and that New York, Baltimore and other cities in this country are making progress. The campaign is not simply in the interests of ill people, but of well persons also who need sound, refreshing sleep. Most of the night noises are entirely unnecessary and the city authorities will be asked to co-operate in the work.

Irving W. Allen, former Mayor of St. Joseph, and Harvey Geddes, also of that city, will go to Knox, Ind., to operate a metal manufacturing concern. They have been connected with the American Tool Works for many years.

Railroad rates from St. Joe and

Benton Harbor to Chicago will advance about 50c when the interstate passenger tariffs take effect Dec. 1. The distances from the twin cities to Chicago and Grand Rapids are practically the same and the Grand Rapids rate remains unchanged. This ought to stimulate Grand Rapids business.

This week the Benton Harbor and St. Joe boats to Chicago change from daily to tri-weekly runs, the leaving time being at midnight Monday, Wednesday and Saturday.

Petoskey is taking first steps in the construction of a septic tank to care for city sewage and will follow State sanitary requirements closely. The system installed will be large enough to care for the city's needs for a long time to come.

Manistee has cleaned out the Jones street trunk sewer, removing the enormous amount of 1,000 tons of sand from 1,750 feet of pipe. This work obviates the necessity of a new sewer.

Bay City has an Art Club and its recent public exhibit of pictures was a notable event.

The auditorium of the new Masonic Temple, Kalamazoo, will be formally opened Friday evening, Nov. 20. The building is fireproof, six stories and basement.

City Engineer Beck, of Muskegon, is getting latest ideas on comfort stations in public squares.

Battle Creek will drink Gogua Lake water from Dec. 1 until late in the spring. The Verona pumps will be idle.

Mayor Ditto, of Petoskey, has issued an edict that all slot machines must go. It is expected that all machines in Emmet county will be put out of business.

Bank deposits in St. Joseph have passed the \$1,500,000 mark, the gain since July 1 having been \$318,000.

A Memorial hall costing \$10,000 will be built at St. Joseph in memory of the soldiers and sailors of Berrien county. Most of the money is already secured.

Coldwater's newest concern is the Ideal Chair Co., to be operated by Ernest Globensky and Alfred Gamble.

The Lansing Board of Public Works reports that the city has built concrete sidewalk this year for 7½ cents a square foot, or nine-tenths of a cent per foot less than the city paid when the work was done by private contractors.

Fenton rejected all bids for installing the boulevard lighting system and voted to buy its own material and do its own work.

Almond Griffen.

Opposed to Redress for Belgium.

Detroit, Nov. 17.—I note that one of the Tradesman's correspondents states that everybody must concede that Belgium should be compensated for her losses and that Germany should be made to pay for them.

I do not think that everybody must concede this at all. I do think that every just man will think that those who were chiefly responsible for Belgium's, or her King's, dreadful mistake, should be made to make good for it. It is not Germany that is at fault in causing the destruction of

Belgium, but England and France. Those two Powers were the real enemies of Belgium, when they induced her vain-glorious or thick-headed King to submit to their evil guidance, and sacrifice his unhappy land for their, and only their, benefit.

Some time ago, in an editorial on this same question, you said, concerning the documents which the Germans have found in the Belgian archives covering some sort of military plans by England and France to defend Belgium in case of war with Germany: "Whatever arrangements were made, were made with the full consent of the Belgian government and were designed to defend its neutrality as guaranteed by solemn treaties to which Germany was a party." But why, then, was such a special and secret arrangement necessary? Why was not Germany invited to be a party to this special arrangement, if its sole and only purpose was the protection of Belgium's neutrality? Why was no other power besides England, France, and Belgium invited to take part in this pact or agreement?

To my mind, this secret understanding or deal between England, France, and Belgium was not made to defend and protect the neutrality of Belgium at all, but was made mainly to use the latter as a buffer state in a then already planned war against Germany. In other words, there was no Belgian neutrality intended, and therefore all those a million times repeated assertions of its violation are in every way untrue. How could a neutrality be violated which never existed?

England and France did not intend to defend and safeguard Belgium; on the contrary, Belgium, misled by her deluded and belied King, was to help and defend England and France and be sacrificed in their interest. It was a bargain between a fox, a wolf, and a hare. The latter had to pay the bill, and, if the fable is true, it served him right. Theo. Krueger.

When a public speaker pauses for a reply, he hopes that he won't get it.

Ignorance of a lawyer is anything but bliss to his clients.

Wright, Fendler & Pike Co.

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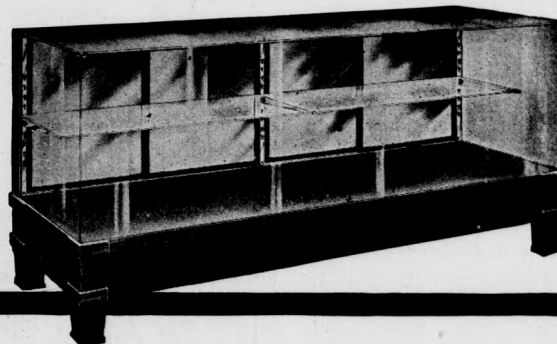
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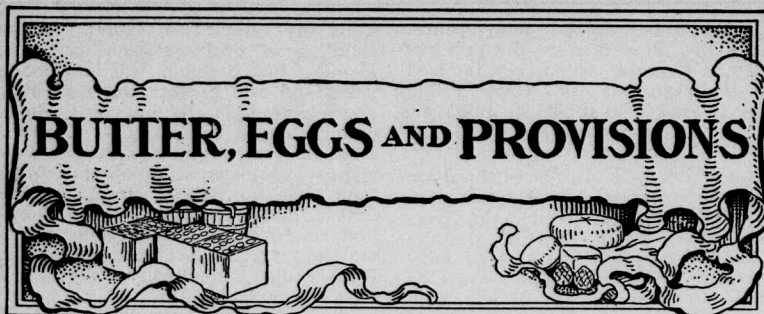
Horse Blankets---Plush and Fur Robes Automobile Robes

We bought our stock before the war and have not advanced our price.
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Vice-President—J. W. Lyons, Jackson.
Secretary and Treasurer—D. A. Bentley, Saginaw.
Executive Committee—F. A. Johnson, Detroit; Frank P. Van Buren, Williams-ton; C. J. Chandler, Detroit.

Causes and Extent of Egg Breakage. (Continued from last week.)

The most severe shocks in yard switching are apparently due to air brakes. The shocks from coupling are not as severe now as in the past because of the "safety first" campaign and there seems to be a steady improvement in this direction. Ordinarily they are not heavy enough to break eggs. Sometimes an egg car is unnecessarily used while switching.

The evidence tends to show that the damage in transit caused by the railroads and for which they are responsible, is due to rough switching in yard work. However the fact must not be overlooked that this damage due to train movement is much less than that referable to poor packages and bad stowing.

Contrary to the preconceived ideas, the smoothest part of the journey to New York was the transfer to the flat and the trip across the North River.

As a rule the handling of the cases at the terminals was careful. It is often time consuming and it is certainly too costly to meet with the approval of the modern economist. Now and then an individual worker is careless and rough, and sometimes steep gangplanks cause a lack of control of trucks; or planks are badly set, permitting the trucks to drag heavily. But on the whole the handling at the terminal cannot be held responsible for much damage.

During the season of 1914 there were examined thirty-seven cars which arrived with the load in place and in good order. Damage in transit in these cars was 4.21 eggs per case or 1.3 per cent. During the same period fourteen carlots were examined which had been poorly loaded. These showed a damage in transit of 7.49 eggs per case or 2.1 per cent. From such figures it is readily seen that too much emphasis cannot be laid upon good stowing.

The fact that over nineteen eggs per case leave the packing house with unsound shells makes their relative safety during transportation a matter of importance. A survey of the records for the season of 1913 and 1914 on an aggregate of 142 shipments indicates that for practical purposes there is no difference in the carrying strength of checks, dents and sound shells provided the package is good and the cars well stowed.

Less Car Lot Shipments.

The problem for the carrier of eggs in carlots is less than has been supposed; he has a task to so revise his less than carlot business that damage in transit may be reduced to a minimum.

This investigation has by no means probed to the depths of the disasters which overtake the shipments of a few cases of eggs for either long or short hauls. The more often the cases are handled by the freight crews, the greater the breakage. Reloading at transfer points increases damage. Stowing by the freight crews is generally bad. The local freight train which carries the pick-up car gets an extra amount of switching—frequently of the roughest sort.

The L. C. L.'s studied were of two classes, namely, direct loading and pick-up loading. In the direct the shipper delivered the cases at the freight house and they were loaded by the freight house crew. The car was sent to the transfer point for concentration. The handling of the cases was carefully done and the load was braced.

The L. C. L. "Pick-ups" studied consisted of cases set by the owner on the platform to be gathered by the local when it came through. The crew was always in a hurry and speed, not care, was the rule. To ensure room to take on some freight further along the line, the cases were sometimes stacked six high from the bunker to the door. The load was braced poorly or not at all. These cars also came to the transfer point to be concentrated. At the transfer station rough handling of cases was not a practice, but an occasional mishap with individuals of the loading crews. The data for the less than carlot shipments were collected according to the same plan as was used in the carloads, and the cases, fillers, flats and eggs were just the same—all the experimental shipments to show the relative amount of damage sustained by less than carlots were made from different towns but through one transfer station.

It will be recognized, therefore, that the statements given here for less car lots are preliminary and while general observations made during a longer period and over a wider territory than is covered by the actual experiments confirm the figures given, much more work must be done before analytical methods can be applied to them to obtain information on specific causes and results.

The eight direct leading L. C. L. shipments showed on arrival a damage of 10.84 eggs per case or 3 per

Many Lines In One Bill

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LOVELAND & HINYAN CO.

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We have seed potatoes to offer in local lots

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cent. The latter figure applied to a carload of 400 cases represents a loss of 16.6 cases.

Wet Cases.

Wet cases as a source of damage was reported last year and is again mentioned because it is the cause of heavy losses. Of the shipments sent out in 1914, 38 per cent. arrived with some more or less wet. The cause could sometimes be traced to a faulty construction of bulkheads and bunker. More frequently the drain pipes were clogged due to dirty ice. Such were especially noted in the shipments from the North when the natural ice is not washed free of sawdust, although there are adequate facilities provided for washing it.

Conclusions.

1. The "Side Method" of stowing the load is to be preferred to "End Stowing."
2. If straw is well tamped in place it is an efficient brace to take up extra space in the car. This can be accomplished by stowing from the side. Racks are also efficient in preventing the shifting of the load.
3. Refrigeration is greatly lessened by the usual straw buffering which extends from the floor to the top of the load.
4. The damage during the haul is due chiefly to switching and general yard work.

The eggs are but little damaged by terminal hauling.

The damage in transit to the well stowed carlot averages 1.3 per cent.

The damage to L. C. L. shipments is at least 4.2 per cent. due to faulty handling by the railroads.

It is believed, that, given the facts which govern successful transportation of eggs, a campaign of education should extend from the men who case and stow the eggs to those who unload them, that the methods of handling and the care necessary to prevent damage may be universally and thoroughly understood.

Mary E. Pennington.

As the Customer Sees It.

Written for the Tradesman.

The merchant who features his provision counter will find it very much worth while to look at this branch of his business from his customer's point of view.

So persistent has been agitation in recent years on the subject of cleanliness that every up-to-date merchant is careful in this regard. The wisdom of keeping cooked meats, cheese and similar goods under glass where they will be protected from dirt and flies is widely recognized.

A merchant who kept always in view this modern dislike of anything suggestive of dirt scored a hit last summer by the use of a few yards of cheese-cloth. He made a practice of displaying the cheaper grades of biscuits, retailing at 10 cents per pound, in open boxes, set at an angle in order to show well. With the event of warm weather and the fly season, however, he covered the tops of the boxes with lengths of cheese-cloth, fastened at the upper side and loose below. This kept out flies, gave a neat and clean appearance to the

biscuits, and at the same time did not in the least hinder the clerk's access to the biscuit box when orders were to be filled, since the cheese-cloth, hanging like a curtain, could be lifted and dropped again in an instant.

Another instance showing unconsciously how a very little incident may affect business injuriously or otherwise, is contained in the complaint of a woman, voiced a short time ago:

"I don't like to buy bacon at the corner stores," she said, "because they can't slice it properly. Down at our nearest store, the man hasn't any slicer and cuts everything with a knife. That means big, thick slices when we all like them thin."

"But I guess a lot who have slicers don't know how to use them. The other day I wanted some cooked meat. Well, I settled that I wouldn't go to the corner store, but down town where I could have the meat sliced thin. I ordered half a pound of nice looking corned beef, and asked the man to slice it. The man who waited on me took the meat, but instead of putting it on the slicing machine, he reached for a knife and hacked it off in thick, ragged chunks. I was too disgusted even to say anything, just then. There was another piece of meat on the slicer, and I suppose the man was too lazy to change the piece."

The same woman stated that she had undergone a like experience at various times in a number of stores, where the proprietor, or more often a clerk, used the knife in preference to the slicer. To change a piece of meat means, of course, a little extra work; but in this instance, and probably in most instances, the neglect to do so creates a decidedly unfavorable impression.

Frequently meat of this sort is desired for picnics or parties; and, for use in sandwiches, it should be cut very thin. A lady tells of ordering a pound of cooked ham for sandwiches and asking to have it sliced; when delivered there were just four thick slices. As a result the sandwiches were practically spoiled, nor could the purchaser make half as many as she intended. The resulting dissatisfaction was a bad advertisement for that dealer; and, as most merchants know, housewives do not make a practice of keeping their shopping experiences to themselves.

The slicer is an asset to the cooked meat department; but it should be used regularly, even if a little trouble is entailed. If it is worth while to put in a slicer at all, it is worth while to use it systematically and thereby secure the full benefit of the investment.

William Edward Park.

Fair Words or Nothing.

"George," said the wife to her generally unappreciative husband, "how do you like my new hat?"

"Well, my dear," said George, with great candor, "to tell you the truth—"

"Stop right there, George! If you're going, to talk that way about it, I don't want to know."

Most men who consider themselves big guns are only smooth bores.

Certainly He Knew.

A well-known Bishop, who has a wife of pronounced temperament one day caught a small boy stealing grapes from his vine. He reproved the offender sternly, and concluded:

"Do you know, my boy, why I tell you this? There is One before Whom even I am a crawling worm. Do you know Who it is?"

"Sure," said the boy unhesitatingly, "the missus."

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Every American grocer, who believes in protecting the American home from danger and making it a safer place to live in, should forthwith quit selling ordinary and inferior matches and hereafter push the best. There never was a match as good as the



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Respectfully Solicited

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Wholesale Live and Dressed Poultry,
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New and second-hand, also bean bags, flour
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Established 1873

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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.

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

Michigan People Want Michigan Products

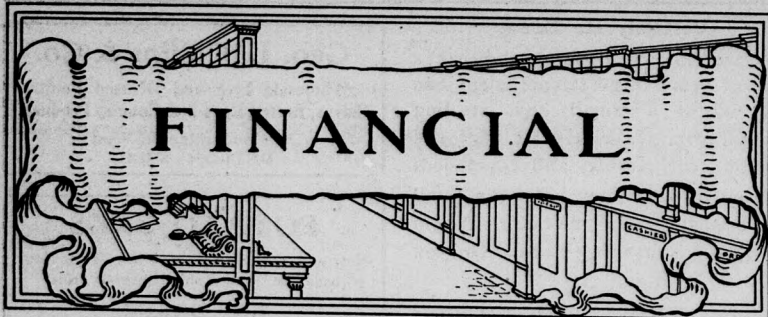
Make Out Your Bills

THE EASIEST WAY

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

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.
Manufactured by Wells & Richardson Co.
Burlington, Vt.



John H. Robson of Ovid, may be the next Banking Commissioner of Michigan, to succeed E. H. Doyle, whose term expires early in January. While it is known that Governor Ferris has made no promises of patronage it is believed that he will give serious consideration to Mr. Robson's candidacy and it would be no surprise in political circles to see the Clinton county banker land the plum.

Two years ago Mr. Robson, who is engaged in the banking business at Ovid, was nominated as the democratic candidate for State Treasurer. Although he put up a good personal campaign he was beaten as all of the candidates on the democratic State ticket with the exception of Governor Ferris, went down to defeat.

When the Legislature met, Governor Ferris voluntarily appointed Mr. Robson as a member of the Board of Control of Ionia Prison and it is conceded that he has made good in that position. When the democrats held their State convention at Detroit this fall they again nominated John H. Robson as a candidate for State Treasurer and although it was freely predicted that none of the candidates on the State ticket with the exception of Governor Ferris, would win, Robson spent his time and money for the success of the party.

Heretofore it has been customary to give the defeated candidates on the State ticket some recognition where they are qualified for certain offices and Robson's friends declare that he will make an ideal Banking Commissioner. He has been in the banking business for twenty years, is a successful business man, and has been a life long patriotic supporter of the democratic party.

Owing to the fact that the State law prevents a Banking Commissioner from holding stock in either a State or a National bank, it will be necessary for Mr. Robson to dispose of his banking interests in case he should be nominated for the place by Governor Ferris. The salary of the Banking Commissioner is \$3,500 and the appointment is for a term of four years.

The Grand Rapids Savings Bank is facing the need of an increase in its capitalization. The State banking law provides that in cities of 110,000 population and above banks organized under the State law shall have not less than \$250,000 capital; when the

total deposits reach \$5,000,000 or more the capitalization shall be not less than \$400,000. The statement of Oct. 31 showed the Grand Rapids Savings with total deposits of \$4,168,205.43, but it is stated that during the period since the last previous statement that the total for a short time reached \$5,000,000. The Bank's deposits have increased \$464,000 in the last year and \$780,000 in the last two years and it is said the prospects are favorable that the level requiring an increase in the capitalization will soon be reached. No plans have yet been considered for the increased capitalization nor the basis upon which the new stock will be issued when the action is taken.

Daniel Quirk, President of the First National Bank of Ypsilanti, has given to the city the old home of his late father to be used as a city hall. The property is valued at about \$25,000.

The old city hall in Battle Creek will be razed to furnish a site for the new home of the Old National Bank, of that city. The Bank paid the city \$38,000 for the property. Battle Creek officials have moved into their new city hall, recently completed.

The board of directors of the Hopkins State Bank at Hopkins has elected R. C. Furber Vice-President to succeed his father, the late C. H. Furber, who died July 19 last. Mr. Furber will also continue to act in the capacity of Cashier, a position he has held since 1906.

The Truman Moss State Bank at Sandusky is remodeling its offices, which will be enlarged and made modern in every respect to meet the demands of increased business.

Bank notes of silk of a particular shade that will baffle the bank note forger are now possible. As is known, most of the expert bank note forgers use photography to obtain their best results; but a recent invention makes it possible to manufacture silk of a particular shade that can not possibly be photographed. Discovered by a woman, this invention is a new process for water-proofing fabrics without rubber and dyeing them in the same operation. Linen, cotton or other materials to be treated by this process are placed white into one end of the machine and brought out at the other end a few minutes later colored, water-proofed and dry. Fabrics so produced, the inventor maintains, can

The Old National Bank

GRAND RAPIDS, MICH.

