

A Lost Letter

Just read this letter, old friend of mine!
 I picked it up on Margate pier,
 In a whirling world of women and wine;
 'Twas blotted and blurred with a fallen tear.
 Come, think one minute of years ago,
 When a chance was with us—a soul to save.
 The whim was in us to love, you know;
 But the woman she fell to a fool or knave.

'Tis easy to picture the tortured heart
 That faced despair and a grief like this;
 She saw her lover unloved depart,
 And turn again to a hateful kiss.
 "Had I been loved by a man like you—"
 O weary woman! O fearful fate!
 'Tis a passionate cry; but it strikes us through
 Who sigh too soon, but who love too late.

Who was the woman? I seem to trace
 Her footprints here in Vanity Fair;
 A mother, perchance, with an earnest face;
 A wife with a glory of Titian hair;
 A soul perplexed, and a faith at stake;
 A life nigh lost—there are thousands such
 Who face the world, when their heartstrings break,
 For the one kind word and the tender touch!

Who was the man? What matter at all?
 'Tis man who ruins and sows the tears;
 'Tis men who tempt, but women who fall,
 And are never absolved in the deathless years.
 The least we can do, O brothers, is this:
 Whilst love is with us and life seems down,
 We can soothe the sad with a gentle kiss,
 And dry the eyes that our sins can drown!

Go back, lost letter of wild despair,
 I will cast you forth on the infinite sea;
 But the day glides on, and the Margate air
 Is piercing sweet to the world and me.
 And still I can never forget—can you?—
 That cry that nothing can soothe or cease;
 "Had I been loved by a man like you,
 I had lived far better and died in peace!"

Clement Scott.

The Honest Griefs

I can stand a fellow's whining
 If he's got a real cause for pining,
 I can stand his dismal wailing
 If he's really deep in woe;
 And I don't mind honest grumbling
 If his feet are sore from stumbling
 And the briars and the brambles
 Block the way that he must go.

But I hate the senseless simper
 And the woful wail and whimper
 Of the fellow who starts growling
 At the first few drops of rain;
 And I cannot stand the brother
 Who thinks someway or another
 All the fates have turned against him
 When he feels a touch of pain.

Life's a blend of joy and trouble,
 Through the cool grass and the stubble
 Every one of us must wander
 As we journey towards our goal;
 Every Tom and Dick and Harry
 Has some burden he must carry,
 He who seeks the joy of living
 Must, in some way, pay the toll.

Both the great man and the humble
 Find the honest cause to grumble,
 Each must shed his tears of sorrow,
 Through the darkness each must grope;
 When real care is assailing
 There is some excuse for wailing
 But without the slightest reason
 Far too many give up hope.

Save your tears and save your sighing
 For the hours that will be trying.
 Keep on smiling, keep on plodding
 Just as far as you can go.
 While the sun of hope is shining
 There's no sense in repining.
 It is time enough for wailing
 When life's honest griefs you know.

Edgar A. Guest.

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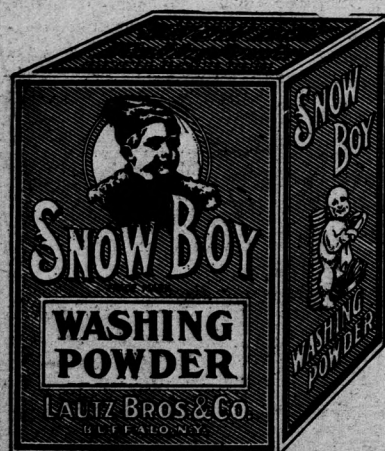
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Lautz Bros. & Co.

BUFFALO, N. Y., January 1, 1915.
DEAL NO. 1500.

MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, JULY 21, 1915

Number 1661

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Exact Status of the Cartier Matter.

The filing of the decree in the suit of Louis A. Cartier in the United States District Court on Tuesday provides for the complete and harmonious settlement of that estate as all of the parties to the suit agreed to the terms of the decree. With the consent of the Michigan Trust Company, the Grand Rapids Trust Company was appointed receiver to wind up and dissolve the corporation known as the A. E. Cartier Sons Company of Ludington.

Under an agreement made during the pendency of the suit this corporation transferred to the Michigan Trust Company, M. B. Danaher and Warren A. Cartier all of the real estate holdings in Florida, Illinois and Wisconsin. Therefore, the only property involved in the receivership is the lumber manufacturing business of the A. E. Cartier Sons Company at Ludington. Provision was made in the decree for a liberal annual allowance to Mrs. Cartier, pending the liquidation of the company and the final settlement of the estate. The trusteeship of the Michigan Trust Company, which covers the Illinois, Wisconsin and Florida properties, will continue until all moneys advanced by that company to the heirs of Antoine E. Cartier have been repaid.

The decree validates all acts of the trustees, thereby allowing every contention made in the suit by the Michigan Trust Company and provides for a satisfactory final settlement of the estate as soon as the properties involved can be disposed of. January 1, 1914, a settlement of the claims was made and the executors and legatees and all acts of the executors and legatees were confirmed, including the transfer to the corporation of the property mentioned. Then, under an agreement made between all of the stockholders of A. E. Cartier Sons Company, that corporation conveyed to the trustees, the Michigan Trust Company, Warren A. Cartier and M. B. Danaher certain real estate in Florida, Illinois and Wisconsin, together with certain stocks and bonds covering properties in those states, thereby entirely divesting the corporation of A. E. Cartier Sons Company of any title to said property. It was shown that the lumber business of A. E. Cartier Sons Company, at Ludington, which was that

of manufacturing lumber products from timber located in Mason county and vicinity was unprofitable; that no dividends had been paid and that the indebtedness of the company amounted to \$100,000. It was, therefore, agreed that the affairs of the corporation should be liquidated and the Grand Rapids Trust Company was appointed trustee for this purpose. All claims against the managing officers or stockholders of the corporation by reason of an alleged neglect and mismanagement were waived by all parties to the suit, who also agreed that the decree should be final and conclusive in all matters pertaining to the settlement of the estate. Provision is also made for the retirement of notes given by Dezera Cartier and Charles E. Cartier, as well as George Cartier, upon the surrender by them of their shares of stock in that corporation. Provision is also made for the payment to Mrs. Cartier of a liberal annual allowance. The decree confirms all acts of the Michigan Trust Company and the other trustees, thereby substantiating all of the contentions made by these trustees.

Reports on the dye situation carry increasing encouragement, although the Bureau of Foreign and Domestic Commerce recently stated that "in some instances textile mills are forced to shut down for the time being until new supplies of color can be obtained." The famine as heretofore, is acute only in certain directions. The Bureau finds it possible to add that the few American manufacturers are steadily expanding their plants, and are producing dyes in quantities hitherto unknown, while "equally noteworthy" is the steady increase in the supply of intermediates and aniline oil from new firms. This is specially pleasing in that only recently have these manufacturers had guarantees of protection from German competition after the war. That protection is now definitely promised by the Department of Commerce, and will probably take the form of rulings under the Anti-Trust laws against price-cutting in America by foreign combinations. An effective supplement to this should be action by the textile manufacturers to guarantee continued patronage of home dyes—three-year contracts are already being written. Economical dye-making involves a complex of interlaced industries, and the first step is utilization of the coal-tar products which our coke plants have literally thrown away. Efficient business management should so organize the field as to make general competition with Europe possible without tariff change.

Harry Winchester, Secretary of the Worden Grocer Company, is taking a week's respite in his cottage at Pioneer Landing, Reed's Lake.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Several old buildings that are fire traps have been ordered razed at Bay City.

South Haven has added a motor fire truck to its equipment.

Alpena is having mysterious fires and a reward of \$100 is up for apprehension of the fire bug.

A salting station for pickles is being built at Allegan by the Benton Fruit and Products Co.

The second annual Cloverland Potato Congress will be held in Marquette in October, with John D. Mangum, Secretary of the Marquette Commercial club, in charge. Liberal cash prizes are offered for best exhibits.

The Michigan Central and the Lake Shore Depots at Eaton Rapids will be cleaned up and inside toilets and rest rooms installed. Dr. J. B. Bradley, health officer there, got after the officials.

Kalamazoo is moving forward industrially, with two new industries of large size started and several factories making additions.

Howard City's public park is called a "municipal hay lot and a public disgrace" by Editor Haskins, of the Record. It is unwatered, neglected and unsightly.

Seven automobile dealers at Alma have sold and delivered 208 cars in Gratiot county this season, and might have sold as many more if they could have gotten the cars.

Flint's school census shows a total of 8,602 children in the city, or a gain of 511 over last year.

The Michigan East and West Railroad is building a new passenger station at Manistee, to cost about \$9,000.

Municipal bath houses will be opened at Alpena soon.

Flint's gas rate has been fixed by a board of arbitration at 85c. The former rate was \$1.

Dr. L. Webber and Emil Kempf have been re-elected Secretary and Treasurer, respectively, of the Fremont Board of Trade.

Kalamazoo has bought 613,000 repressed paving brick at \$21.50. One bid of \$20.50 was received, but was turned down.