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

Fourth National Bank

Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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

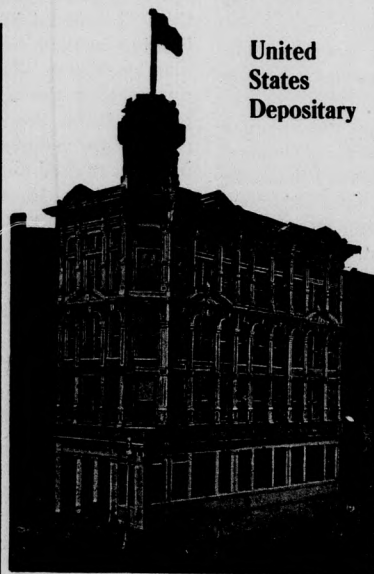
United
States
Depository

Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000



GRAND RAPIDS TRUST COMPANY

In cases where husbands and fathers are professional men and not qualified by knowledge, or training to make investments, this Company is especially useful. The making of investments nowadays with the multitude of forms in which securities are offered, has been reduced to almost a separate science requiring a special training and experience with which the officers and employes of this company are well equipped.

123 Ottawa Avenue, N. W.

Both Phones 4391

be used in hundreds of trades, from aeroplane building to bank note making.

The President of the largest bank in New York City recently stated: "Within a short time, perhaps very early in the new year, money is going to be such a drug on the market in this country, and particularly in New York, that the banks will be willing to loan it at any price." This prediction was based on the remarkable improvement that has taken place in the financial situation during the last month, which has witnessed the complete wiping out of the great bank deficit built up during the crisis following the declaration of war in Europe, the reduction in loan rates to a normal basis and the collapse of foreign exchange to a level which is within less than two points of the seasonable average.

Numerous striking developments in the financial situation this week here and abroad have gone far to bring about normal conditions in the markets which were most seriously upset by the unprecedented complications which have attended the progress of the war in Europe. The most important changes include the violent fall in foreign exchange to a level which is 3 cents in the pound sterling below the normal gold export figure; resumption of unrestricted trading in unlisted stocks on the curb, and admitting municipal and State bonds to unrestricted trading; action by New York banks in retiring a large portion of the emergency notes and Clearing House loan certificates.

Signs point towards better conditions in various branches of activity, and show that the country is fast recovering from the unsettlement caused by the European war. Whatever their significance, the New York savings banks' presidents interpreted the situation last Tuesday as showing that it was safe for the banks to resume business in the normal way, without exacting from depositors in future the sixty-day notice of intention to withdraw funds. The banks will be no longer governed, therefore, by the ruling of August 3, which obliged all savings institutions in New York to refuse cash payments to depositors, except in the case of small withdrawals to meet urgent needs.

This action provides the strongest evidence that the public is no longer alarmed about the situation, and that conditions are in every way better than they were a few weeks ago. Private sales of stocks within the last few days have been made, in many cases, at fair gains from the quotations of July 30, and, although dealings have been relatively small, they show a noteworthy increase compared with the volume of a fortnight ago. This has also been a busy week in the bond market, with transactions at private sales probably in excess of the total shown in any week since the war began.

These developments do not mean at all that there is clear sailing ahead, and that all the weak spots have necessarily been eliminated. On the contrary, there have been heavy obligations assumed in connection with various relief expedients which must be reckoned with in considering the longer outlook. Just how the cotton situation will be handled, now that the organization of the \$135,000,000 relief fund appears to be in jeopardy, is not altogether clear. The problem may be solved, however, by the formation of a smaller pool or by recourse to the rediscount facilities provided by the Federal reserve banks.

By adopting a liberal policy with reference to the acceptance of mercantile paper for rediscount by the new regional banks, the Federal Reserve Board has made it easy for the member banks to adjust their investment methods to the provisions of the new law. What is more, the regulations of the Board provide for a further strengthening of the lending system in such a way as shall lead inevitably to the creation of a broader market for high-grade commercial paper. There is, therefore, much of encouragement in the outlook, although it is obvious that there is nothing like thoroughgoing business revival to be reckoned with in the near future. But the encouraging thing is that most of the signs point towards definite although gradual recovery in the industries that were hard hit by the war.

An estimate is made that investments in farm mortgages in this country are \$1,000,000,000. A dozen of the largest insurance companies carry \$500,000,000 of the amount. Under the new banking act National banks can loan on farm lands, and this will enable the small banks throughout the agricultural districts to engage in the business where only the state or private institutions have been allowed to operate. Under existing conditions it is not expected that banks in the larger cities will do much in this line.

It is said that purchases of 200,000 horses have been made in the United States and Canada, for export to England and France, for army use. They have not all been shipped, but are being sent out as fast as boats can be secured. England has of late bought in the northern half of the United States and Canada; France has taken the southern half, using Gulf ports for shipping. When the horses are secured, saddles and harness have also to be purchased. Many contracts for these have already been let, and more are being figured on.

Many London firms, particularly stock-brokers, have money or securities deposited in banks in Germany. The question how far these deposits could be seized has recently been somewhat anxiously discussed, but the following announcement in the London Gazette removes all doubts on this point: "According to in-

formation received by the United States Ambassador from the United States Embassy at Berlin and communicated by his Excellency to the Secretary of State for Foreign Affairs, the deposits of British subjects in German banks are not subject to seizure. Claims to withdraw such deposits will not, however, be entertained by the German courts until further notice."

For the first time in several years the gross business of the National Biscuit Co., as reported by months, shows a falling off for September and October. The business in these months was \$400,000 less than for the corresponding period of 1913. This is a falling off of about 5 per cent. The foreign business is now very small. However, the company has met the situation, it is understood, by savings in certain directions and there will be no falling off in the net for the nine months of the fiscal year ended Nov. 30. The company has more than \$29,000,000 common stock outstanding and is earning at the rate of about 11 per cent. on this amount of stock, after providing for the preferred.

The lack of money is one root of evil.

Ask for our Coupon Certificates of Deposit
Assets over \$4,500,000

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources

8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan



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 445 and 1122
Bell Main 229

Grand Rapids, Mich.

Fifth Floor
Mich. Trust Bldg.

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.



Chat With a Successful Cloak and Suit Man.

Written for the Tradesman.

The department of which this man is the manager merits a brief description. Well located on the second floor, with the allied lines of millinery on the one side and ready-to-wear house dresses, petticoats, etc. on the other, it is light, airy and well equipped. Several large and handsome tables are used to lay garments on when they are taken out of the cases to show to customers, and well placed mirrors of ample size are especially abundant. Success in this line as in most others depends largely on a correct physical foundation, a proper provision for the pleasure and convenience of customers and the comfort of employees.

The entire stock was exquisitely fresh and neat—not a crumpled garment nor a fleck of dust was to be seen. Dresses of white and delicate shades are kept under glass; almost all of the rest of the goods are hung on racks placed in open cases, so arranged that cloth protectors easily can be thrown over previous to the cleaning of the room.

The prevailing style this fall may be said to be a lack of prevailing styles. As this man puts it, "Women no longer dress in uniform as they once were content to do." The lack of co-operation among designers and manufacturers is strongly evidenced in this season's goods. It is possible that this condition may have been brought about by the present fad—or will it prove more enduring than a fad?—by the present passion, we will say, for individuality. The woman of taste would not want nowadays to wear the same kind of suit or wrap that all her friends were wearing—even supposing that they were wearing things alike, which they are not—but instead chooses garments that bring out her special points of excellence and conceal the defects of her figure. She who is given to embonpoint has learned—at last—that she can not dress like her slim sisters. And the slim sisters also have mastered their lesson. Age, complexion, general style and personal preferences as well are factors in every choice.

In some respects the wide variety of styles worn may be considered an advantage to dealers. Changes are not quite so sharp as they often have been in the past. A thing that is intrinsically beautiful—artistically designed and fashioned on correct lines—does not become passe so quickly nor fall so flat as did some of the styles of other days, which,

although a great craze for the passing moment, were inherently ugly. On the other hand, it requires a larger stock to cater to all these individual tastes that are fast becoming so highly cultivated; and a buyer needs great discrimination and judgment to enable him to select just the right things when "everything is worn."

So amid all the maze of different modes, this cloak and suit man finds himself able to sound only two dominant notes as it were, as to the present styles. One is the great vogue of the tunic. Of course in its most frequent use the tunic forms a part of the skirt, but sometimes the tunic effect is seen in the upper garment, notably in the Cossack coat. By the way, Russian influence is very observable in this fall's creations.

The other dominant note is that this season's new outer garment, the redingote, either as a separate coat but perhaps more especially as the upper garment of a suit, is very strictly in it.

The cloths used in suits this fall are largely broadcloths, serges, and gabardines, while occasional pretty models in epingles, poplins and other fabrics are shown. In coats the mixtures still hold their popularity, although broadcloths are much used and one sees some plaids.

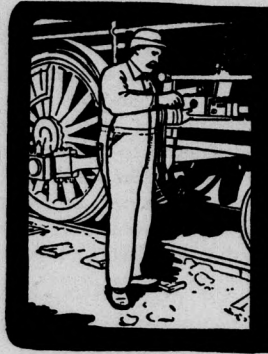
The range of colors in suits is rather limited. Black, navy, plum, Russian green, forest green, and tete de negre, the new brown that is almost black, include all the shades that are largely shown. From the nature of the materials, separate coats manifest greater variety, or at least more striking colors, than suits.

Not much trimming nor decoration is used except self-material, velvets that blend, and, on here and there a model, broadtail cloth or fur.

An enquiry regarding capes brought out the prompt reply that capes are becoming a thing of the past, their vogue this fall promising to be rather short-lived.

In selecting stock, this manager has regard chiefly to three points—style, that is, individuality, distinction and correctness of design—excellence and beauty of materials—finish and dependability of workmanship. A buyer should be an expert judge in respect to all three of these criterions, although he may be and necessarily will be guided somewhat by the reputation of the manufacturers from whom he buys. Any number of models were to be seen embodying all three points of merit—as distinctive a style as one could desire, a handsome fabric with all trimmings,

THE RAILROAD MAN KNOWS



that all indigo drills look alike when new but that there is a decided difference after they have been worn and washed.

Empire Overalls are made from Stifel's Indigo Cloth (which has the name stamped on the back) and this make of cloth has held the confidence of garment makers and wearers for more than 75 years. Overall department buyers should look for "Empire" on the ticket of the garment and "Stifel" on the back of the cloth because it is a double guarantee of service and satisfaction. A trial order will prove this.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids

Michigan

Ha-Ka-Rac

Misses' Coats



We carry a complete line of these coats in many different styles and good range of prices. Write for catalogue, or better still ask for samples. We will send them prepaid

The Perry Glove & Mitten Co.
PERRY, MICHIGAN

linings, etc. of equal grade, and faultless tailoring.

Suits up to \$65 or a little more in price are carried here, although their best sellers do not run over \$30 or \$35. In coats \$20 to \$25 values are in greater demand than those of higher price.

The conversation drifted to the relative merits of the ready-made garments and those gotten up to order by a tailor. This manager stoutly stands up for the ready-made, maintaining that as a rule better style, better fit and better finish can be obtained than are found in the tailor's product, and certainly better value for the money. "A woman can try on the suit or coat and see just what she is getting before she buys, while the common experience when one has gone to a tailor is summed up in the words, 'It doesn't look just as I thought it would.' Besides," he continued, "the ready-made garments have to stand the critical test of the New York market. A manufacturer catering to the better class of trade knows that his styles must be absolutely correct, else they will be condemned in the crucible of the metropolis. The local tailor may be a good workman and yet fail utterly to put any style into his garments."

In this department dresses also are handled of course. The basque styles have sold well this fall, but the same lack of clearly defined prevailing styles noted with regard to coats and suits is observable in dresses. It is difficult to predict just what may be demanded in the near future.

A good line of skirts is carried also, skirts always being staple and meeting with steady sale, although not now in nearly so great demand as formerly.

As to the special methods employed to make this department the success it manifestly is, they are all included in the general practices of good business. Good styles, good values, and intelligent, courteous, tactful, capable salespeople are the chief means used to gain and hold patronage. Excellent window displays together with liberal and skillful advertising take a rank hardly second as trade winners. Alterations are free of charge and every effort is made, not alone to sell but to please and satisfy in every case. At the end of the season all stock on hand is marked down and a very thorough clean-up usually is made. Otherwise special sales are rarely put on. All prices are plainly marked and inflexibility adhered to. No reduction is ever allowed on occasion. When a mark-down is made it is open and above-board and for everybody. Goods are never marked up previous to marking down.

So great is this man's faith in these fundamentally correct principles, that even unseasonably warm weather running late into the fall and, of course, affecting somewhat unfavorably the trade in his lines, does not abate his customary optimism.

Fabrix.

Don't imagine that because a man is short in stature he was brought up on condensed milk.

CO-OPERATIVE CO-OPERATION

Maintaining Interest on the Part of Customers.

Written for the Tradesman.

Every live merchant knows that he is throwing away money if he does not make proper use of the publicity material which the manufacturers of the goods which he has stocked have furnished him, or are ready to furnish at his request. He realizes that inasmuch as his money is in the goods, the only way to extract it, with an accompanying profit, is to sell them; and that advertising of all kinds, including his own and the manufacturer's is going to help just that much.

In spite of this theoretical acknowledgment that to co-operate is the right idea, some merchants seem to be unable to put the plan in actual effect. And so they slide along, sometimes wasting the costly material which is supplied as ammunition for their merchandising guns, and at other times declining to take advantage of an obvious advertising opportunity. Results, minimum sales, minimum profits.

The other day a well-dressed woman walked into the store of a small-town merchant and enquired about a certain dry goods specialty which is being widely advertised in the women's magazines. She wanted information before buying, it seemed, and suggested that the merchant must have some literature regarding it on hand.

"Why, yes," he responded dubiously to her remark, "seems to me that they sent some booklets with that last lot we got in. Wait a minute and I'll see what I can find."

He went grubbing around in various and sundry places, where such matter might have been put, these being places where nothing of much value, plainly, would be stored. And, strange to say, he at last located a booklet. It was grimy and dust-covered, and the customer gingerly took it with a thumb and forefinger. The merchant wasn't especially proud of the advertisement his store and his goods were getting, either, but he had done the best he could; and he reminded himself that angels could have done no more. However, the customer didn't come back. Probably she threw the booklet away as soon as she got to the street, inasmuch as reading it would have been decidedly unpleasant.

This is a typical way of handling advertising literature that is sent out for the purpose of being of real assistance to the merchant in selling his wares; for, after he has stocked them, they become his, and he is more interested in moving them than the maker, who is chiefly concerned about the next order. Hence his interest is at least removed to that extent, while the retailer's is present and immediate.

The plan which commends itself at once to the thoughtful is to have a definite place for filing such matter. There should be identifying marks, so that when the material is wanted it can be found without difficulty. But

the merchant should not get the idea that the booklets, folders and other material are intended for storage purposes. They are not. They are to be used; and constant use is advisable.

Of course, it is not possible to devote the major share of one's attention to every article in stock, all at the same time. And for that reason campaigns on certain lines should be planned carefully enough to make it possible to distribute literature about one thing at a time. This will be easier for the merchant and easier on the customer, who will probably read one folder or envelope insert, but who wouldn't take the trouble to investigate a number.

The whole proposition should be carefully dovetailed, so that window display, direct mailing work from the manufacturer, who will usually circularize the dealer's list without charge, and the distribution of advertising matter in the store will work together. The customer who gets a letter from the factory directing her to the store, and who passes it only to be reminded of the goods by a window display, and who then finds a slip describing it in a package sent from the store to her home, is going to be impressed then, if ever; while these various forces, acting separately, are likely to have only slight effect.

The matter of furnishing the manufacturer with a list of customers to whom advertising is to be sent is one that hardly deserves serious discussion, because it is of obvious benefit; yet some merchants hesitate to provide the list. Either they are afraid that in some mysterious way their customers will be weaned from them, or they discount the effects of the letters, or they have no list. None of the objections is valid. The interests of the manufacturer and the retailer are mutual, for one thing; a well-written letter, sent direct from the factory and giving references to the dealer, is bound to attract attention, for another; and the merchant oughtn't to attempt to do business without having a corrected, up-to-date list of his present and prospective customers, for the third.

Owing to the tremendous waste of advertising material, which is got up at heavy expense by the manufacturer, many of the leading concerns

have adopted a plan of furnishing matter of this kind on request, and not deluging the dealer with it whether he asks for it or not. This is a sensible way of handling the proposition. On the one hand, there is a positive loss when the advertising, whether it consists of window display material, signs, folders or what-not, is not used; and on the other, the merchant may not be in a position to handle it at a given time, and should have the opportunity to designate what he wants and when he wants it.

This suggests, however, that the merchant find out just what kind of direct advertising matter the manufacturers supplying his merchandise have to offer. The jobbers and salesmen can furnish this information, which should be acquired and made use of. If the manufacturer will furnish a moving picture slide without charge, with the dealer's name properly displayed, it is good business to get that slide and pay the theater the nominal sum required to have it shown. If the material for an effective window display is sent by a certain concern only when the dimensions of the window are given, the merchant who has a good sized stock of that company's goods, and wants to move it, can well afford to go to the trouble of furnishing the information and putting in the window.

The use of these plans means more efficiency and less waste; more results from the advertising at minimum cost, and trouble to the manufacturer and the merchant. No store is going to be the focal point in its community unless it is aggressive and keeps things moving; and nothing helps to maintain interest on the part of customer more than properly used advertising. Considering the expert work and the high-class materials put into the advertising matter of most manufacturers, the dealers handling their goods are overlooking the best bet of all if they do not make use of it.

G. D. Crain, Jr.

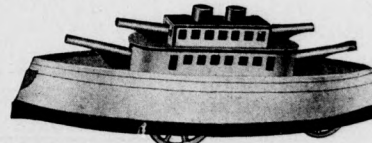
We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

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

BUY YOUR CHRISTMAS TOYS NOW

READY NOW—Complete stocks of imported and American made toys. European conditions haven't troubled us a bit—we have more foreign toys this year than ever before.

EARLY
SELECTION
IS ADVISED
BEFORE
THE LINES
ARE BROKEN



Battleship here represented a good item to retail at 50 cents, \$4.00 per doz.

PRICES
THE SAME
AS BEFORE
THE RECENT
BIG PRICE
ADVANCE

As further foreign shipments are impossible duplicate orders cannot be filled when present supply is exhausted. Mail us your order today.

Paul Steketee & Sons
Wholesale Dry Goods Grand Rapids, Michigan



Status of the Market on Sole Leather.

What is the present and prospective condition of the sole leather market, and what bearing has the European situation on same?

The leather industry is profoundly affected by the European war. Both the present and prospective conditions of the leather markets are influenced to such an extent that the subject can not be intelligently discussed without deep consideration being given to the great European catastrophe and its bearing on the markets.

The first incidents to affect the tanner were the difficulties attending exportation and importation, breaking down of foreign credits, abnormal price of exchange and war risks. To the tanners of sole leather these were most vital in the importations of hides. Twenty-five per cent. of the hide importations come from the European nations involved. Fully 50 per cent. come from South America and India and are shipped in English and German bottoms. About the only importations undisturbed by the conflict were from Canada, Cuba and Mexico.

In July of this year the sole leather industry was in healthy condition. Stocks of leather were much below what have been carried in past years, and tanners were operating probably about 70 to 80 per cent. of full. Stocks of hides available were also small. As stated, the importations had decreased materially during the past one and one-half years, being 8,700,000 in 1912, 6,300,000 in 1913 and 7,200,000 during the twelve months ending June, 1914. Not only were the imports of hides comparatively low, but the domestic kill in 1914 was also light. The slaughter at the thirteen principal points for nine months in 1914 is over 400,000 hides short of the same period in 1912 and 1913; the figures being 4,092,332 in 1912, 4,056,369 in 1913 and 3,623,201 in 1914. The Government statistics do not give the total kill, only the kill at important points. It is believed that the total shortage of cattle killed in the United States during the past twelve months, as compared with the two previous years, is about 1,000,000, equivalent to 2,000,000 sides of leather. In face of this shortage, both in importations and domestic supply of hides, it is not surprising that prices have steadily advanced. Taking the one item of light Texas steers as a fair illustration of the market in sole leather hides, I call your attention to the quotations taken from a trade newspaper for the weeks ending July 15

as follows: 1910, 12c.; 1911, 14 $\frac{3}{4}$ c.; 1912, 16 $\frac{1}{4}$ c.; 1913, 17 $\frac{3}{4}$ c.; 1914, 18 $\frac{3}{4}$ c.