The new electric lighting system proposed at Owosso will cost about \$10,000 for installation, while the maintenance, including interest and depreciation, is estimated at \$7,000 above the present cost of lighting the same district.

Pontiac has a municipally conducted abattoir, the ordinance requiring all slaughtering in the city to be done at one house, under the direction of

a city inspector. Flint is considering plans for a municipal abattoir.

The Alpena Chamber of Commerce has elected the following officers: President, N. M. Eddy; Vice Presidents, Martin Martinson and E. J. LaLonde; Treasurer, J. L. Bertrand.

The South Haven Board of Trade has opened a rest room, which is well furnished for the comfort of city visitors. A lady is in charge.

Zeeland, a city of about 2,000 people, is still without a picture show, and seems to be getting along pretty well. If there is another town of this size in the country without a "movie" we do not know about it.

Benton Harbor will try to solve its garbage and waste problem by building an incinerating plant. The contract has been let to a Chicago concern for building a single unit plant, with daily capacity of six tons, for \$5,271.

"Benton Harbor needs men—not factories; hearts—not dollars; brains—not bonuses" exclaimed E. F. Trefz, Field Secretary of the Chamber of Commerce of America in a vigorous address there. "Service, service, service. This is the great business slogan of the future," said he.

Alpena will observe home coming week August 2-7.

Alma will retain its motor truck plant.

A knitting mill with initial output of 600 pairs of hose per day will start soon at Laurium.

Almond Griffen.

Charles Whitwam, operating as the Charles Chemical Co., manufacturing toilet articles, has opened a retail confectionery store at Madison Square, which he will conduct in connection with his manufacturing business. He was for twelve years located at Burton Heights in the same line of business.

William F. Blake, tea buyer for the Judson Grocer Company, who underwent an exploratory operation at U. B. A. hospital July 13, is doing so well that he will be removed to his residence on College avenue the latter part of the week.

Ed Goebel (Michigan Hardware Company) recently injured his back by falling down stairs at his home so that he was unable to visit his trade last week.

Guy W. Rouse, President of the Worden Grocer Company, is spending a couple of weeks at the summer residence of Walter C. Winchester, at Winchester, Wis.

How the shrewd promoter does love to encounter a fool and his money.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, July 19—Learn one thing about Michigan: Within its borders is situated the most prosperous city in the world to-day, Detroit.

To correct any erroneous impression that there are no more weekly lessons showing the industrial world wonders of Detroit, I wish to state that for this week only, I am eliminating the regular weekly Detroit letter and am merely giving a few impressions gathered about the State during the past few weeks.

To one who has not visited Grand Rapids during the past year the improvements made in that city stand out markedly and all indications point toward a more remarkable revival of building and municipal improvements during the coming twelve months. The Mertens Hotel, the new Pantlind, the remodeling of many of the other hotels, the new Wurzburg store, the Y. M. C. A. building and many minor buildings, all completed during the past year or so, show that city's advancement. The prospect of the new buildings to be erected all point to a newer and greater Grand Rapids, after which the city slogan that has been lying dormant can again be proudly flouted to the world—"Grand Rapids Knows How."

"Among other things that shouldn't be picked before it is ripe," says Sid Bullock, Howard City druggist, "is a quarrel."

W. W. Kramer, formerly of Sunfield, where he was interested in the Sunfield Mercantile Co., after an absence of eight years, has returned to Michigan and has again become identified with the mercantile world, having purchased an interest in the Osborne Mercantile Co., of Big Rapids. Following a disastrous fire that destroyed his store in Sunfield eight years ago, Mr. Kramer went West, finally settling down in South Dakota near the city of Philip. He engaged in the cattle business and was eminently successful. He still owns a tract of land and a large number of cattle in the West. The life of the plains, besides proving of financial gain, also proved beneficial from a health standpoint. His every look and movement savors of the rugged life he has led. Mr. Kramer and Mr. Osborne are friends of long standing, which began several years ago when both taught school together in Manistee county.

Reports from Petoskey state that a new hotel of the modern fireproof type will be erected to replace the old Arlington Hotel which burned down some time ago. The new building will be large enough to accommodate both commercial and tourist business in great numbers. Petoskey is gaining a reputation as a resort city that is rapidly extending to every part of the United States.

The future hasn't many terrors for the fellow who has deposited a portion of his savings in the bank.

"Trouble," writes Hayden Brown, of Eaton Rapids, "sneaks in on rubber shoes, while pleasure travels with the blare or trumpets."

The writer, while wishing to do no harm to the village wherein he received his early chastisements, wallpings and education, midst a din of teacher's entreaties and father's warnings, is going to make public the name of said village, one of the prettiest towns of its size (900) in the State—Lakeview. We had the pleasure of spending Sunday in Lakeview and the changes wrought during the interim of our fortune hunting days into the quiet of Grand Rapids and the bustle and excitement of Detroit, were, indeed, marked. The young have grown older, the old have grown younger, many of the pioneers have had their hair cut, while others have had both a hair cut and a shave. Charlie Sorenson is still computing interest in the bank. Pete Peterson is still gracefully grabbing granulated

sugar for grateful customers in his grocery store and so forth down through the entire two blocks of business street. The greatest change, however, was noted on the streets on Saturday. In place of the rigs and wagons drawn by horses that formerly lined the streets was a large number of automobiles. These machines were lined up and down the thoroughfare, closely parked together and in many instances were two deep. And yet many of us who fared forth our fortunes are still seeking—and riding on street cars. Verily many never see opportunity until it isn't there to be looked at and it is as apt to show up on the farm as it is in the city.

Bert Perry, valued and trusted employe of the Bancroft Hotel, at Saginaw, although he has never been sick, is again a well man. A story written by an editorial writer for a patent medicine firm gave the facts of Bert's wonderful cure. If Bert ever does become ill, it won't be from overwork, much as he is inclined in that direction—it keeps "Daddy" Schultz, the hotel proprietor, busy restraining the chubby one from such a fate.

Runner & Spellman, of Shelby, are remodeling their general store and a new front is being installed. These young men have been in business but a few years and been successful beyond all expectations. One point showing their success was the visit last week of Leo. Spellman to the firemen's convention in Petoskey. If he wasn't successful he wouldn't care so much about how to put out a fire.

"Beats all," remarked Alvan Shook, Coral merchant and former representative in the Legislature, "how much valuable time can be wasted by men of little value."

Store buildings by the score are being erected in Detroit and in nearly every case they are being grabbed up by merchants who have come from other points to size up the prospects of that city or by business men who are starting a chain of stores about the city.

Handsome is as handsome does—and when handsome does it does them good.

We are in receipt of a neat map of the State of Michigan that has been issued by the Brown-Williston Hotel, at Ionia, and is being distributed gratuitously to their patrons. Among other interesting information given in the map is that showing automobile roads, electric and steam lines and distances between towns.

Members of Grand Rapids Council who form the Absal Guild, Ancient Mystic Order of Bagmen, with the energy characteristic of that organization, have planned an outing that will surpass anything ever attempted along that line by an organization of traveling men in the State. The date set for the affair, which is the first annual outing of the order, is Saturday, July 31. To give but a faint idea of the magnitude of the joyfest we will quote a few of the many events scheduled: The steamer May Graham has been chartered for a cruise down the picturesque Grand River to the village of Lamont, where a dinner that will appease the most fastidious will be served, after which a ball game will be played—get the word "played"—between the fat men and those minor avoirdupois. After the game the boat cruise will be resumed, passing through the resorts on Spring Lake and continuing to Grand Haven, where a special interurban car has been chartered to carry the merry picnickers back to Grand Rapids. Music will be furnished throughout the voyage and dancing can be indulged in to the heart's desire. Plenty of cigars, eats and U. C. T. drinks will be in evidence at all times. The committee is composed of three hustling members of the council, Charles Perkins, Harry Harwood and Ernest Stott. Again say we, "Grand Rapids Knows How."

"Railroads sue to collect \$10,000,000," reads a headline. My! enough for a whole day's ammunition.

The five-story addition to the F. N.

Arbaugh department store, at Lansing, which is nearing completion will give that firm the largest department store in Central Michigan and adds much to the commercial beauty of the down town section of Lansing. In Lansing, by the way, are located some of the most up-to-date business houses in the State, a reputation that goes a great way toward the upbuilding of a city from a commercial and business standpoint. Live merchants draw trade from a great radius.

"Any fool," says Fred Wortman, hardware merchant at Ionia, "can lay a plan, but it takes the patience of a hen to hatch it."

A. N., better known to hosts of Michigan merchants and traveling men as "Art" Borden, Junior Counselor of Grand Rapids Council and representative for the Shapleigh Hardware Co., of St. Louis, Mo., was recently seen at points in Ohio and Michigan, accompanied by what appeared to be a delegation from the children's home, all carefully packed in a regulation ford car, Art's property. In fact, the entire brood belonged to the pleasant salesman and his wife who was also a member of the party. Mr. Borden left Grand Rapids a trifle over two weeks ago for an auto trip to Niagara Falls, stopping at points in Ohio and Pennsylvania en route. Art's brood consists of four healthy children ranging from 8 to 17 years of age—every one "a chip off the old block." The family returned intact last Friday.