The situation at the outbreak of the war can be summed up about as follows: Moderate stocks of finished leather in process; tanneries operating about three-quarters capacity; hides in short supply; hide prices firm, with probably advancing tendency. Suppose the tanners had quite generally pursued a cautious course, and become frightened at the apparent hide shortage and had plunged, where would the hide market have gone? As a result of their conservative policy, quite generally pursued, the heavy hide market to-day is steady.

How will the leather market be affected by the war apart from the influence on the hide market? This question, perhaps one man can answer as well as another.

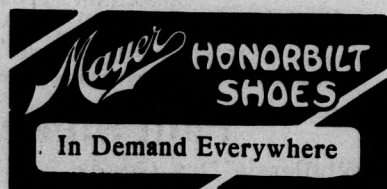
The demand in this country for shoe leather depends upon the demand for shoes. The foreign demand for war purposes we know something about, because, although only about 100 days have passed since Austria, Russia, Servia, France, England, Germany and Belgium declared a state of war, the cry for leather has reached this country, and large shipments are already on the water to supply the armies of Europe.

I am credibly informed that the foreign demand for sole leather in certain weights is rapidly making inroads on available domestic supplies at prices much above recent American quotations; that the English shoe manufacturers are running night and day on orders for their own army and for Russia, France and Greece; that two large contracts have been placed with Eastern manufacturers for shoes, and more are to follow, as English factories are taxed to capacity at present and for months to come. The situation, in fact, has become so acute that the English government early last month placed an embargo on the exportation of all hides and leather.

Van A. Wallin.

You can manifest your sympathy for the under-dog by kicking the upper one.

Conventionality makes cowards of us all.



To keep the fellows who work hard satisfied—
PERFECTLY satisfied, supply them with

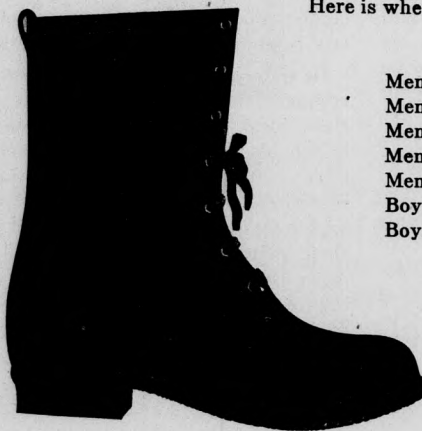
Hood's Tuff Soo's

with extra quality dull

Horse Butts

attached thereto for tops.

Here is where an extra quality article will win out for you



Men's 7 $\frac{1}{2}$ -inch.....	\$2.00
Men's 10-inch.....	2.30
Men's 12-inch.....	2.45
Men's 16-inch.....	2.90
Men's 18-inch.....	3.00
Boys' 7 $\frac{1}{2}$ -inch.....	1.65
Boys' 12-inch.....	2.05

5% discount for
"prompt payment"

Packed in Single Cartons

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

The Weather Man

Predicts snow for immediate delivery.

We predict severe colds, and even worse, if your stock of rubber footwear suddenly gives out.

"Hub-Brand" Rubbers

mean satisfaction, comfort and dry feet. They are made in every style that is practical. Our stock is complete.

Order Yours From Us



Rindge, Kalmbach, Logie Company

Half Century Shoe Manufacturers

Grand Rapids, Mich.

How to Dispose of Odds and Ends.

I have been asked to present a solution on "How to Dispose of Odds and Ends." The real way and the only way is to sell them. This is one of the problems that make the shoe game a most interesting one. There are no cut and dried rules to follow to make a success in the shoe business, because no two persons would conduct a shoe business in the same way. Neither are there any cut and dried rules by which one can dispose of his odds and ends, because what would be successful with one dealer might not prove successful with another.

Some have found the "P. M." system a good one. It is good for the clerk and possibly a good way to dispose of odd stock, but it is a poor "repeater." There is too much of an incentive for the clerk to crowd something on to one who does not wish it. In other ways the customer will purchase with his eyes wide open, and will not be dissatisfied afterwards. For instance, a shoe placed in a customer's possession, which has been presented as being something at a special price for some particular reason, will not cause that customer to be dissatisfied.

To be most successful in disposing of odds and ends, the salesforce should be made to feel that some of the responsibility is on their shoulders for goods left on hand. The old saying applies, "Goods well bought are half sold." The salespeople should have a voice in the purchasing of shoes and they should be made to feel that goods that do not move properly are, in a measure, due to their failure to properly dispose of them.

Unsalable shoes, odds and ends, off sizes, etc., should be assigned a conspicuous and prominent place in the stock, and kept in clean and attractive cartons.

The salesforce should also have a certain privilege in price cutting to fit the requirements. By doing this there is always some one who wants this kind of bargain shoes if they fit, particularly if they are impressed with the idea that they are getting something special.

In our stock we have not a single pair of special order shoes over thirty days old. This is owing to the fact that the one salesman who takes special orders is responsible for the disposition of the shoes. He feels a personal pride in giving satisfaction, and if he fails to please a customer it is his duty to find someone else who will take the shoes. In this way the special order proposition becomes a source of profit and pleasure, rather than a loss and disappointment.

As a rule, one member of the salesforce should always attend to the special orders. This makes it easier to please the customer, on account of experience gained by previous special orders, and also to dispose of the goods, and because that particular feature of the business is impressed on the salesman's mind for all time.

There are three things that seem to be most necessary in disposing of odds and ends, namely:

First, in keeping the stock clean and

attractive and not allowing it to grow stale.

Second, in keeping the stock in clean cartons.

Third, and most important of all, keeping the odds and ends in a convenient and conspicuous place in the stock.

Having tried these selling plans, the stock remaining should be priced very low during your semi-annual sales, not with any consideration of their cost, but at a price that will be attractive to the buyer. The money thus gained, although small, can be turned into profitable merchandising.

Having tried these selling ideas, the goods you still have left on hand will be very small, and I suggest that they be put in some convenient place, and when an out-of-town buyer comes along who looks as if he needs these shoes, have him make a price and let them go at that figure, for by that time they have run the scale of your ability and ingenuity and it is then up to someone else to move them.

In conclusion, there are as many ways of disposing of odds and ends as there are in accumulating them, and the men who have solved both of these problems satisfactorily have not only retired from the shoe business, but have won one of the golden crowns in the life beyond.

Thos. F. Palfrey.

One Industry That Is Helped.

Rubber is playing a large part in the present war. Foreign correspondence indicates that the extensive use of motor transport by all the armies means an immense destruction of tires. The commodity is in great request in Red Cross work, and the manufacture of large numbers of the inflatable rubber collars for life-saving purposes at sea is reported in active progress. The use of a solid layer of rubber as a backing for armor plate on warships, or in some similar form, is suggested, and doubtless commends itself to holders of securities in rubber manufacturing companies.

Short of Words.

This is the message the telegraph messenger handed to the young husband:

"Come down as soon as you can. I am dying.—Kate."

Eight hours later he arrived at the summer hotel to be met on the piazza by Kate herself.

"Why, what did you mean by sending me such a message?" he asked.

"Oh," she murmured, "I wanted to say that I was dying to see you, but my ten words ran out and I had to stop."

When the Ship Is Crowded.

An Alaska pioneer was telling how crowded a certain ship was during the gold rush. One day a man came up to the captain, and said:

"You will have to give me some place to sleep."

"Where have you been sleeping?"

"Well," the passenger replied, "I have been sleeping on a sick man, but he's getting better now and he won't stand it."

AN ARGUMENT

Good Shoes Bring Better Prices And Yield Better Profits

Because apples are cheap and potatoes are selling at low prices is no reason why the farmer should not pay good prices for good shoes; for shoes are not made from either apple or potato peelings, but from hides; and for hides the farmer is getting the highest price ever paid in the history of the United States.



Rouge Rex Shoes are GOOD shoes—solid leather throughout.

They sell at right prices, yielding a satisfactory profit, because their superior worth is quickly discerned. They sell again because they satisfy under the test of service.

Order a case of high cuts to-day.

HIRTH-KRAUSE COMPANY

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

A Fall and Winter Shoe of Quality The Bertsch Waterproof



Chrome Tanned
Chocolate Color

In Stock for at Once
Shipment

Orders Solicited

Samples on Request

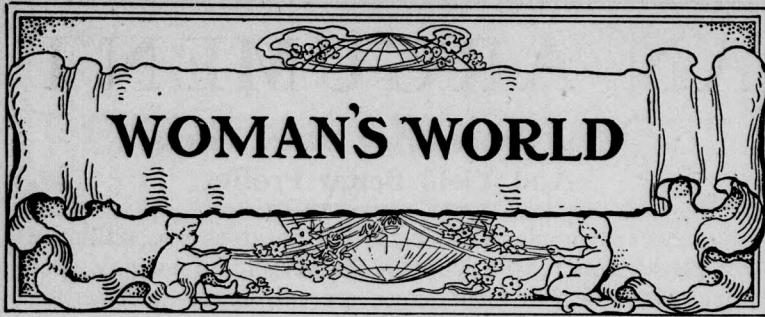
- No. 971—Men's, Bertsch, six inch, brown waterproof, two full soles, eleven iron outsole, viscolized, Goodyear welt, last 29, small black hooks and eyes, tip Blucher, D & E \$3.25
- No. 972—Men's, Bertsch, same only twelve inch, large nickel hooks and eyes 4.25
- No. 970—Men's, Bertsch, same only sixteen inch, large nickel hooks and eyes 5.00

BUILT FOR SERVICE—WEAR LIKE IRON

Herold-Bertsch Shoe Co.

Manufacturers Serviceable Footwear

GRAND RAPIDS, MICH.



How Are We to Know a Genuine Antique?

Written for the Tradesman.

Almost all of us have among our Lares and Penates some useless and worthless old truck to which we are bound by ties of sentiment, and which we can not bring ourselves to part with. When, as is often the case, these household gods consist of big, heavy, bulky pieces of furniture, ugly and out of date but about which the tendrils of affection are closely twined—well, a family with such encumbrances is in hard luck, particularly when a move is imperative.

The Archers, who after a five years residence on the Pacific Coast are compelled by business exigencies to go back East, have an elephant on their hands in the form of an old square piano of mammoth size, a treasured possession of Grandma Nesbitt, who is Mrs. Archer's mother. It originally belonged to Grandma's younger sister, now long since dead, who was counted the very flower of the family.

Mr. Archer was yesterday making arrangements to have their goods packed. "Darn Aunt Lizzie's piano!" he muttered under his breath, as he came to plan for a suitable box to contain this largest, weightiest, most awkward and cumbersome, and at the same time most utterly useless item in their whole household equipment.

Mrs. Archer looked suitably hurt and in her most conciliatory tones replied: "I know, Henry, it's a nuisance, but I guess you'll have to manage somehow. We can't do away with it while Mamma lives."

His wife well knows that after this initial ebullition of wrath Mr. Archer will settle manfully to his task and have the old thing boxed; that he will lend a helping hand to the transfer people to load it onto the truck (it takes at least six men to lift Aunt Lizzie's piano); that he will pay the freight, which is no small item, on this monstrous keepsake, without a grumble; that he will help lug it in when it shall have arrived at their Eastern home; that he will unpack it with his own hands and find a place for it—always a most difficult thing to do—upstairs or downstairs or in the dining room or the back hall. For all this Mr. Archer can be depended upon absolutely. The pity is that so much heroism should be expended on so unworthy an object.

Time was, of course, when Aunt Lizzie's piano was considered some swell instrument. Indeed it placed its owner and the house in which she lived in a class by itself in the

eyes of envious and admiring neighbors, who could not afford a piano but had to content themselves with a less expensive melodeon or cottage organ for the musical education of their own daughters. The case is of rosewood veneer—in its day very highly polished—and in a physical sense it always was most imposing.

To tell the plain truth, it never was any great shakes in a musical way. Something was off with its tone from the very beginning, and there were a number of strings that no tuner ever could get up to the correct pitch. The Archers had to buy another piano some five years ago. They could not risk having Lucile's voice ruined on any such old tin pan as Aunt Lizzie's piano.

But these shortcomings, vital as they are from an artistic standpoint, never have lowered in the least the lofty estimation in which the monument of family pride is regarded by Mrs. Archer's mother. In the old lady's eyes it still retains all its old-time splendor, and in it some of her tenderest memories are centered. So her son-in-law dutifully pays the freight and strains his back lifting the cherished relic.

Mrs. Wheeler, the neighbor on the other side, has a fetich in the shape of a tete-a-tete and five chairs that were a wedding present to her mother. Sad to say, the good lady's devotion to these treasures is not shared by her daughters.

"We can not buy with gold the old associations," quotes the mother.

"But sometimes it takes more gold than they are worth to keep the old associations in presentable condition," comments the practical Margaret, behind her mother's back, of course.

Mrs. Wheeler's faith in the beauty and excellence of "the set" never has been shaken. To every one who will listen she dilates on the facts that it was purchased in Toronto in 1860, and that one of the chairs, the one that slants so that it hurts one's back to sit in it, is of the celebrated king's feather design.

The set has been done over at least twice. The last time, the coverings were made of the richest brocade the family purse could afford. But use and sunshine have done their work, and these precious heirlooms must be renovated or else stored away out of sight. Re-upholstering is voted too expensive, so it has been decided to have slips made. Thirty yards of 75 cent cretonne will be required and the work will cost about \$15 more. "Then," Agatha declares, "30 cents will look rich by the side of them!"

"If only we could drag the set into the back yard, put on a little coal oil and touch a match to the hideous old things! And then take the nearly \$40 and buy what it would of tasteful new pieces of simple design!" sighs Marian. "But it would break Mother's heart, so we must submit to the hold-up of the cretonne slips."

Clearly Aunt Lizzie's piano and the Wheeler suite are mere junk, wholly devoid of any real merit. The attachment held for them by their excellent owners is most unfortunate. There was much poor and ugly stuff made forty, fifty, sixty, even a hundred years ago, and the only wise course is to get shed of it. But how is an ordinary mortal to know whether a given article is a genuine antique, a real piece of virtu, which no person of refinement would want to part with for any money, or just simply an item of worthless rubbish? Not all of us can take the time to become connoisseurs of old furniture and china. Can not some one lay down a few simple rules that would keep us from getting attached to the wrong things?

The troublesome question comes up, just how old and of what kind does a thing have to be to be a bona fide antique, and what are the hall-marks?

For instance, take the old blue and white bedspread at our house, which we always have fondly regarded as above criticism. This was a treasured belonging of our maternal grandmother, and it was her capable hands that spun and dyed the woolen yarn which constitutes the filling, and doubled and twisted the cotton that makes the warp. Although no novice at the loom herself, she put out the weaving of this splendid affair, having it done at the Auburn State Prison in New York. In one corner is her name in a style of lettering evidently devised by the weaver to suit the limitations of his apparatus, and the date, 1829.

Remarkably durable in construction and always having received the most

careful handling, it is in an excellent state of preservation. The blue is unfaded, the white is clear and pure, and the great bunches of roses that make up most of the pattern are still of wonderful beauty. Does not all this sound very genuine to the reader?

But in candor it must be admitted that the eagles in the border are so highly conventionalized as to heads and feet as to be almost unrecognizable as eagles, and that a strong imagination is required to construe the pine trees properly—many people take them to be large arrows. Also that the spread is too heavy to be slept under and has not the proper colors for a hanging.

Now have we in the blue bedspread a really valuable antique as we honestly have all along supposed—something in which we can take a valid pride and hold up to the admiring gaze of our friends—or have we like Grandma Nesbitt and poor Mrs. Wheeler been offering incense to a false deity? Who can tell? And do every woman's own old things seem the real thing to her? Quillo.

Making Up the Deficit.

The arithmetic lesson that day had been hard and trying, and now, at the closing hour, Tommy stood before the teacher, waiting to hear results.

"Your last problem is wrong," was the verdict. "You will have to stay after school and do it again."

Tommy looked at the clock. "Tell me, please, how much am I out?" he asked.

"Your answer is two cents short."

Tommy's hand dived into the pocket where his most treasured possessions were stored. Swiftly he separated two pennies from a bunch of strings, a penknife, some marbles and pieces of chalk.

"I'm in a hurry, sir," he said; "if you don't mind I'll pay the difference."

A man is never too busy to listen when the lady on the dollar talks.

DICKINSON'S

Package POP CORN



The very mention or sight of Popcorn "makes your mouth water" doesn't it?

Your customers see the nicely colored package, or your clerk mentions it—ZIP—the sale is made.

Dickinson's Package Popcorn is the "little automatic salesman"—it sells butter, salt, sugar, honey, etc. All of these things are used with Popcorn.

Tell your jobber to send a trial case. Let the "little automatic salesman" work for you.

THE ALBERT DICKINSON COMPANY

WHOLESALE SEED MERCHANTS - CHICAGO

Packers of SANTA CLAUS—the nickel package. GLOBE shelled or ear corn in bulk.

Abundant Reasons for Earnest and Hearty Thanksgiving.

Written for the Tradesman.

For what shall we be thankful, and for what shall we lift our hearts in gratitude to the Author and Creator of our being?

For this good old earth itself, with its riches of soil and sea and mine, furnishing the means of life to the infinite number of created things that draw from it their sustenance. For abundant harvests and all the other manifold blessings that insure our physical comfort and welfare.

For the blue of the sky, the green of the leaves, the sparkle of fountains and rivulets, the shimmer of cool lakes, the soft breath of springtime, the glorious colors of autumn, the whiteness of winter snows, the sunshine of summer days.

For the beauties of flower and plant and tree, for the wonders of animal life, for the majesty of rocks and mountains.

For the peace, order, and stability of government that exists throughout our country, we render most hearty thanks. And while we grieve exceedingly for the woes of our brothers overseas, we rejoice that the exhibition of unrighteous might no longer awakens admiration; that war and the spirit of conquest have become things, not of glory and honor, but of abhorrence and execration. We ask Thee to speed the day when the claims of the weakest shall receive equal consideration with the desire of the strongest, and when justice and not the arbitration of the sword shall decide every issue.

We thank Thee that the rights of the poor, the lowly and the oppressed are receiving greater and greater recognition; and that in spite of anarchy in some quarters and tyranny in others, the time seems to be nearing when each son and daughter of the earth shall have an equal opportunity; when liberty shall be cleared of its drags and hindrances, and our own land and every other land shall be truly free.

We acknowledge our indebtedness to Thee for all the pleasures of our past lives, for the sunny memories stored in our minds, and for the no less happy hopes that fill our thoughts. We thank Thee for the power Thou hast given us to forget and disregard sorrows and trials and disappointments, to retain from days gone by only the bright gold, and to look for this alone in the future. We are grateful for the optimism that is the sane and normal condition of the human mind.

We thank Thee for the work Thou hast set for us to do, for the energy and strength that are given us for its accomplishment, and for the rewards that are placed before us to spur us to our best and highest efforts. Moreover we thank Thee for that stern sense of duty that holds us to unwelcome tasks, at which we often must toil without remuneration or recompense.

We thank Thee for our zest of life and for the common homely joys of living. We bless Thee for the sacred ties of home, for the happy years of childhood, for father care and mother

love, for all the delights of the fire-side; for the companionship of friends and neighbors and fellow workers; for the gladness of morning and the rest of evening.

We thank Thee for the wealth which man has piled up for man; for the labors of those who have gone before us, into which we are free to enter; for the achievements in art, in music, in science, in architecture, in learning, in literature, in invention, in material things, that serve to make our lives fuller and happier.

We thank Thee for the noble traits in human nature. While many of the fears and restraints which may have served to keep our forefathers in the path of rectitude are no longer operative, conscience still exists, and there is abundant evidence that its mandates are irresistible. We would express our sincere gratitude for the loyalty, the fidelity, the integrity, the self-abnegation we constantly see manifested, and which give us faith in our kind. And we thank Thee for the hope that the mean and ignoble traits which also we see revealed—the avarice, the greed, the cruelty existing in human form—may be but imperfections of growth, phases of development that a larger evolution will obliterate.

We thank Thee for the heroes of all ages, for the names of the men and the women that stand out on the pages of history as the doers of great and valiant deeds. These illustrious ones set us a pattern and example and inspire us to our utmost endeavors.

But more do we thank Thee for the unknown heroes of the home and the farm, the store, the workshop, the factory, the mine—for the true and loving and self-devoted hearts that are nameless outside the small circle of their friends and acquaintances. These, no less than the personages of renown, show to us the noble possibilities of our nature. These are they that bless the daily walk of life and keep good our trust in our fellow men.

For the scholars and thinkers, the poets, the seers, the saints of all countries and all times, we thank Thee. We thank Thee for that knowledge of Thee and Thy purposes, which although imperfect, glimmering, and taking a thousand different forms, has ever served to stay the souls of men and keep their feet in the way of right. We offer our thanks for the braves who have fought the fight of faith; and for the no less intrepid souls who have given voice to honest doubt, and by so doing have performed an equally worthy service.

For that in us which makes some response, albeit feeble, to all that is noble and sublime and exalted, we thank Thee; and for that which Thou has implanted in us which gives us some faint measure of appreciation for the indescribable, unspeakable, immeasurable riches of life. Quillo.

If you would measure a man by his own standard, listen to what he has to say about his neighbors.

Money may be saved by avoiding sure things.

Reversing the Code.

"What do you mean by writing me that my Jimmie can't pass into the next grade?" stormed an irate female, bursting into the principal's room. "An' after him doin' such grand work all the year."

"Why, Mrs. Flaherty," replied the teacher, "you must know better than that. I've sent you his report cards every month and you know that his marks have been nearly all 'Ds.'"

"Indade they have, and yit you say he can't pass. I don't understand it, mum."

"I am afraid you don't understand our system of marking. D means deficient, you know."

"Sure, I don't know phat that may be, mum, but Jimmie told me all about the letters. Sure 'D' is dandy, 'C' is corking, 'B' is bum, an' 'A' is awful—and he's got 'Cs' an' 'Ds' ivery month."

The Deacon Was Too Previous.

During a temperance meeting in this city, one of the persons who occupied the stage was an enthusiastic deacon, who was slightly deaf, who frequently interrupted the speakers by yelling: "Thank heaven for that!" One gentleman being called upon, began: "Ladies and gentlemen, I am heart and soul in this cause, and feel it will be a great benefit to the people of this place—" "Thank heaven for that!" yelled the deacon.

"But, ladies and gentlemen," he continued, "I am going to say that it will be impossible for me to address you this evening—"

"Thank heaven for that!" shouted the deacon. And then the chairman took him outdoors and had two men sit on him.

The Victor.

Secretary Bryan, apropos of the Monroe Doctrine's new interpretation, said at a dinner:

"We desire no territory, no advantage, from our weaker neighbors. We do not wish to be one of those Powers that snatch all the profits from the quarrels of their proteges."

"The typical old-time Power, which we don't want to resemble, suggests the story of the business man who, on his return from the office, asked his two little boys:

"Well, what have you been doing all day?"

"Fighting," they replied.

"Fighting, eh?" said the father, "and who licked?"

"Ma," they said."

Conscientious.

A commission merchant turned to his office boy and said: "Tom, go into the next room and find the dictionary. Look up the word 'desiccate.'"

Tom disappeared, but did not return. The merchant put aside the letter, and turned his attention to other things. In a little while he remembered about the boy and went out to look for him. Tom, with the dictionary on his knees, was studying it intently.

"What are you doing, Tom?"

"I forgot the word, so I'm looking through the book."

The merchant nearly fainted. "How far have you got?" he asked.

"Just finished the fourth page, sir."



THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate



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

Registered U. S. Pat. Off.

Trade-mark on every genuine package

MADE ONLY BY

Walter Baker & Co. Ltd.

Established 1780 Dorchester, Mass.

Have You Bought Your Supply of



PUTNAM FACTORY, National Candy Co., Inc., Distributors
Grand Rapids, Michigan

Do not neglect your Christmas trade

The Holidays are almost here

"Lowney's" is the most widely advertised and most popular line of chocolates in America

Be prepared for the big demand

Beautiful and expensive window displays for the asking
Write us



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.

Advantage of Starting Christmas Sales Early.

Written for the Tradesman.

What the hardware dealer most desires as a finisher to the year is a big Christmas trade, and on this his thoughts are centered. His next desire—if he stopped to analyze his thoughts—is to avoid some of the heavy burden, the rush and haste and worry and dissatisfaction, which many merchants regard as inseparable from the Christmas season. For there is no Christmas season, however successful, that does not leave with the merchant a deep rooted feeling that, if he hadn't been so rushed and had found more time for looking after things, he could have done a great deal more business.

The remedy is to take time. And this can be done in two ways. First, by mapping out the Christmas campaign very thoroughly before it actually commences. And, second, by starting the Christmas campaign a little earlier than usual.

In a town of 10,000 people, ten years ago, the "Christmas season" was confined to two weeks at the outside, and the real buying was mostly done in the last two or three days. This meant that merchants couldn't serve their customers as they wanted to that clerks were fairly worked to death, and that customers themselves didn't secure adequate attention. For years the same humanitarian appeal had been urged: "Buy early and save the tired clerk"—but, so far as appearances went, to no result.

Just how it started, I do not know; but presently the merchants began to advertise their Christmas goods before November was out. One man let out the first Christmas carol in his advertising and window display about November 15. The little, old town was fairly stunned at the unthought of idea of "talking Christmas" so soon. But the other merchants, their competitive spirit aroused, took up the cry; they weren't quite prepared for it, but they weren't going to let any competitor get ahead of them. The result was that by the end of the third week of November, that year, the Christmas advertising was in full swing; and it kept up right through until Christmas Eve.

The advertising wasn't of the "Come Early" variety, either. It worked out more along the line of "Buy now and get the best selection." By the way, this "come early" advice strikes me as merely a very pointed reminder

that it is "early"—when what the advertiser should suggest, to pull business, is that it is just the time to buy, the very best time to buy.

Anyway, when the merchants came to reckon up, the week after Christmas, they had a very sizeable impression that buying had actually started earlier than in previous years; that the business had been spread out over three and four weeks where, normally, it would have been crowded into ten days; that the rush at the last moment, although of goodly proportions, was perhaps, not quite so bad as in other years; and, finally, that Christmas business had been much larger than usual.

This had been accomplished, not by general appeals to "save the poor clerk" but by showing and talking up the Christmas goods. In short, the merchants had solved the problem of the Christmas rush, in some slight measure at least, the only way it ever will be solved this side of the millenium, by getting the public interested a couple of week's earlier than the public would be interested if left pretty much to themselves.

In that particular town, early Christmas selling, with its logical consequence, early Christmas buying, is very much in vogue. Yet it had its conception, not through any concerted action on the part of the business fraternity, but, in a sense accidentally.

As a matter of practical experience, the merchant who is willing to start his Christmas selling earlier is going to get some results. If the merchants of a community can join hands and work concertedly to this end, so much the better, and so much the more immediate the results.

The individual hardware dealer can start things moving in various ways.

First, he has his regular list of patrons, to whom he can address a circular letter discussing Christmas buying. In this he can strongly urge the advisability of making an early selection of Christmas gifts. There is a more comprehensive stock to choose from two weeks before Christmas than on Christmas Eve; furthermore, the store staff is in a better position to give the early buyer careful and unhurried attention. These are points to be urged in the general portion of the circular; this should be followed by specific suggestions as to Christmas gifts, with prices. As a clincher, add, that you are willing to set aside purchases for future delivery. (Some merchants deem it best to ask a small deposit on such purchases, say 10 per cent., this is a matter of individual policy). The circular should urge the advisability of early buying; and then grip

the closer interest of the customer by giving him (or her) something specific to think about. "Get the public interested" is the essential in advertising; and nothing interests the prospective Christmas buyer so much as specific suggestions for Christmas gifts.

A good idea is to have printed and enclose with the Christmas circular a list of suggestions from the hardware stock—suggested presents for him, for her, for the baby, for father, for mother—and so. This list may, if deemed advisable, give the range of prices for the various articles suggested.

Instead of centering the efforts of the staff upon a last minute Christmas display, a series of Christmas displays should be mapped out. One of the most striking should be used as a starter. To get the public interested in Christmas buying, and do it early, is the hardware dealer's object. Simultaneously with his window displays, the merchant should commence to talk Christmas in his newspaper advertising—always accompanying this with specific suggestions as to appropriate gifts.

Incidental ideas for interesting the public are many. One merchant every year gets out an attractive store paper for house to house distribution. Another a full grown Santa Claus with bells on to parade the streets and jolly the youngsters. Another schedules Santa's trip from the North Pole in the newspapers, day by day, each day detailing the progress made;

and winds up with a Grand Arrival Festival, in which Santa appears at the largest public school in a sleigh just as school is letting out, proceeds down the main street to the store and there hands out little souvenirs and circulars to a train of eager and excited children, and thenceforth makes his home in the store window with intervals of straying about the store.

Whatever will interest the children will reach the parents; and a real, live Santa will never fail to appeal to the young people.

Of course the hardware merchant should endeavor to map out his campaign well in advance, have his advertisements written and his displays planned and his Christmas stock in before the real Christmas selling starts. Then he will have time for giving personal attention to any important problems that develop in the course of the Christmas rush.

William Edward Park.

Forgot His Excuse.

A teacher in the public school instructed her pupils to bring in certificates of birth.

At the specified time, all of the pupils complied with the request except one little boy, who remained in his seat, weeping.

"Why Antonio," said the teacher sympathetically, "what is the matter with you?"

Antonio's tears fell faster. "I've forgotten my excuse for being born!" he wept.

Foster, Stevens & Co. Wholesale Hardware

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

Michigan Hardware Company

Exclusively Wholesale

Corner Oakes St. and
Ellsworth Ave.

Grand Rapids, Mich.

THE MEAT MARKET

Picking Out the Horrible Example.

In not a few instances the meat market is far from what it should be. Even though the front shop may appear well, the back room, where the sausage is made, and the basement may be a veritable breeder of filth, and the utensils far from sanitary. It was this class of men who formerly used chemical preservatives to keep their products sweet. To-day they are neglecting the sanitary conditions of the surroundings. Back of the shop may be decayed animal products not properly drawn away or cared for; hides may be either kept in the back room with other articles of food, or in the basement to scent entire building and to make unpalatable the food products.

In the course of the inspection of groceries, meat markets and other places where food products are sold, in connection with the work of the Food Department of this State, some proprietors of stores have wondered why they received so low a rating. I have asked them these questions:

Do you have city water in your store?

Do you provide a place for your clerks to wash, and do you furnish soap and towels?

Do you provide toilets?

Is the toilet boarded up? Is it stuck in a dark, old, dismal corner of your basement?

Do you have the hams or bacon lying around on a box where dogs and mice have access to the same?

In what "shape" do you keep your basement? Is it ventilated or just a foul dug-out under your store?

A toilet and conveniences for washing are required around a store or place where food is handled. It takes off 20 points from the score in this State where these are not provided. The toilet should be walled up, ventilated from the outside and not merely a platform in the basement or back room that ventilates into the room where food supplies are stored. All stores should frequently be scrubbed and the stock kept in such a condition that scrubbing is possible. The front of the store should not be the place for a store room. It looks very untidy.

In one town of this State I saw stores where foods are handled that are not suitable, and if some of the people who buy their food at these places saw the way it is handled and the places in which it is kept and the care of preparation, it would be a safe guess that the customer would go out with an empty market basket. I believe the customers of any market place should demand the privilege of

admittance to the back room, basement and work shop to see how their foods are prepared. It seems that the customer himself is at least half to blame, for he should demand better sanitary conditions.

The condition of the average meat market may be much improved. This is especially true with regard to the back room, the basement or the place where sausage is made, and where the trimmings and waste portions of the meat, which are to be used in the preparation of sausage, are handled.

Only recently the writer saw just back of the door leading into a butcher shop a mass of putrefying, decaying products from the slaughter house, and flies so thick that one could hardly see the color of the material. Such a condition is a disgrace to any community. If the consuming public should go into these back rooms, or into the back yards, and see conditions of this kind it would be a long time before meat would have an appetizing effect upon those before whom it was placed.

There is no food establishment that should be kept cleaner than a meat market. There probably is no shop that is easier to keep clean. The meat refrigerator is not the place for a general cold storage plant for fruits, pickles, dairy products, etc. Where we find such a condition we usually find a refrigerator so crowded with barrels, boxes, etc., that a frequent cleaning is impossible. One market basement the writer found used as a hide vat. This is a very poor practice, as there is always going to be more or less odor emitted from such a place. The meat blocks, tools and meat tables do not receive the care they should. The meat market should put up a clean, neat appearance.

A. K. Johnson.

Dried Beef Smoking.

Dried beef is an article which has to be smoked heavier, and consequently dried more than pork hams, and unless the moisture is well evaporated the time that it may be kept will be short. An approved method for handling dried beef is as follows:

Steam coils should be placed at the top and also the bottom of the smoke house. The steam should then be turned on until the temperature of the house is between 130 degrees F. and 140 degrees F. After the meat has hung in this temperature for about thirty hours a light fire should be started by using two or three sticks of wood and plenty of hardwood sawdust scattered close to the fire, so as to form a dense smoke. It is very essential that dried beef should have a strong flavor. Steam should be kept on in the house all the time that the beef is being smoked, and it will require eighty to ninety hours under these conditions to bring the beef out in the best condition.

Beef can be smoked in a regular house, but it takes much longer and it cannot be handled as satisfactorily as with steam heat in connection with the smoking process.

After the meat is sufficiently smoked the house should be allowed to cool off and the meat to hang for about twenty-four hours before being handled. It is then ready for packing and shipping. Dried beef thus handled will shrink from 25 to 33 per cent. from the cured weight to the smoked weight.

Philadelphia Scrapple.

Philadelphia scrapple is made from all the scraps of pork not needed for sausage, lard or salting. Split the head between the jaws, remove the tongue, which is also used. Cut off the end of the snout, remove the jawbones, eyes and nasal cavities. The ears may be used if carefully cleaned and the cartilage removed after boiling. Put the meat and the skins removed from the parts intended for lard or sausage to boil in water to cover them; 15 minutes after add the other meat, which may include the feet, nicely scraped; the trimmings of the hams and shoulders, the heart, a small part of the liver and, if desired, the spleen, the cracklings and the kidneys, with the white part en-

tirely cut out. The latter, however, are not generally used.

The meat must be boiled until it will separate from the bones. Then take it out of the liquid to remove the small bones and add to it enough water to make five parts liquid to one part meat. Bring it to a boil, then stir in the meat with an equal part of cornmeal, well dried before grinding and ground fine. Stir while boiling, and season with salt, black and red pepper and either sage, sweet marjoram, thyme or pennyroyal, whichever you prefer. Boil for about 15 or 20 minutes. Put away in pans in a cold place, where it will keep for two to three weeks.

Temperature for Curing.

If dispatch is necessary, different sized cuts may have different temperatures in their curing rooms. If your plant is such, however, that all the curing is done in the one room, then the curing temperature should be such as will fit the medium and heavy hams, which should be about 37 degrees F. A colder temperature will retard the cure, while a warmer one is apt to make the sweet pickle ropy or thick before the heavier hams are cured. If quick dispatch is required in curing, it is preferable to give the hams an extra pumping or an extra overhauling or two; but the temperature should be maintained steadily at 37 degrees F.; 39 degrees F. will suit S. P. bellies, while 40 degrees F. will answer D. S. meats unless the meats are wanted in a hurry.

It may be some consolation to a spinster when she sees a married man loaded to the slopping over point with corn juice.

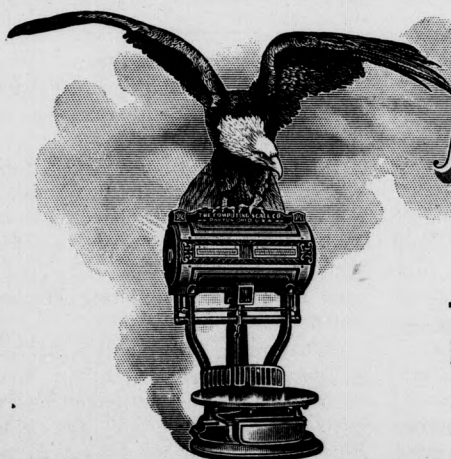
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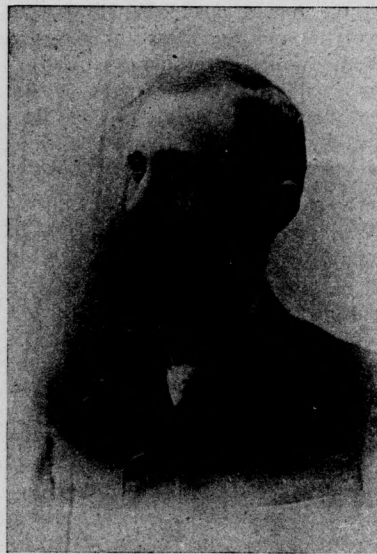
Death of Frank H. Spurrier.

Frank H. Spurrier, died at the family residence, 1201 Lake Drive, Sunday morning, following an illness of hypostetic pneumonia, although he had been troubled with a weak heart and acute stomach affliction for a number of years. Funeral services were held at St. Andrew's cathedral Tuesday morning. The body was taken to Greenville, Ind., his widow's former home, for interment.

Mr. Spurrier was born in Shelby county, Ind., March 23, 1855. His antecedents were Irish, his grandparents on both sides having been natives of the North of Ireland. Mr. Spurrier lived on the farm on which he was born until 17 years of age, following the plow summers and walking a mile and a half to school three months each winter, when he went to Shelbyville and attended a business school for a year. The family then removed to Indianapolis, where Mr. Spurrier found employment as a driver of a delivery wagon for a grocery store, where he received the munificent salary of \$3 per week. At the end of one year he was promoted to a clerkship in the same store, where he remained one year. He then went behind the counter for Becker & Schwinge, at that time the largest tea merchants in Indianapolis, where he remained two years. Forming a liking for the jobbing trade, he gladly accepted a position as shipping clerk for A. B. Gates & Co., wholesale grocers, remaining in that position one year, when he was offered a position on the road for the same house, which he retained thirteen years, covering the same territory in Western Indiana. In 1891 he transferred his allegiance

to Williams Bros., and for three years covered the western portion of Western Pennsylvania. He was then transferred to Michigan and given charge of the entire trade of the State, both wholesale and retail. This he did so successfully that he took up his residence here in April, 1897, and subsequently made this city his headquarters. The next year he took on a side line in the shape of the Concave washboard, manufactured by the Standard Washboard Co., of Eaton, Ind. He has since handled other lines, with satisfaction to himself and the houses he represented.

Mr. Spurrier was married May 6, 1876, to Miss Emma J. Bly, of Indianapolis. The wife died April 25,



F. H. SPURRIER

1888. On Oct. 4, 1895, he married Miss Lizzie Brandon, of Greencastle, Ind. who survives him, together with four children—James Dawson and Frances Armenia, of this city, Frank B., of Washington, D. C., and Mrs. Frances Keyes, of Ann Arbor.

Mr. Spurrier was a member of Excelsior Lodge, No. 25, K. of P., of Indianapolis, the Commercial Travelers' Association of Indiana and Grand Rapids Council, No. 131, U. C. T. He attributed his success to persistence and hard work, believing that this was the only way to win success in the present race for recognition in the business world.

The Cynic.

"Paw, why did they give the officers the medals?"
 "For bravery, son."
 "What's bravery, paw?"
 "Well, in most cases it's having the luck to command a lot of mighty good fighters."

Training a Hardware Salesman on the Outside.

Having had some experience doing outside canvassing, I know it can be made a success if a well-informed canvasser is secured. He should be a man that is a good mixer, not the slick-tongued kind, but of the species that can form a friendship and keep it.

If the proprietor is a man with a strong personality, he would be the proper man. If he would get a good manager for his store and inaugurate a perfect system for the store, he can then be able to spend more time among his trade.

In case the dealer sends a salesman into the field, he should be sure to select one of pleasant disposition that knows his stock and the prices and is loyal to the best interests of the store. He should be instructed not to bore the people in trying to effect sales, but to ascertain the needs of the trade and by using tact, direct the attention of the customers to the ability of the dealer's store to supply the need.

A good plan to follow is to have in mind some useful article for the farm or for the kitchen and by a proper explanation of its usefulness, the canvasser may cause the prospect to realize the need and satisfy him that the benefits justify the investment. The financial returns derived from the work of the outside salesman may not be remunerative enough at first, but persistent effort on his part will educate him and make him more resourceful, as well as educate the trade to the fact that he is capable of giving reliable information.

I have found that an outside man that is capable of adjusting a sulky plow, a binder, or some other implement is thus able to get the confidence of the farmer quickly. Souvenirs to hand out may be good, but a piece of chewing gum for the children will be appreciated more.

If the town is a "Saturday town" or a "Monday town" I would suggest that the outside man spend his time shaking hands on the street and bringing into the store people he had previously met on the outside and showing some articles in which they might be interested. By using judgment the man on the outside can make himself valuable and by proper methods become an efficient "scout" for the store.

M. H. Bird.

Useless To Try.

Needing some ribbon one day, while in a very small Southern town, we went to the one store there.

"Ribbon?" questioned the storekeeper. "Well, we-all just mislaid our stock of ribbons, but if you-all come back later, I'll see if I can find them."

So back they went later. He had found them.

"What color did you-all want?"

"Blue," we replied.

"Oh, blue!" he exclaimed in disgust. "We haven't got any blue. Blue is so popular we don't even try to keep it."

The Customer Was Conservative.

She had given the grocer an order for a half peck of potatoes, a head of lettuce and two carrots, when he said:

"Madame, let me tell you something in your own interest."

"Yes?"

"When you buy in small quantities you have to pay increased prices."

"Yes, I know."

"If you bought a peck of potatoes instead of a half peck—"

"But you know I'm a conservative woman, sir."

"How do you mean?"

"This is election year."

"It is."

"The Republican candidate is going to promise us cheaper potatoes."

"Very likely."

"And the Democrat will promise cheaper carrots."

"Most probable."

"And it'll be me who finds herself with a high-priced stock on hand to unload on a falling market and have my husband say I'd better stick to the washtub and let him do the financing. Oh, no, sir. I'll take chances on a head of lettuce, but I'm the Mary Ann who don't make any wild plunges."

Didn't Look.

Some time ago a little girl rambled into a country grocery store and placing an earthen jar on the counter asked for 1\$ cents' worth of molasses. Soon the jar was filled, and picking it up the child started for the door.

"Hold on there, youngster," hastily intercepted the groceryman. "Haven't you forgotten something?"

"No, sir, I guess not," answered the girl, pausing and looking around. "What is it?"

"The money for that molasses," answered the grocer. "Don't give it away for an advertisement any more."

"I thought you got the money," was the startling rejoinder of the youngster. "Mother put it in the jar."

He Handled Them Carefully.

Little Felix, aged six, had found four little kittens in the cellar. A visitor, being told of them, expressed a desire to have a peep at the new arrivals. Felix went to fetch them, and soon a pitiful wailing was heard on the stairs.

"Don't hurt the little kittens, Felix," called out his mother. "Bring them up carefully."

"I am, mamma," replied Felix; "I'm bringing them up by their stems."

Misery loves company, but the company seldom reciprocates.

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Gabby Gleanings From Grand Rapids.

Grand Rapids, Nov. 16—Friends of Frank H. Spurrier were greatly shocked last Sunday morning to hear of his death, which occurred after a brief illness of pneumonia. Mr. Spurrier was born in Moorestown, Ind., March 23, 1854, and came to Grand Rapids in 1897. About two years later he joined Grand Rapids Council, United Commercial Travelers of America, and has been a prominent member of that organization ever since. Mr. Spurrier was a man with a very pleasing personality. He had a generous disposition and was always ready with sympathy and a liberal hand to help those of his friends who were in need. Mr. Spurrier was one of the best known salesmen in Michigan and had a large circle of friends who will greatly miss him. Mr. Spurrier was in the merchandise brokerage business for several years and during the past year has had the Inland-Delray Salt Co. line. He is survived by his widow and four children, James Dawson and Frances Armenia, of Grand Rapids, Frank B., of Washington, D. C., and Mrs. Francis Keyes, of Ann Arbor. Funeral services were held Tuesday at 9 a. m. at St. Andrews cathedral and the remains were taken to Greenville, Ind. for burial.

Mr. and Mrs. Stanton Morris and two children, of Medicine Hat, Alberta, Canada, are visiting at the home of J. Harvey Mann, 805 Michigan avenue. Mr. Morris is a brother of Mrs. Mann.

Tuesday evening, Nov. 10, Mrs. William E. Sawyer entertained a company of ladies in honor of Mrs. Earl Cassada. Late in the evening Mr. Cassada appeared on the scene and, being the only gentleman present, found himself very popular—so much that he received decorations at the hands of the fair sex. Mr. Cassada protested and begged to be excused from having such honors thrust upon him, but the ladies insisted that he wear the emblems of their order. Earl says he has been initiated in several lodges without stage fright, but never again a ladies club, and says the next time he goes to escort Mrs. Cassada home he will send someone else instead.

John Schumacher, popular candy salesman, was in Lansing last week calling on the trade there. John finished up with the last customer and found he had ten minutes to get to the station to catch the P. M. train for Grand Ledge. He made a run for the depot and, seeing a train pulling out, boarded it. When the conductor reached the breathless John and was tendered the fare to Grand Ledge, he informed our esteemed friend that he was on a M. C. train headed in a different direction.

P. S. Lansing is a dry town.

Mrs. C. C. Perkins has returned home from the hospital and is rapidly regaining her health.

Jacob Waalkes, who represents Sherwood Hall & Co., was taken sick last Tuesday at Sunfield and took the first train home. Wednesday he was taken to St. Mary's hospital and operated on for appendicitis. The operation was successful and Mr. Waalkes is getting along very nicely.

John Baxter, senior member of the firm of James Baxter & Son, Hopkins, dealers in general merchandise, is one of the mighty hunters for deer in Northern Michigan. Mr. Baxter is a great lover of outdoor sports and usually returns from his hunting trips with the limit of the game sought.

The U. C. T. ladies Four Leaf Clover Club met at the home of Mrs. Pete Anderson, Thursday, Nov. 12. In the Five Hundred contest Mrs. B. A. Hudson won first prize, Mrs. Pete Anderson second and Mrs. R. A. Waite the consolation. The Club will meet next week with Mrs. A. F. Rockwell, 1422 Wealthy street.

Mr. and Mrs. Walter Sperry and children, 703 Kellogg street, have returned from their vacation, which they

spent with relatives in Columbus, Ohio. Mr. Sperry is chief chemist and bacteriologist at the filtration plant.

Mr. and Mrs. J. L. Murray are parents of a 9 pound boy, born Monday, Nov. 9.

Mr. and Mrs. J. I. Wernette will entertain a few friends at Five Hundred Friday evening.

The annual meeting of the Grand Rapids Traveling Men's Benefit Association will be held at the Morton House, Saturday, at 1:30 p. m. All members are requested to be present, as election of officers is to occur and important business is to be transacted.

Friends of the late Frank H. Spurrier are endeavoring to induce the Inland-Delray Salt Co. to appoint J. Dawson Spurrier local representative to fill the vacancy caused by the death of his father. It is stated that the manager of the company has promised to give this request careful consideration. Dawson is a young man of promise and would do his best to maintain the reputation so long enjoyed by his father as an energetic and capable salesman.

M. L. Evens, the popular traveling salesman for the Michigan Wire Fence Co., who has covered the west half of this State for the past fifteen years, has been elected a member of the State Legislature from Branch county.

Oscar Peterson has again gone into business at Trufant. He purchased his opening stock of groceries of the Worden Grocer Co.

Walter Mellinger, who received eighteen out of nineteen votes cast for Governor at a recent social session of the Bagmen when a straw vote was taken, has announced that he will pay the wager that he made at that time that Governor Ferris would get a majority vote, at the big round up Dec. 12. The wager was "cigars for the crowd." As the ways and means committee are confident that about 100 plates will be sold for the banquet that night, our popular Prince Mellinger will be convinced that running for Governor is an expensive pastime.

William Farmer has opened the Tavern, at Fowlerville, and has made it a very attractive hotel. The dining room is well lighted and the whole place looks cozy and neat. Mr. Farmer is glad to have it inspected from cellar to garret. He has individual towels and all the other necessary requisites, besides setting a very excellent table.

Bert Petter, who recently conducted an up-to-date grocery store at the corner of Plainfield and Quimby, has sold his stock on account of ill health and is now traveling. Since he began carrying a sample case he has gained 28 pounds and is looking fine.

David Drummond (Brown & Seher Co.), who won undying fame and widespread newspaper notoriety some years ago as President of the world-famous Fifth Ward Bob Tailed Cat Club, has returned from a business trip to Berrien county, South Bend, Chicago and other points where the hoof and mouth disease has been prevalent. Mr. Drummond had the interesting experience of talking with the Government officials who are engaged in wiping out the disease. He states there is a strip about five miles wide near South Bend where there isn't a living animal with a cloven hoof. While this disease is little understood, it is not new in the United States, as there was an epidemic of it in 1902 and again in 1908, although not so serious as the present one. He states that one herd near Shelbyville, consisting of 325 cattle and 500 hogs, had to be killed. The work of stamping out the disease is under the supervision of Government officials. There is a squad of veterinary surgeons whose duty it is to inspect the cattle. They are followed by a second squad of appraisers who value the condemned herds, allowing so much for beef critters and certain amounts for dairy

cattle. The owners are allowed a certain sum for all cattle killed, but no allowance is made for pedigrees. The third squad does the killing, the fourth squad disinfects the barns, grains and other feeds, while a fifth squad supervises the moving of grain, cattle, etc., in the infected regions.

Decatur, Pearl, Fennville, Mentha and other points in Michigan are noticing the effects of the low price on peppermint oil. The peppermint oil industry is becoming a big factor in these regions. At Decatur alone there is usually sold from \$200,000 to \$250,000 worth of oil annually. This product usually is sold at about \$3 per pound. This season it is being sold at about \$1.15. William E. Sawyer.

To Break Up the Traffic in Bad Eggs.

Washington, D. C., Nov. 18—Federal, State and city authorities are now actively co-operating in Illinois to put an end to the illegal traffic in rotten eggs. From evidence already gathered, there seems to be a definite market in Chicago for "rots and spots" at \$2 per case. In consequence, rots and spots from the surrounding country have been coming into Chicago in large numbers. In the past, the delay necessary to secure authorization from Washington to make the seizures under the Federal Food & Drugs Act has proved a serious handicap in breaking up the traffic. With the co-operation of the State authorities, however, this delay is now largely obviated. Under the detention section of the State law governing this matter, State inspectors are able to hold suspicious shipments for examination and further investigation. The State authorities, being on the spot, are able to act with great promptness. In this way not only are seizures made possible, but the necessary steps toward criminal prosecution are also facilitated. One of the firms in Chicago handling these bad eggs has already been tried by a State court and found guilty. Shipments of bad eggs are also being reported to the authorities in Chicago by Federal, State and city inspectors in other states in order that these eggs may be traced to their ultimate destination.

Although there is a certain demand for inedible eggs for technical purposes, such as tanning leather, most of the rots and spots that reach Chicago are first broken and frozen and then sold to bakers for use in cakes and other forms of food. In one instance, at least, a shipment of these eggs was traced to a firm which admitted that it had no use for them except in food. As a matter of fact, Federal inspectors have been able to secure ample evidence of the use of unfit eggs for this purpose. Before they had the active co-operation of the State authorities, however, it was difficult to act with the promptness required to obtain satisfactory results. Now, with the State and Federal authorities working together, it is believed the traffic can be broken up very rapidly. In this connection it is pointed out that most of the firms using these unfit eggs probably do so reluctantly, believing that the competition of others forces them into the traffic. However, it has been amply demonstrated by the Depart-

ment that the frozen and dried egg business is a successful and important industry only when based on the use of good eggs, handled under special conditions.

Another important result of the work in Chicago, it is hoped, will be to persuade other cities and states of the necessity of assisting the Federal Government in destroying the traffic in bad eggs. That this can be done has already been demonstrated in Trenton, N. J., where eleven indictments have been found on the charge of conspiracy in connection with this business. All of the indicated men are now awaiting trial. Such criminal prosecutions it is believed will do far more to put an end to the traffic than any number of seizures or fines. The profit in the business is so great when conducted on an extensive scale that the dealer can well afford an occasional fine. His rots and spots cost him so little that when his goods are seized, the loss is insignificant, and in many cases he has no reputation at all to suffer from the consequent exposure.

In this connection the general information which appeared in the Service and Regulatory Announcements of the Bureau of Chemistry, Department of Agriculture, issued August 25, 1914, concerning the denaturing of food products not intended for food, but intended for technical purposes, will be of interest to those who deal in certain food products which consist in whole or in part of decomposed material, such, for example, as frozen or dried eggs shipped in interstate commerce for technical purposes. If such products are not denatured before shipment seizures will be recommended in all cases of interstate shipments of such products. This course will be followed regardless of the labels under which the products are sold. No action will be taken, however, in the case of decomposed food products which have been denatured in such a way as to prevent their use for food purposes.

Detroit Veterans To Touch Elbows.

Detroit, Nov. 14—The Veteran Traveling Men's Association will hold their fifth annual reunion and dinner on Tuesday, Dec. 29, at the Wayne Hotel.

By mention of same in your paper, the committee begs to extend thanks for same and trusts that you will again favor us with your presence.

Samuel Rindskoff, Sec'y.

An Eye To Business.

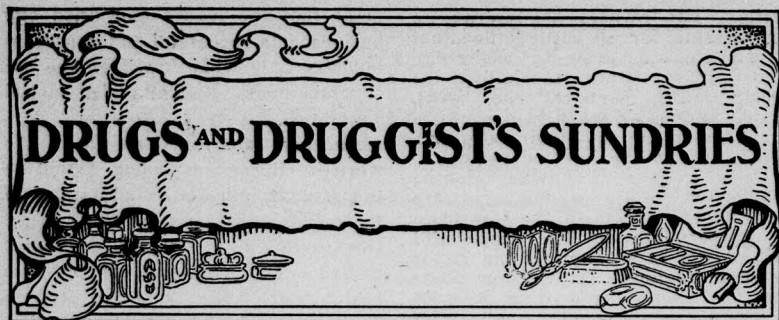
A young suburban doctor whose practice was not very great sat in his study reading away a lazy afternoon in early summer. His manservant appeared at the door.

"Doctor, them boys is stealin' your green peaches again. Shall I chase them away?"

The doctor looked thoughtful for a moment, then leveled his eyes at the servant.

"No," he said.

P. M. Slaybaugh succeeds L. Liefers in the grocery business at 727 Butterworth avenue.



Michigan Board of Pharmacy.
President—E. T. Boden, Bay City.
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Treasurer—Charles S. Koon, Muskegon.
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Owosso; Leonard A. Seltzer, Detroit.
Next Meeting—Grand Rapids, November 17, 18 and 19, 1914.

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

Michigan Pharmaceutical Travelers' Association.
President—John J. Dooley, Grand Rapids.

Secretary and Treasurer—W. S. Lawton, Grand Rapids.

Grand Rapids Drug Club.
President—Wm. C. Kirchgessner.
Vice-President—E. D. De La Mater.
Secretary and Treasurer—Wm. H. Tibbs.

Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

Organic Drugs of the National Formulary.

The next edition of the National Formulary will be divided into two parts. Part one will contain the preparations. Part two will contain the standards of the drugs used in the preparation included in part one which are not standardized in the U. S. Pharmacopoeia. At present forty-eight drugs are listed for standardization in part two of the National Formulary. These forty-eight drugs will be official just as the drugs standardized in the Pharmacopoeia are official. Therefore, the purity standard of these forty-eight drugs should be established with as much care and described as completely and as accurately as are the drugs of the Pharmacopoeia.

The proposed standards of the National Formulary drugs may be compared in completeness and accuracy to the U. S. P. VIII, but they can in no way compare with the U. S. P. IX. In nearly all cases the drug must be 100 per cent. pure. There is, almost without exception, a small amount of naturally occurring impurities in all drugs. For that reason 5 per cent. of harmless impurities should be allowed in all vegetable drugs. In a certain limited number of cases a larger percentage should be allowed. For the greater number of the National Formulary drugs, however, 5 per cent. is a reasonable allowance for such naturally occurring impurities. The chief defect in the National Formulary standards is the meagre histologic and microscopic descriptions. Under angelica, the cross-section of the root and stem is described; under Cactus grandiflorus the cross-section is incompletely described; under Boldus and Echinaceae the cross-section is described; under white pine the cross-section is described; under asarum and spikenard the cross-section

and the powder are incompletely described; under Helonius the cross-section of the rhizome is incompletely described; under Aletris the powder is incompletely described. Incomplete as the description of aletris is it contains a grave error, in that it describes part of the structures found in false unicorn root. This description reads, "Some of the parenchyma cells contain raphides, the latter being from 2.5 to 4.5 m.m. in length." The raphides described above do not occur in unicorn root. They are found, however, in false unicorn root of commerce. These crystals are usually smaller than those cited above. The description under unicorn root, if not changed, would legalize the substitution of spurious for true unicorn root. Most of the errors in the proposed standards for the National Formulary drugs are errors of omission, and not errors of commission. It will be seen from the above that ten are described histologically; and of these ten drugs only four are furnished with partial descriptions of the powder. The average pharmacist purchases these drugs in a ground or powdered condition if he himself makes the preparation instead of buying them ready prepared. For this reason the description of the crude drug would be of no value when a ground or powdered drug is purchased. Furthermore, the lack of an official standard for the powdered drugs would prove a serious handicap in the enforcement of the Foods and Drug Act.

All the definitions are grammatically incomplete, because they lack the subject and the verb. In the few cases where naturally occurring impurities are allowed, the definition is so worded that it makes it imperative that these impurities be present. Under Angelica root the European drug only is made official yet the American angelica is largely used and therefore should be included in the definition. Under Asarum the rhizome only is made official. In these cases the rhizome and roots should be made official. Under cactus grandiflorus the stem is described as being five to seven angled. According to Dr. N. L. Britton, the stem of cactus grandiflorus is five to eight angled, and the botanical origin should be given as Selenicereus Grandiflorus. Cactus grandiflorus should be used as a synonym.

In all definitions must should be substituted for should. Under chestnut leaves, the definition specifies that the leaves be collected in September or October while still green.

When the leaves are dried it would be impossible to tell whether the leaves were collected in September or August. If collected in August they would not be official. This part of the definition is foolish.

Under Fucus, Fucus vesiculosus and allied species of fucus should be made official, because the commercial variety is usually a mixture of two or more species. Under Thuja the definition reads: "The recently dried young twigs of Thuja occidentalis." How are we to judge if Thuja is recently dried. Why not delay the publication of part two of the National Formulary until better standards are established?

Camera Supplies One of the Best Side Lines.

Being an enthusiastic amateur photographer as well as an enthusiastic pharmacist, I would like to say a few words about the unlimited possibilities to be derived from the photo department of any wide-awake pharmacy.

About two years ago, after hard persuasion, I induced my employer to add a camera department to his side lines. We were unable at that time to get the Eastman agency, so put in the Ansco agency, which is next best, in my opinion; and let me say right now, that we have done as well, if not better, with this line of goods, than we could possible have done with Eastman's; the Ansco cameras are A-1 in quality, and the results given by their paper and film are unsurpassed.

We had no trouble in getting the line started, for we learned all about the cameras and, owing to the knowledge of the writer relative to the taking of pictures, and the printing and developing of the same, we were able to converse intelligently with the photo customers and consequently gained a lot of trade, which we hold.

I cannot recommend too strongly the fact, that in order to make a camera supply department a success you must put forth untiring efforts to help the customer get good pictures, and if he does his own printing and development, advise him as to which is the best developer to use, the best clearing solution, etc.; show him you have his interest at heart and he will become a sticker—not alone for photo goods but other lines as well.

As a result, we took a good deal of trade from our competitor, who did not cater to his trade and try to hold it. We showed our customer all about his particular camera if he did not thoroughly understand it, as, for example, the 3-A Folding Kodak, which is equipped with a focussing scale, a scale for the diaphragm, and shutter, which are sources of trouble to the average beginner. The folding cameras are unlike the box cameras, such as the Brownie and Buster Brown, in having the above-mentioned appliances, and, in taking a picture with the box camera, the person taking the picture, to get good results has only to get good light on the subject, and snap the shutter and the picture is taken. But, on the other

hand, with most folding cameras (excepting those having a fixed focus, and fixed speed for the shutter), the shutter, distance on focussing scale, and diaphragm must be taken into consideration in order to get good results.

From actual experience I found that if the following rule is followed in taking pictures with a 3-A Folding Pocket Kodak and similar cameras, good results will always be obtained. If it be a clear, sunny day and the subject is being taken in the country or city, set the diaphragm at opening 16 N. S. and the shutter at 1-25 sec. and the distance, if not nearer than 15-20 feet at 25 feet, and the focussing scale, if further away, set at 100 feet and snap. If care has been taken a good picture is bound to result. But this rule will not always hold good, for it must be varied according to light conditions, distance, and where picture is taken, but by careful observation, and care in taking, you will not be disappointed.

Have a price list with your place of business prominently displayed, and when making a camera sale enquire whether the customer does his own printing and developing, and if so, give him a booklet on developing and printing (supplied by the Ansco concern), which contains a lot of information that he may be seeking. If he has his printing or developing done, give him your price list.

Go into the photo business with heart and soul; bear in mind the welfare of the customer at all times, put forth untiring efforts to help him get results, at the same time getting plenty of his business, not alone on photographic supplies, but on other goods. A well-pleased photo customer is the best advertisement a pharmacist can have.

G. Smith.

Proper Labeling of Medicinal Preparations.

The United States Department of Agriculture has issued a bulletin in which objectionable labeling of medicinal preparations is discussed at length. Makers of proprietaries are warned that their preparations can not be properly designated as a specific cure, remedy, etc., or make other statements relative to the remedial agent, unless the product can be depended upon to give the benefit so claimed. Indirect statements and indefinite and sweeping terms also come under the ban. For example, to represent that a medicine is a cure for rheumatism, when in truth it is a cure in only one form of rheumatism, would be misleading.

The Department does not hold testimonials in very high regard, for it states that the fact that a testimonial is genuine and honestly represents the opinion of the person writing it, does not justify its use if it creates a misleading impression as to the curative effect of the medicine. A careful perusal of the document leaves little room for doubt that the Government intends to do everything in its power to protect the credulous consumer, and that the day of poetic license in advertising has passed.

WHOLESALE DRUG PRICE CURRENT

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

Acids					
Acetic	6 @ 8	Mustard, true	.9 00@9 50	Ipecac	75
Boric	10 @ 15	Mustard, artif'l	4 00@4 25	Iron, clo.	60
Carbolic	53 @ 57	Neatsfoot	80@85	Kino	80
Citric	75 @ 80	Olive, pure	2 50@3 50	Myrrh	1 05
Muriatic	6 1/2 @ 5	Olive, Malaga,	2 00	Nux Vomica	70
Nitric	1 1/2 @ 10	yellow	2 00	Opium	2 75
Oxalic	20 @ 25	Olive, Malaga,	2 00	Opium, Capmh.	90
Sulphuric	1 1/2 @ 5	green	2 00	Opium, Deodorz'd	2 75
Tartaric	55 @ 60	Orange sweet	3 50@3 75	Rhubarb	70
Ammonia		Organum, pure	2 50		
Water, 26 deg.	6 1/2 @ 10	Organum, com'l	75		
Water, 18 deg.	4 1/2 @ 5	Pennyroyal	2 75		
Water, 14 deg.	3 1/2 @ 6	Peppermint	2 75@3 00		
Carbonate	13 @ 16	Rose, pure	14 50@16 00		
Chloride	15 @ 30	Rosemary Flowers	1 35		
Balsams		Sandalwood, E.	7 00		
Copaiba	75@1 00	I.	7 00		
Fir (Canada)	1 75@2 00	Sassafras, true	1 10		
Fir (Oregon)	40 @ 50	Sassafras, artif'l	60		
Peru	2 75@3 00	Spearment	3 25@3 50		
Tolu	1 00@1 25	Sperm	90@1 00		
Berries		Tansy	5 00@5 50		
Cubeb	85 @ 90	Tar, USP	30 @ 40		
Fish	15 @ 20	Turpentine, bgls.	54 1/2		
Juniper	15 @ 20	Turpentine, less	60 @ 65		
Prickley Ash	15 @ 50	Wintergreen, true	5 00		
Barks		Wintergreen, sweet	2 50		
Cassia (ordinary)	25 @ 30	blch	2 50		
Cassia (Saigon)	45 @ 75	Wintergreen, art'l	1 25		
Elm (powd. 30c)	25 @ 30	Wormseed	3 50@4 00		
Sassafras (pow. 30c)	25 @ 30	Wormwood	5 00@5 50		
Soap Cut (powd. 30c)	25 @ 30	Potassium			
Extracts		Bicarbonate	30 @ 35		
Licorice	27 @ 30	Bichromate	20 @ 25		
Licorice powdered	30 @ 35	Bromide	94		
Flowers		Carbonate	35 @ 45		
Arnica	30 @ 40	Chlorate, xtal and	30 @ 35		
Chamomile (Ger.)	55 @ 60	powdered	40		
Chamomile (Rom)	55 @ 60	Chlorate, granular	40		
Gums		Cyanide	40 @ 50		
Arnica	25 @ 30	Iodide	3 77		
Acacia, 2nd	45 @ 50	Permanganate	55 @ 60		
Acacia, 3d	40 @ 45	Prussiate, yellow	1 50		
Acacia, Sorts	40 @ 50	Prussiate, red	15 @ 20		
Acacia, powdered	55 @ 60	Sulphate	15 @ 20		
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	50 @ 60		
Asafoetida, Powd.	75 @ 1 00	Elecampane, pwd.	15 @ 20		
Pure	1 00	Gentian, powd.	20 @ 30		
U. S. P. Powd.	1 25	Ginger, African,	15 @ 20		
Camphor	65 @ 70	powdered	22 @ 25		
Guaiac	50 @ 55	Ginger, Jamaica	22 @ 25		
Guaiac, powdered	55 @ 60	Ginger, Jamaica,	22 @ 25		
Kino	70 @ 75	powdered	22 @ 25		
Kino, powdered	75 @ 80	Golden seal pow.	6 50@7 00		
Myrrh	40 @ 50	Ipecac, powd.	18 @ 20		
Myrrh, powdered	50 @ 55	Licorice	12 @ 15		
Opium	10 50@11 00	Licorice, powd.	12 @ 15		
Opium, powd.	14 00@14 25	Orris, powdered	20 @ 25		
Opium, gran.	14 00@14 25	Poke, powdered	20 @ 25		
Shellac	28 @ 35	Rhubarb	75 @ 1 00		
Shellac, Bleached	30 @ 35	Rhubarb, powd.	75 @ 1 25		
Tragacanth	2 25@2 50	Rosinweed, powd.	25 @ 30		
No. 1	2 25@2 50	Sarsaparilla, Hond.	65		
Tragacanth pow	1 25@1 50	ground	65		
Turpentine	10 @ 15	Sarsaparilla Mexican,	30 @ 35		
Leaves		ground	30 @ 35		
Buchu	2 25@2 50	Squills	20 @ 25		
Buchu, powd.	2 50@2 75	Squills, powdered	40 @ 60		
Sage, bulk	25 @ 30	Tumeric, powd.	12 @ 15		
Sage, 1/2s loose	30 @ 35	Valerian, powd.	25 @ 30		
Sage, powdered	30 @ 35	Seeds			
Senna, Alex	50 @ 60	Anise	20 @ 25		
Senna, Tinn.	35 @ 40	Anise, powdered	25		
Senna Tinn powd	25 @ 30	Bird, 1s	12		
Uva Ursi	18 @ 20	Canary	12 @ 15		
Oils		Caraway	15 @ 20		
Almonds, Bitter,	6 50@7 00	Cardamon	2 25@2 50		
Almonds, Bitter,	1 75@2 00	Celery	40		
Almonds, Sweet,	1 25@1 50	Coriander	20 @ 25		
Almonds, Sweet,	50 @ 60	Dill	20 @ 25		
Amber, crude	25 @ 30	Fennel	4 @ 8		
Amber, rectified	40 @ 50	Flax	4 @ 8		
Anise	2 75@3 00	Flax, ground	4 @ 8		
Bergamont	6 50@7 00	Foenugreek, pow.	10 @ 15		
Cajuput	1 25@1 40	Hemp	10 @ 15		
Cassia	2 @ 2 00	Lobelia	16 @ 20		
Castor, bbls. and	12 1/2 @ 15	Mustard, yellow	16 @ 20		
Cedar Leaf	90 @ 1 00	Mustard, black	16 @ 20		
Citronella	1 00@1 10	Mustard, powd.	15 @ 20		
Cloves	1 75@2 00	Poppy	15 @ 20		
Cocanut	20 @ 25	Quince	15 @ 20		
Cod Liver	1 25@1 50	Rape	15 @ 20		
Cotton Seed	80 @ 1 00	Sabadilla	35		
Croton	2 00@2 25	Sabadilla, powd.	40		
Cuphebs	4 25@4 50	Sunflower	8 @ 12		
Elgeron	2 50	Worm American	15 @ 20		
Eucalyptus	85	Worm Levant	1 00		
Hemlock, pure	1 00	Tinctures			
Juniper Berries	2 00@2 25	Aconite	75		
Juniper Wood	40 @ 50	Aloes	65		
Lard, extra	85 @ 1 00	Arnica	75		
Lard, No. 1	75 @ 90	Asafoetida	1 35		
Laven'r Flowers	6 00	Belladonna	1 65		
Lavender, Gar'n	1 25@1 40	Benzoin	1 00		
Lemon	2 75@3 00	Benzoin Compo'd	1 00		
Linseed, bbl, bbl	51	Buchu	1 50		
Linseed, bbl, less	56 @ 60	Cantharides	1 80		
Linseed, raw, bbls.	50	Capsicum	90		
Linseed, haw, less	55 @ 59	Cardamon	1 50		
		Cardamon, Comp.	1 00		
		Catechu	60		
		Cinchona	1 05		
		Colchicum	75		
		Cubeb	1 20		
		Digitalis	80		
		Gentian	75		
		Ginger	95		
		Guaiac	1 05		
		Guaiac Ammon.	80		
		Iodine	2 00		
		Iodine, Colorless	2 00		

FOOTE & 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 yet on display in our show room in our store. The end of the selling season at wholesale is near at hand. We are, however, yet able to advise our customers that we are in a position to serve them well and make shipment at a reasonable date. The contracts which we had with producers and importers are being fulfilled and we are shipping holiday goods NOW. To BELATED BUYERS we have this message: Come at once, and give us an opportunity to show you the best line ever assembled in Michigan and give you service that will be satisfactory.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

Reynolds Flexible Asphalt Shingles

In Natural Colors, Unfading
RED - GREEN - GARNET - GRAYHAVE ENDORSEMENT OF
LEADING ARCHITECTSFully Guaranteed
Fire Resisting10
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.

Conservative Investors Patronize Tradesman Advertisers

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	
Brown Beans Green Peas		Cheese	
Index to Markets		1	
By Columns		2	
A		AMMONIA	
Ammonia	1	12 oz. ovals 2 doz. box	75
Axle Grease	1	AXLE GREASE	
B		Frazer's	
Baked Beans	1	1lb. wood boxes, 4 doz.	3 00
Bath Brick	1	1lb. tin boxes, 3 doz.	2 35
Bluing	1	3 1/2 lb. tin boxes, 2 doz.	4 25
Breakfast Food	1	10lb. pails, per doz.	6 00
Brooms	1	15lb. pails, per doz.	7 20
Brushes	1	25lb. pails, per doz.	12 00
Butter Color	1	BAKED BEANS	
C		No. 1, per doz.	45@ 90
Candles	1-2	No. 2, per doz.	75@ 1 40
Canned Goods	1-2	No. 3, per doz.	85@ 1 75
Carbon Oils	2	BATH BRICK	
Catsup	2	English	95
Cheese	2	BLUING	
Chewing Gum	2	Jennings'	
Chicory	2	Condensed Pearl Bluing	
Chocolate	2	Small C P Bluing, doz.	45
Clothes Lines	2	Large C P Bluing, doz.	75
Cocoa	2	Folger's	
Cocanut	2	Summer Sky, 3 do. cs.	1 20
Coffee	2	Summer Sky, 10 dz bbl	4 00
Confections	2	BREAKFAST FOODS	
Cracked Wheat	2	Apetizo, Biscuits	3 00
Crackers	2	Bear Food, Pettijohns	2 13
Cream Tartar	2	Cracked Wheat, 24-2	2 50
D		Cream of Wheat, 36-2	4 50
Dried Fruits	2	Cream of Rye, 24-2	3 00
F		Quaker Puffed Rice	4 25
Farinaceous Goods	2	Quaker Puffed Wheat	2 85
Fishing Tackle	2	Quaker Brkfst Biscuit	1 90
Flavoring Extracts	2	Quaker Corn Flakes	1 75
Flour and Feed	2	Victor Corn Flakes	2 20
Fruit Jars	2	Washington Crisps	1 85
G		Wheat Hearts	1 90
Gelatine	2	Wheatena	4 50
Grain Bags	2	Evaporated Sugar Corn	90
H		Farinose, 24-2	2 70
Herbs	2	Grape Nuts	2 70
Hides and Pelts	2	Grape Sugar Flakes	2 50
Horse Radish	2	Sugar Corn Flakes	2 50
J		Hardy Wheat Food	2 25
Jelly	2	Holland Rusk	2 90
Jelly Glasses	2	Krinkle Corn Flakes	2 00
M		Mapl-Corn Flakes	2 80
Macaroni	2	Minn. Wheat Cereal	3 75
Mapleline	2	Ralston Wheat Food	4 50
Meats, Canned	2	Ralston Wht Food 10c	1 45
Mince Meat	2	Saxon Wheat Food	2 60
Molasses	2	Shred Wheat Biscuit	3 60
Mustard	2	Triscuit, 18	1 80
N		Pillsbury's Best Cer'l	4 25
Nuts	2	Post Toasties, T-2	2 40
O		Post Toasties, T-3	2 60
Olives	2	Post Tavern Porridge	2 80
P		BRUSHES	
Pickles	2	Scrub	
Pipes	2	Solid Back, 8 in.	75
Playing Cards	2	Solid Back, 11 in.	95
Potash	2	Pointed Ends	85
Provisions	2	STOVE	
R		No. 3	90
Rice	2	No. 2	1 25
Roiled Oats	2	No. 1	1 75
S		SHOE	
Salad Dressing	2	No. 2	1 00
Saleratus	2	No. 7	1 30
Salt Soda	2	No. 4	1 70
Salt	2	No. 8	1 90
Salt Fish	2	BUTTER COLOR	
Seeds	2	Dandellon, 25c size	2 00
Shoe Blacking	2	CANDLES	
Snuff	2	Paraffine, 6s	7
Soap	2	Paraffine, 12s	7 1/2
Soda	2	Wicking	20
Spices	2	CANNED GOODS	
Starch	2	Apples	
Syrups	2	3 lb. Standards	@ 90
T		Gallon	@ 3 50
Table Sauces	2	Blackberries	
Tea	2	2 lb.	1 50@ 1 90
Tobacco	2	Standard gallons	@ 5 00
Twine	2	Beans	
V		Baked	85@ 1 30
Vinegar	2	Bloomington	@ 1 1/2
W		Carson City	@ 1 1/2
Wicking	2	Wax	75@ 1 25
Woodenware	2	Blueberries	
Wrapping Paper	2	Standard	1 80
Y		Gallon	7 25
Yeast Cake	2	CATSUP	

3

CHEESE	
Acme	@ 16 1/2
Bloomington	@ 17
Carson City	@ 17
Hopkins	@ 17
Brick	@ 16 1/2
Leiden	@ 15
Limburger	@ 15 1/2
Pineapple	40 @ 60
Edam	@ 85
Sap Sago	@ 24
Swiss, domestic	@ 20

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

CHOCOLATE	
Walter Baker & Co.	
Germans Sweet	22
Premium	22
Caracas	28
Walter M. Lowney Co.	
Premium, 1/2s	29
Premium, 1/4s	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	1 85
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	2 00
No. 72 Jute	1 00
No. 60 Sisal	90
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 00
No. 19, each 100ft. long	2 10

COCOA	
Baker's	37
Cleveland	41
Colonial, 1/2s	35
Colonial, 1/4s	33
Epps	30
Hershey's, 1/2s	30
Hershey's, 1/4s	30
Huyler	36
Lowney, 1/2s	34
Lowney, 1/4s	34
Lowney, 1/2s	33
Lowney, 1/4s	33
Van Houten, 1/2s	12
Van Houten, 1/4s	12
Van Houten, 1/2s	36
Van Houten, 1/4s	36
Wan-Eta	36
Webb	32
Wilber, 1/2s	32
Wilber, 1/4s	32

COCOANUT	
Dunham's per lb.	
1/2s, 5lb. case	30
1/2s, 5lb. case	29
1/2s, 15lb. case	29
1/2s, 15lb. case	28
1s, 15lb. case	27
1/2s & 1/4s 15lb. case	28
Scalloped Gems	10
1/2s & 1/4s pails	16
Bulk, pails	13
Bulk, barrels	12
Baker's Brazil Shredded	
10 5c pkgs., per case	2 60
25 10c pkgs., per case	2 60
16 10c and 33 5c pkgs., per case	2 60

COFFEES ROASTED	
Rio	
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
Mexican	
Choice	25
Fancy	26
Guatemala	
Fair	25
Fancy	28
Java	
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	17
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.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONERY	
Stick Candy	
Horehound	9
Standard	9
Standard, small	10
Twist, small	10
Jumbo	9 1/2
Jumbo, small	10
Big Stick	9 1/2
Boston Sugar Stick	14

Mixed Candy	
Broken	8 1/2
Cut Loaf	10 1/2
French Cream	10
Fancy	
Grocers	7
Kindergarten	12
Leader	10
Majestic	10
Monarch	10
Novelty	11
Paris Creams	11
Premio Creams	14
Royal	10
Special	8
Valley Creams	13
X L O	7 1/2

Specialties	
Auto Kisses (baskets)	13
Autumn Leaves	13
Bonnie Butter Bites	17
Butter Cream Corn	15
Caramel Dice	13
Cocanut Kraut	
Cocanut Waffles	14
Coffy Toffy	16
Dainty Mints 7 lb. tin	17
Empire Fudge	14
Fudge, Pineapple	14
Fudge, Walnut	16
Fudge, Filbert	15
Fudge, Choco. Peanut	13
Fudge, Honey Moon	14
Fudge, Toasted Cocoa-nut	14
Fudge, Cherry	15
Fudge, Cocanut	14
Honeycomb Candy	16
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	13
Lozenges, Pep.	11
Lozenges, Pink	11
Manchus	14
Molasses Kisses, 10	
lb. box	13
Nut Butter Puffs	14
Salted Peanuts	12

Chocolates	
Assorted Choc.	16
Amazon Caramels	16
Champion	12
Choc. Chips, Eureka	19
Climax	14
Eclipse, Assorted	15
Eureka Chocolates	17
Favorite	18
Ideal Chocolates	15
Klondike Chocolates	18
Nabobs	18
Nibble Sticks	26
Nut Wafers	18
Ocoro Choc. Caramels	17
Peanut Clusters	20
Quintette	16
Regina	11
Star Chocolates	13
Superior Choc. (light)	19

Pop Corn Goods	
Without prizes.	
Cracker Jack with coupon	3 25
Pop Corn Goods with Prizes	
Giggles, 5c pkg. cs.	3 50
Oh My 100s	3 50
Cracker Jack, with Prize	
Pop Corn Balls, with ribbon, 200 in cs per cs.	1 40

Cough Drops	
Putnam Menthol	1 15
Smith Bros.	1 25

NUTS—Whole	
Almonds, Tarragona	22
Almonds, California soft shell Drake	@ 22
Brazils	12@ 13
Filberts	
Cal. No. 1 S. S.	@ 22
Walnuts, Naples	@ 18
Walnuts, Chili	@ 17 1/2
Table nuts, fancy	14@ 16
Pecans, medium	@ 13
Pecans, ex. large	@ 15

5

Hickory Nuts, per bu.	
Ohio	
Cocanuts	
Chestnuts, New York State, per bu.	
Shelled	
No. 1 Spanish Shelled	
Peanuts	
Ex. Lg. Va. Shelled	
Peanuts	11 1/2@ 12
Pecan Halves	@ 55
Walnut Halves	@ 65
Filbert Meats	@ 65
Alicante Almonds	@ 38
Jordan Almonds	@ 35
Peanuts	
Fancy H P Suns Raw	@ 6 1/2
Roasted	@ 7 1/2
H. P. Jumbo, Raw	@ 8 1/2
Roasted	@ 9 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	6 1/2
Premium Sodas	7 1/2
Select Sodas	8 1/2
Saratoga Flakes	13
Saltines	13

Oyster	
NBC Picnic Oysters	6 1/2
Gem Oysters	6 1/2
Shell	8

Seymour Round	67
Soda	
NBC Sodas	67
Premium Sodas	71
Select Sodas	87
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	1 00
Festino	2 50
Nabisco, 10c	1 00
Nabisco, in bulk, per tin	1 75
Festino	1 50
Bent's Water Crackers	1 40

CREAM TARTAR

Barrels or Drums	35
Boxes	36
Square Cans	38
Fancy Caddies	43

DRIED FRUITS

Apples	
Evapor'd Choice blk	10 1/2
Evapor'd Fancy pkg.	
Apricots	
California	15@17
Citron	
Coriscan	18
Currants	
Imported 1 lb. pkg.	9 1/2
Imported, bulk	9 1/4
Peaches	
Muir-Choice, 25lb.	7 1/2
Muir-Fancy, 25lb.	8 1/2
Fancy, Peeled, 25lb.	15
Peel	
Lemon, American	14
Orange, American	14
Raisins	
Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr.	7 1/2
Loose Muscatels, 3 Cr.	7 1/2
L. M. Seeded, 1 lb. 8 1/2	@9

FARINACEOUS GOODS

Beans	
California Limas	7
Med. Hand Picked	2 60
Brown Holland	2 50
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 60
Green, Scotch, bu.	2 60
Split, lb.	5 1/4
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 2 in.	9
1/4 to 2 in.	11
2 in.	15
3 in.	20
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	26
Large	34

7

Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80
FLAVORING EXTRACTS	
Jennings D C Brand	
Extract Lemon Terpeneless	
Extract Vanilla Mexican	
both at the same price	
No. 1, F box 1/4 oz.	85
No. 2, F box, 1 1/4 oz.	1 20
No. 4, F box, 2 1/4 oz.	2 00
No. 3, 2 1/4 oz. Taper	2 00
No. 2, 1 1/4 oz. flat	1 75

FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	5 50
Sunburst	6 00
Wizard Flour	5 20
Wizard Graham	5 20
Matchless	5 30
Wizard Gran. Meal	4 80
Wizard Buckwht cwt	3 40
Rye	4 80
Valley City Milling Co.	
Lily White	6 00
Light Loaf	5 50
Graham	2 55
Granena Health	2 65
Gran. Meal	2 10
Bolton Med.	2 00

Voigt Milling Co.	
Voigt's Crescent	6 00
Voigt's Royal	6 40
Voigt's Flourigt	6 00
Voigt's Hygienic Gra-	
ham	4 80
Watson-Higgins Milling Co.	
Perfection Buckwheat	
Flour	6 20
Perfection Flour	5 85
Tip Top Flour	5 45
Golden Sheaf Flour	5 00
Marshall's Best Flour	6 20
Worden Grocer Co.	
Quaker, paper	5 30
Quaker, cloth	5 40
Kansas Hard Wheat	
Voigt Milling Co.	
Calla Lily	6 00
Worden Grocer Co.	
American Eagle, 1/2s	6 20
American Eagle, 1/4s	6 10
American Eagle, 1/8s	6 00
Spring Wheat	
Roy Baker	

Mazetta	5 95
Golden Horn, bakers	5 85
Wisconsin Rye	6 10
Bohemian Rye	5 75
Judson Grocer Co.	
Ceresota, 1/2s	6 80
Ceresota, 1/4s	6 90
Ceresota, 1/8s	7 00
Voigt Milling Co.	
Columbian	6 50
Worden Grocer Co.	
Wingold, 1/2s cloth	7 10
Wingold, 1/4s cloth	7 00
Wingold, 1/8s cloth	6 90
Wingold, 1/2s paper	6 95
Wingold, 1/4s paper	6 90
Meal	
Bolton	4 40
Golden Granulated	4 80
Wheat	
New Red	1 03
New White	1 00

Oats	
Michigan carlots	52
Less than carlots	54
Corn	
Carlots	83
Less than carlots	85
Hay	
Carlots	14 00
Less than carlots	16 00
Feed	
Street Car Feed	33
No. 1 Corn & Oat Feed	33
Cracked Corn	33
Coarse Corn Meal	33

FRUIT JARS	
Mason, pts., per gro.	4 25
Mason, qts., per gro.	4 55
Mason, 1/2 gal. per gro.	6 90
Mason, can tops, gro.	1 30
GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr.	14 00
Knox's Acidu'd doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 35
Plymouth Rock, Plain	90

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

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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	50@80
Shearings	50@75

Tallow	
No. 1	@5
No. 2	@4

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

HORSE RADISH	
Per doz.	90

Jelly	
5lb. pails, per doz.	2 40
15lb. pails, per pail	65
30lb. pails, per pail	1 25

JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1 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. boxes	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, 14 oz.	1 25
Pitted (not stuffed)	2 25
14 oz.	2 25

Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25

Queen, Mammoth, 19	
oz.	4 25
Queen, Mammoth, 28	
oz.	5 75

Olive Chow, 2 doz. cs.	
per doz.	2 25

PICKLES	
Medium	
Barrels, 1,200 count	7 25
Half bbls., 600 count	4 13
5 gallon kegs	1 80

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

Gherkins	
Barrels	13 00
Half barrels	6 25
5 gallon kegs	2 50

Sweet Small	
Barrels	16 00
Half barrels	8 50
5 gallon kegs	3 20

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. 308, Bicycle	2 00
No. 632 Tourn't whist	2 25

POTASH	
Babbitt's, 2 doz.	1 75

PROVISIONS	
Barreled Pork	
Clear Back	23 00@24 00
Short Cut Cl'r	22 00@23 00
Bean	20 50@21 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	12 1/2@13
Compound Lard	8 @8 1/2
80 lb. tubs	advance 1/2
80 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
20 lb. tubs	advance 1/2
10 lb. pails	advance 1/2
5 lb. pails	advance 1/2
8 lb. pails	advance 1/2

Smoked Meats	
Hams, 12 lb. av.	18 @19
Hams, 14 lb. av.	17 1/2@18
Hams, 16 lb. av.	17 @17 1/2
Hams, 18 lb. av.	
Ham, dried beef	
sets	29 @30
California Hams	13 @13 1/2
Picnic Balled	
Hams	19 1/2@20
Bolton Hams	24 1/2@25
Minced Ham	14 @14 1/2
Bacon	19 @23

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

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

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

Tripe	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
3/4 bbls., 80 lbs.	3 00

Casings	
Hogs, per 1/4	35
Beef, rounds, set	24@25
Beef, middles, set	80@85
Sheep, per bundle	85

Uncolored Butterline	
Solid Dairy	12 1/2@16 1/2
Country Rolls	13 @19 1/2

Canned Meats	
Corned beef, 2 lb.	4 80
Corned beef, 1 lb.	2 70
Roast beef, 2 lb.	4 80
Roast beef, 1 lb.	2 70

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

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

ROLLED OATS	
Rolled Avena, bbls.	6 00
Steel Cut, 100 lb. sks	3 10
Monarch, bbls.	5 75
Monarch, 80 lb. sks.	2 75
Quaker, 18 Regular	1 45
Quaker, 20 Family	4 50

SALAD DRESSING	
Columbia, 1/2 pt.	2 25
Columbia, 1 pint	4 00
Durkee's, large 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's, small, 2 doz.	1 35

SALERATUS	
Packed 60 lbs. in box	
Arm and Hammer	3 00
Wyandotte, 100 1/2s	3 00

SAL SODA	
Granulated, bbls.	80
Granulated, 100 lbs. cs.	90
Granulated, 36 pkgs.	1 25

SALT	
Common Grades	
100 3 lb. sacks	2 60
70 4 lb. sacks	2 40
60 5 lb. sacks	2 40
28 10 lb. sacks	2 25
56 lb. sacks	40
28 lb. sacks	20

Warsaw	
56 lb. sacks	26
28 lb. dairy in drill bags	20
Solar Rock	
56 lb. sacks	26

Common	
Granulated, Fine	1 00
Medium, Fine	1 05

SPECIAL PRICE CURRENT

12

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
Briar Pipe, 5c	6 00
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 52
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 1 oz.	40
Cigar Clip, Johnson	30
Cigar Clip, Seymour	30
Identity, 3 & 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz. pils	3 72
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mixture, 5c	5 76
Duke's Mixture, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A., 4 oz.	5 04
F. F. A., 7 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 30
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 pail	4 70
Gall & Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 96
Hand Made, 2 1/2 oz.	5 50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kiln Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
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, 5c	5 76
Maryland Club, 5c	5 76
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Neon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Curve 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	5 76
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. case	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 40
Plow Boy, 14 oz.	4 70
Pedro, 10c	11 93
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	48
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 10
S. & M., 5c gross	5 76
S. & M., 14 oz., doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50

13

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, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tip, 1/2 gro.	10 98
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c foil	5 76
Standard, 10c paper	8 64
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 1 1/2 Gran.	63
Three Feathers, 1 oz.	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
Trout Line, 5c	5 90
Trout Line, 10c	11 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Twin Oaks, 10c	96
Union Leader, 50c	5 10
Union Leader, 25c	2 60
Union Leader, 10c	11 52
Union Leader, 5c	6 00
Union Workman, 1 1/2	5 76
Uncle Sam, 10c	10 98
Uncle Sam, 8 oz.	2 25
U. S. Marine, 5c	5 76
Van Bibber, 2 oz. tin	38
Velvet, 5c pouch	96
Velvet, 10c tin	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
Wave Line, 16 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 00
Yum Yum, 10c	11 52
Yum Yum, 1 lb., doz.	4 80

TWIN

Cotton, 3 ply	20
Cotton, 4 ply	20
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	24
Wool, 1 lb. bales	10 1/2

VINEGAR

White Wine, 40 grain	8 1/2
White Wine, 80 grain	11 1/2
White Wine, 100 grain	13
Oakland Vinegar & Pickle	
Co.'s Brands	
Highland apple cider	22
Oakland apple cider	16
State Seal sugar	14
Oakland white pickling	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	40
Splint, large	4 00
Splint, medium	3 50
Splint, small	3 00
Willow, Clothes, large	8 75
Willow, Clothes, small	7 25
Willow, Clothes, me'm	8 00

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 40
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 35
Case, medium, 12 sets	1 15

14

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
Pails	
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.	

15

BAKING POWDER

K. C.	
Doz.	
10 oz., 4 doz. in case	85
15 oz., 4 doz. in case	1 25
20 oz., 3 doz. in case	1 60
25 oz., 4 doz. in case	2 00
50 oz., 2 doz. plain top	4 00
50 oz., 2 doz. screw top	4 20
80 oz., 1 doz. plain top	6 50
80 oz., 1 doz. screw top	6 75
Barrel Deal No. 2	
25 oz. each, 10, 15 and	
With 4 dozen 10 oz. free	
Barrel Deal No. 3	
6 doz. each, 10, 15 and	
25 oz. each, 10, 15 and	24 60
With 3 dozen 10 oz. free	
Half-Barrel Deal No. 3	
4 doz. each, 10, 15 and	
25 oz. each, 10, 15 and	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, Pan.	68 00
Little Dutch Masters	
(300 lots)	10 00
Gee Jay (300 lots)	10 00
El Portana	33 00
S. C. W.	32 00
Johnson's Hobby	32 00
Johnson's As It Is	33 00

WORDEN GROCER CO. BRANDS

Canadian Club	
Londres, 50s, wood	35
Londres, 25s, tins	35
Londres, 300 lots	10

COFFEE

OLD MASTER COFFEE

Old Master Coffee	31
San Mario Coffee	

FITZPATRICK BROTHERS' SOAP CHIPS

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

16

Roasted

Dwinnell-Wright Co's B'ds



White House, 1 lb.

White House, 2 lb.

Excelsior, Blend, 1 lb.

Excelsior, Blend, 2 lb.

Tip Top, Blend, 1 lb.

Royal Blend

Royal High Grade

Superior Blend

Boston Combination

Distributed by Judson

Grocer Co., Grand Rapids;

Lee & Cady, Detroit; Sy-

mons Bros. & Co., Sag-

naw; Brown, Davis & War-

ner, Jackson; Godsmark,

Durand & Co., Battle

Creek; Fielbach Co., To-

ledo.



Royal Garden Tea, pkgs. 40

THE BOUR CO.,

TOLEDO, OHIO.

SOAP

Lautz Bros. & Co.

Acme, 30 bars	4 00
Acme, 25 bars, 75 lbs.	4 00
Acme, 25 bars, 70 lbs.	3 80
Acme, 100 cakes	3

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Grocery and meat market fixtures, ice boxes, Toledo meat scale, Toledo grocery scale, fine refrigerators, counters, show cases, coffee grinder, meat blocks, dried beef slicer, lard press, lard kettle, smoke house, sausage stuffer; located in brick building. Good chance to open up good business. Will lump whole thing cheap or sell any part. D. B. Stock, Bronson, Michigan. 691

For Sale—One of the best drug stores of its size in the State. Doing \$25 a day, competition light; rent only \$18, expenses only 11 per cent. Rexall, National Cigar Stands, Hess stock food and live line all the way through. Good county seat town of 1,200. Will sell for \$3,500 or inventory. Address No. 692, care Tradesman. 692

For Sale—Grocery stock, invoicing about \$2,000, in live Southern Michigan town of 2,000. Cleanest stock in town. Good lease can be secured on building. Address No. 694, care Tradesman. 694

Stock of general merchandise, store building and fixtures. Meat market in connection; fine location; clean salable stock; great bargain, well established trade. Write quick. Box 147, Washington, Ind. 695

For Sale—Grocery stock, fixtures and building in Western Michigan fruit belt town. Established 35 years. Owner desires to retire. Address No. 696, care Tradesman. 696

To Rent—Store which has been occupied by a shoe stock for thirty-five years until death of owner. Rent only \$25 per month. Jeweler will rent one-third of store. Located in county seat town of 2,000 population where there is no exclusive shoe store in the town. Opportunity of a lifetime for a practical shoe dealer. Address Nate A. Balch, La Grange, Ind. 697

For Sale—160 acres. Good eight room house, small barn. One-half mile from railroad. Joins two beautiful lakes. Ideal location for resort. Price right. Easy payments. J. H. Mowers, Fennville, Michigan. 698

For Sale or Trade—300 acres of good, level land, located in Indiana, in a good, growing community. Two (2) sets of buildings with splendid surroundings. Only 2½ miles from a town of 1,200 inhabitants with two elevators, thereby affording excellent market facilities. 75 acres in corn this year. Will trade for big stock of dry goods or general merchandise, or will sell on easy terms. Price \$100 per acre. C. E. Hadsell, 502 Shoaff Bldg., Fort Wayne, Ind. 690

\$3,500 sacrificed on the best home in one of the best locations in city. Three lots and barn. Owner is physician who was seriously injured and must change climate. Would like drug store or farm, if well rented, as part pay. Address No. 632, care Tradesman. 632

For Exchange Near Caro—Good 160-acre farm. \$2,000 mortgage, \$3,300 equity which includes about \$500 personal property. Will take stock of goods for this equity. L. J. Fasquelle, 304 Chamber Commerce, Detroit, Michigan. 678

For Sale or Exchange—A farm of 160 acres improved, balance in woods and hay lands, slightly swampy. Good basement barn, house and windmill. Four miles from Reed City, and one-half mile from Oliver, Michigan. Price, \$8,000. Will sell on easy terms or take part in exchange. Address owner, Elbert J. Jenkins, Register of Deeds, Big Rapids, Michigan. 684

For Sale—A good live stock of men's and boys' clothing and furnishings, in a Central Michigan town of 2,500. This store is a money maker. There has been a store at present location for twenty years. A small amount of capital will swing this. Address 687, care Tradesman. 687

To Exchange for Clothing Stock—Good hundred-acre farm, tiled, good buildings, six miles from county seat, half mile from school. Central Michigan. Address F. A. S., care Michigan Tradesman. 688

For Sale—By the trustee, stock of clothing and furnishings, about \$6,000, in a live manufacturing city of 5,500 Southern Michigan. Best location, first class opening, and will be sold cheap. This is no fake. Address Trustee, Michigan Tradesman. 677

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

Good opportunity for hustling young man. A store building in growing village, twenty-four miles from Grand Rapids, on the Grand Rapids and Indiana and Kalamazoo Interurban. Building, 24 x 50. Would be a good location for hardware, meat market, or barber shop. The owner will model building to suit the renter, with living rooms, if desired. Address No. 672, care Michigan Tradesman. 672

For Sale—Fine farm 94 acres, in Southern Maryland. Every convenience. Address J. Clarence Raley, St. Ingoes, Md. 668

For Sale—Owner will trade 120 acre farm in the Ozark fruit belt of Missouri for stock of general merchandise worth about \$2,000, in small town. Address 674, care Tradesman. 674

Drug Store For Sale—A big bargain for quick sale. No. 675, care Tradesman. 675

For Sale—General stock in fine condition. Consists of dry goods, groceries, shoes and light hardware—in good farming country town, located on Grand Trunk Ry. Will sell at a discount. Wish to retire from business—reason for selling. Low rent. Address No. 654, care Tradesman. 654

To Rent—Hotel, forty rooms, Belding, Michigan. Good opportunity. George E. Wagner, Agent, Belding, Mich. 658

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

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

For Sale—Small stock of men's and boys' clothing, doing a nice business, located in a Central Michigan town of 500. One thousand will swing this. Address 686, care Tradesman. 686

Do you want to sell your business or farm? Send us a brief description and we will advise if we can sell it. Our charges are less than 1%. Our system includes your individual advertising, meaning quick results. V. D. Augsbarger Co., Kenton, Ohio. 636

Goldfield, Cobalt and Tonopah stocks returning from ten to thirty per cent. on investment can be bought under most liberal terms. They are listed in New York and Boston. Bertrand & Company, Brokers, 2 Broadway, New York. 630

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

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

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

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

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

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

Sample rooms for visiting salesmen, fitted with display tables, etc. One flight up. Freight and passenger elevators. \$2 per day. M. B. Martine, Inc., 78 Reade St., corner of Church St., New York. 670

A route of the new Universal Ball gum machines will assure independent income; investment required; profits 100 per cent. over all expense. Single machines sold to merchants in territory not under contract. Rex Mfg. Co., Erie, Pa. 661

For Rent—Store building. Good location for clothing or department store, in a live Michigan town. Address No. 328, care Tradesman. 328

IF CASH, quick action and a fair price appeals to you—you can sell part or whole store, stock of Dry Goods, Shoes, Clothing. Furnishings—any store—to us. Phone, wire or write to us to-day and we'll come in a hurry.

Paul L. Feyreisen & Company
12 N. Market St. Chicago

SITUATIONS WANTED.

Position Wanted—By good, quick third hand, bread, bun, roll baker. Lang, 1006 Cedar Ave. N. S., Pittsburgh, Pa. 693

Wanted—Position by young man as grocery clerk. Eight years' experience. Best references. Address Glenard Earl, 72 Beach St., Battle Creek, Michigan. 681

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

ENGRAVING AND WOOD

For many subjects of a mechanical nature wood engravings are not only better for printing and for making electrotypes but are cheaper than halftones. Both are made by

TRADESMAN COMPANY

GRAND RAPIDS, MICHIGAN.

Creating Confidence

Michigan is one of the most responsive markets in the world for your goods. Prosperity has overtaken the people and they are buying.

Tell the people of Michigan about your goods—how they are made and sold and how to recognize them. Tell it to them through a medium in which they have confidence. When they know who you are, and what you offer them, they'll buy.

The medium which has the confidence of its readers in the Michigan field is the

Michigan Tradesman

Use Tradesman Coupons

THE RIGHT TO WORK.

It is Vehemently Denied by Union Sluggers.

There is a wonderful misapprehension about the industrial controversy. Some quite innocently overlook the truth. Others propagate the false. Certain magazines, tender, tenderer and tenderest on the circulation side, now and then—only rarely, of course—admit the truth to their pages. Then, to even matters up, they admit the falsehood.

John Mitchell, the discredited leader of the mine workers, writes in the Atlantic about the strike as if it were the old-fashioned walk-out. It was when men struck and merely quit their jobs and let it go at that. If they weren't wanted at the wages demanded, good; they went to work at something else. That was the economic protest. Not so in these progressive days. A strike which amounted merely to being a walk-out would be as funny (to read about) as an attack on the sobriety of an A. F. of L. convention. The present-day strike immediately becomes a conspiracy and a martial attack against the business, to control it or ruin it. Hence the picket, preventing, by that other contradiction in terms, "peaceful persuasion," the independent workman from going on the job, which, to be sure, is not his nor the employer's to give him, owing to the simple fact that the striker has left it and it was his position to take with him! Hence, too, the sympathetic strike, if the conspirators against the business can manage that; the public is not interested in it as much as formerly. Hence, finally, and as a last resort but a frequent one whenever the conspirators think it safe to work, the boycott, with all its meannesses and terrors. The strike, from the moment it begins, is war. If it wins, the employer may still go on—but wait until the strikers go for him again! If the strikers lose, it has been because the employer, having the law on his side, has been able to get it enforced. For not a million articles by a million Mitchells printed in a million magazines can change that little circumstance, that the right of the man to quit the job involves the collateral right of another to take it if he pleases. The striker doesn't have to work—true; but the employer doesn't have to employ. His collateral right is to continue the business, if he can find the men and meet the pay-roll.

Keep this fact in mind, then, that that small section of the laboring population, perhaps 5 per cent, who follow their responsible leaders out on strike believe in fighting for possession of the business, no matter how uncompromisingly the owner or the owner's representative believes in fighting to retain possession of it. The strike conspirators, not being economic necessities to the employer and failing to get control of the business, go into politics. They went in long ago. They went after the injunction, to abolish that ancient defensive writ—just because it had been used to protect the property against strike conspirators and viola-

tors of the law. There was nothing that the courts had done with the injunction except to enable the employer to go on with the business—in such a manner as he might, with his new men. That was intolerable, because it did not fit the programme of confiscation. Now the strike conspirators want, just as they have long wanted, another thing, an amendment to the Sherman Law exempting themselves from prosecution for conspiring in restraint of trade. When, some ten years ago, they boycotted a hat manufacturer all over the country, threatening and actually trying to destroy the business of all who dealt with him, they were guilty of undertaking to restrain and destroy a business as ever the veriest monopolistic conspirator of capital could be. They must be permitted to do these things or they could not win their strikes; they could not get possession of the business or ruin it without being able to wield the boycott weapon without let or hindrance. The strike conspirators have determined that the present Congress shall give them anti-injunction legislation and exemption from prosecution under the Sherman Law. It is to be determined before long whether Congress will thus put them in possession of the means to control the business of any independent employer or to ruin it; they would rather not ruin it, preferring to make the employer work for them on their own terms.

Now, this is familiar talk, but many who ought to hear it still make no note of it whatever. They don't see that it concerns them. There isn't a man, woman or child in the country, possessing a dollar or ever hoping to possess one, having an interest in preserving the rights of others, believing in liberty under the law instead of license, believing in that equality of opportunity to work and to acquire and to invest, which every one in the world, having any property or anything like it has a right to, that hasn't a concern in it. It is that equality of opportunity which the lowliest workman needs to defend on his own account. There is no other way out for the real uplift of the race—no way but through the fair and equal chance which society gives, and must ever insist upon giving, to every man, woman and child. That chance is not given, and never can be of value, so long as men may organize for the purpose of conspiring together to see that you or I shall not conduct our affairs lawfully because of the fact that we will not conduct them according to certain rules, impossible or possible, which they, these conspirators, prescribe for us.

It is because of a simple fact or two like these that the 95 per cent. of our organizable working people, who are not organized and who don't want to be organized into conspirators for strike purposes, for boycotting purposes or possibly for dynamiting purposes, need to know that the propositions which the present Congress has before it to relieve one class, exemplars of the boycott and the

dynamite bomb, from an equal and fearless administration of the law, must not succeed. They must make it each his personal concern, if not to influence the mighty or the near mighty, to be patriots for a change and to trust to a liberty-loving people to see them through, at least to keep so close a watch upon affairs political as to know who it is, if anybody, who has betrayed them. The employer, with his hundred men threatening a strike, has his rights and will defend them. But the others all non-union, throughout the community, what of them? — the banker, with his responsibilities; the railroad manager, the merchant, the small shopkeeper, the small stockholder, the small man everywhere, whose rights are just as precious to him, and indeed more so, because your more powerful individual might look out for himself somehow even in a riot of class laws? It isn't one class against another; it is all the other classes against one, and that the strike conspirators and their apologists, in the magazines and out of them.

Marshall Cushing.

Review of the Grand Rapids Produce Market.

Apples—The market is looking up, due to increased demand. The price ranges from \$2.25@4 per bbl.

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

Beets—60c per bu.

Butter—The market is active and firm at the recent advance. Stocks are lighter everywhere than usual, and there is a good consumptive demand. The market is healthy and no radical change seems in sight. Fancy creamery is quoted at 34c in tubs and 35@36c in prints. Local dealers pay 23c for No. 1 dairy, 19c for packing stock.

Cabbage—60c per bu.

Cauliflower—\$1.25 per doz.

California Fruits—Pears, \$2.25 per box; Malaga, \$1.50 per box; seedless \$2 per box; Emperor, \$2 per crate.

Celery—18c per bunch.

Cocoanuts—\$4.25 per sack containing 100.

Cranberries—Cape Cod Late Howes are coming in freely and are of fine quality. The prices are reported the lowest ever known at this time of the year on the Howe variety. This crop was affected in the consumption also by the continued warm weather. Dealers are selling at \$6.25 per bbl.

Cucumbers—\$1.50 per doz. for hot house.

Eggs—The market has continued in an unsatisfactory condition the past two weeks. Receipts of fresh gathered have been liberal for the season, but the percentage of really desirable fresh has been small and buyers have been slow in operating in the bulk of the offerings. An unusual wide range of prices has been the result. While fancy grades have been gradually advancing, owing to their scarcity, medium and poor grades have been on the decline and there is now a wide difference between the poorest and the best fancy fresh lots. This irregularity has been caused prin-

cipally by the remarkably mild weather, which prevailed up to a few days ago. Local dealers pay 28c for case count and 29c for candled.

Grape Fruit—\$2.50 for Florida, all sizes. The market is well supplied and stocks are very fine. Never has there been such a heavy movement known in this market as this fall. This is due to the low prices and unusually good quality. The demand has increased also through the gradual education of the consumer's taste for this line.

Grapes—Malagas, \$4.50 per keg.

Green Onions—35c for Charlotts.

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

Lemons—Californias are slow sale at \$4.25@4.75 and Verdellis at \$4.

Lettuce—Southern head, \$2.25 per bu.; hot house leaf, 8c per lb.

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

Onions—Home grown command \$1 per 100 lbs. for red and yellow and \$1.25 for white; Spanish, \$1.25 per crate.

Oranges—California Valencias, \$4.50@4.75; Floridas, \$3@3.25.

Pears—Keifers, 65@75c per bu.

Pop Corn—\$1.75 per bu. for ear, 4c per lb. for shelled.

Potatoes—The market is utterly featureless, due to absence of demand. Michigan buyers are paying 22@25c, but are not very anxious to obtain supplies.

Poultry—The market for the past two weeks has been featured by heavy arrivals, but the buyers have displayed a discriminating tendency which has resulted in slower sales than would otherwise be the case. The demand has been good and the general tone of the market firm, but the buyers have apparently felt that owing to the bounteous supply there was no occasion to load up unless they could get what they wanted. Local dealers pay 10c for springs and fowls; 8c for old roosters; 11c for geese; 11c for ducks; 14@17c for No. 1 turkeys and 12c for old toms. These prices are 2c a pound more than live weight.

Radishes—25c per doz. bunches for round or long hot house grown.

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

Sweet Potatoes—\$2.60 per bbl. for Virginias; \$4 per bbl. for Jerseys.

Turnips—50c per bu.

Veal—Buyers pay 8@14c according to quality.

BUSINESS CHANCES.

To Exchange For Farm—Good, live Rexall drug store with several side lines, in town of 3,000. Poor health, reason for change. Want to get on farm. Address No. 702, care Michigan Tradesman. 702

For Sale—Restaurant and confectionery—good soda fountain, doing a fine business in live town of 1,500, paved streets, electric lights, waterworks. Will sell at a bargain. Box 54, Greenville, Ohio. 699

For Sale—Lumber yard, coal and feed business. Over thirty thousand dollars sales last year. Can double that. Write W. F. Nicolai, Hopkins, Michigan. 700

For Sale—Grocery stock in Southern Michigan; established trade. Doing \$22,000 per year. Invoice about \$2,200. Good reason for selling. Population 900. Best farming community in the State. Address No. 701, care Tradesman. 701



GRAND TRAVERSE BRAND
RUSSET DRINKING CIDER



GRAND TRAVERSE BRAND
MIKESELL & COMPANY
TRAVERSE CITY, MICHIGAN.

A FINE BLEND OF SEASONED
RUSSET DRINKING CIDER
MADE FROM SEASONED
AND SWEETENED
FREE FROM DECAY, THOROUGHLY
CLARIFIED, AN UNFURNISHED, PURE
FRUIT PRODUCT ESPECIALLY ADAPTED
FOR DRINKING PURPOSES.
CAN BE USED FOR BRICK, PLASTER,
ICE AND PAINTS, ETC.
ABSOLUTELY PURE
FREE FROM
PRESERVATIVES.
WEIGHT OF
CONTENTS
1 POUND
12 OUNCES

REGISTERED BY
MIKESELL & COMPANY
UNDER THE FOOD
AND DRUG ACT
JUNE 25, 1906.
SERIAL NO. 10055
GUARANTEED TO BE IN ANY
QUANTITY IN PERFECT CONDITION
FOR ONE YEAR

THE Grand Traverse brand of Drinking Cider is manufactured at Traverse City, Mich., in the center of the fruit section. Natural resources favor the city as the gateway of fruit shipments. We have located our plant here where we can secure the finest fruit in unlimited quantities. We use the best grade of pears, crab-apples, grapes and apples in the manufacture of our fruit juices.

We are offering at the present time in limited quantities, the blended fruit juice, especially our 30% grape juice and 70% sweet apple, russet and sour apple.

Our ciders are thoroughly clarified through the latest improved system, perfectly sterilized so as to retain its natural color and flavor. All receptacles and pipe lines are copper; everything perfectly sanitary in our plant.


GRAND TRAVERSE BRAND OF Grape and Russet Drinking Cider IN TIN CANS

Free from all preservatives. Brand well established. Protected by quality to the consumer. Sale guaranteed by jobber to the Retailer. Attractive placards for the Retailer. Just what your trade demands. Always ready to be served. Made of sound, well ma-

tured grapes and late winter varieties of Grand Traverse apples. If you have knowledge of the reputation of the Grand Traverse apples you will purchase our Grape and Russet cider for your own personal use. Can secure same through all Michigan jobbers.

The manufacturer has given twenty years of his life in perfecting an absolutely positive process for furnishing to the consumer apples natural product, the GRAND TRAVERSE brand of Drinking Cider.


Our ciders can be secured through wholesalers in
Grand Rapids, Detroit, Saginaw, Flint, Bay City, Muskegon, Cadillac, Sault Ste. Marie and Traverse City.



Telephone Trade

is always pleased
with

**Franklin
Carton Sugar**



When a customer calls you up and orders sugar send her **FRANKLIN CARTON SUGAR**. You won't make any mistake—she'll be perfectly satisfied. Clear, pure sugar, made from sugar cane and packed in sealed, dust-proof cartons is sure to satisfy the most discriminating housewife.

You'll make a profit by selling **FRANKLIN CARTON SUGAR** because the handy cartons that come to you "ready to sell" save the cost of bags, string and overweight. Incidentally your time is too valuable to waste in this way, when our process of packing sugar in cartons saves you "the factory work." Get behind the Franklin line consisting of Granulated, Powdered, Dessert and Table and Cube Sugars. Tell your customers "over the 'phone" and "over the counter" how much better **FRANKLIN CARTON SUGAR** is than ordinary bulk sugar. It will save you work and make you a profit.

You can buy **FRANKLIN CARTON SUGAR** in original containers of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

*There is no risk
or speculation*

in carrying a good stock,
and pushing the sale of

KC BAKING POWDER

Guaranteed pure and
wholesome.



Guaranteed satisfac-
tion.

Guaranteed to comply
with the pure food laws
of all states and with the
national pure food laws.

Contains no albumen
(Sometimes called white of egg)

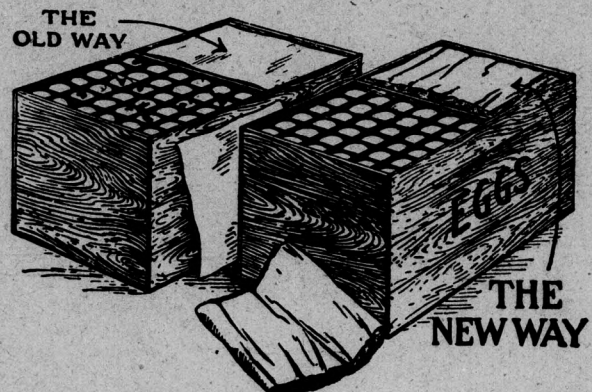


Is so firmly established and so popular that the mere reminder of its name and of its proprietors should suggest to dealers that they watch their stock closely and always have a full supply on hand. ☘ ☘ ☘ ☘

Distributed at Wholesale by
Judson Grocer Company
Grand Rapids, Mich.

Prevent Breakage by Using Egg Case Cushions

We Have Them. Do You Want Them?



The above cut shows. First, the former method of packing Eggs—with a simple hard board at top and bottom of cases, resulting in a great deal of breakage before reaching destination.

The second cut shows Eggs packed in case with an elastic Excelsior cushion in top and bottom of case to absorb the jar—thus carrying contents safely to destination. These cushions are constructed from Odorless, Basswood Excelsior and enclosed in the best quality of manila paper the exact size of case. They supplant the loose excelsior formerly scattered unevenly between the board and outside of case. Our cushions are well filled with excelsior, evenly distributed throughout the cushion we now offer, which assures safety in shipping.

One egg saved in each case will pay for the packing, and, as they can be used several times, by careful handling, the economy is immediately demonstrated. This, in addition to time saved in packing. A number of large egg packers have already adopted their use.

Being inexpensive, most effective and insuring safe delivery to customer, why not ask for enough samples to pack a case and see for yourself?

Samples and prices can be obtained
from any of the following addresses:

Excelsior Wrapper Co.	- - -	Grand Rapids, Mich.
Excelsior Wrapper Co.	- - -	Sheboygan, Wis.
Excelsior Wrapper Co.	- - -	224 West Kinzie St., Chicago, Ill.

Our Facilities are such that Promptness is our slogan.

They Would Not Listen to Noah Will You Heed Our Warning?



While it happened a number of years ago, you are undoubtedly familiar with the story of the flood, hence we shall touch upon it but lightly.

Down through the ages there have been Noahs and Paul Reveres who have shouted warnings into stone deaf ears. It always has been and always will be easier for people to rush blindly forward than to occasionally stop, look, and listen.

We are not alarmists, hence we most certainly are not trying to scare you into buying a safe. We do say this, however, in truth and soberness, that however good a business man you may be in other directions, if you fail to provide yourself with a dependable safe in which to place your valuable papers and books of account, there is a mighty weak place in your business armour.

Write us to-day for prices.

Grand Rapids Safe Co.

Tradesman Building
Grand Rapids, Michigan