Visitors to Ludington who have had occasion to inspect Karl Ashbacher's Toggery Shop speak in high praise of the store, which, without doubt, is one of the most up-to-date and modern men's furnishing goods store in the country for a city the size of Ludington—a city, by the way, where there are many modern stores.

Ionia has advertised a free fair beginning August 17 and lasting for three days. Already great plans are being laid to entertain the crowds who are expected to attend. The affair will be held under the auspices of the Business Men's Association of that city. A plan has been formulated whereby it is intended to give away as a prize an automobile. This, undoubtedly, will prove a big drawing card. The entire programme of events will be without any charges.

Henry Doucette, former hotel man of Shelby and at present representative for the Armour Packing Co., is proving as successful in his new role as he did as a boniface in the bygone days. Nor does Henry's success end with the above mentioned instances. As a financier he would make the ordinary banker look like a schoolboy in comparison. Henry, since moving from Shelby, has been making his home in Big Rapids. He no sooner moved and was settled down in his new home than he began casting about for some property that he intended to purchase for speculative purposes. Bringing his keen trading intuition into play he decided on the purchase of a piece of property near the business center of the town. A short time ago he sold the land, reserving the right to move the house thereon, to the Government for many times the original cost. A new post-office is being erected on the site. His success in other lines has no effect on his duties as traveling salesman and he will be found on the territory every working day, sometimes via train, but more often in his auto and always will be seen wearing the original Doucette smile.

Detroit's population is 747,000. It won't be long before you will read—Detroit's population is 1,000,000. James M. Goldstein.

The Grand Rapids Labor Aid Society, which has been conducting a co-operative grocery store at 902 McReynolds avenue, sold out July 17 to J. E. Lyons, trustee for the Hime Grocery Co., of Muskegon.

SUBSTITUTION IS STEALING.

It Destroys Demand Created by the Manufacturer.

In the course of a discussion the other day before one of the weekly luncheons of the Chicago auxiliary of the American Specialty Manufacturers' Association, Truman A. De Weese, advertising manager of the Shredded Wheat Company, opened up the subject of retailers' substitution in a way which furnishes interesting reading to any one interested in the prevailing controversy between manufacturers and distributors as to who shall control the destiny of his product in competition. Although it is not in itself a grocery question, as Mr. De Weese presented it, the controversial point in "The Crime of Substitution" is one of the liveliest in the field, and therefore his remarks are worth printing. In part he said:

"The other morning I bought a pair of shoes in the leading shoe store of Buffalo. After being fitted to my satisfaction I handed back the shoes to the clerk and said: 'Put a pair of O'Sullivan's rubber heels on them, and deliver them to my house. Remember, I want O'Sullivan's heels—no other kind of heels.'

"Are you sure you want O'Sullivan's rubber heels? You shall have them if you want them, but I think I can show you something better."

"This was not a new experience for me. I had a similar experience with another shoe store, only in that instance they put on a substitute for O'Sullivan's heels without telling me anything about it. I returned the shoes and had the heels changed.

"Having had this experience and being interested in the investigation of 'the evil of substitution,' I encouraged him in the crime he was about to commit and showed a receptive mental attitude. He thereupon showed me a pair of rubber heels and dilated at some length upon their advantages. I listened carefully to his exposition of selling arguments. Having worn rubber heels a good many years, however, and having a strong predisposition against violating the Eighth Commandment, I knew what I wanted and stuck to it. If I had not had the experience, however, it would have been a very easy matter to substitute the heels I had never heard of and which had never been advertised.

"This particular attempt to substitute is typical of instances that are occurring every day in nearly every store in the United States. The evil is most common in drug stores where the merchant handles a wide range of proprietary articles, and where it is easy to put over a substitute.

"Now the question arises: 'Has the merchant a right to substitute?' There is no doubt about it in the mind of the average merchant, but that is because the merchant has never given the matter serious thought. He never analyzes the moral aspects of the question. He does not understand or appreciate the right of a man to the possession of the thing he has

created. He does not see the property value of a 'good will asset' created by millions of dollars invested in advertising. He has an undoubted legal right to substitute because there is no law forbidding it, but has he a moral right?

"Let us consider the case of the rubber heels for a moment. When O'Sullivan started to make rubber heels he had to educate the people to wear rubber heels. Through the expenditure of millions of dollars in educational advertising he gradually impressed a certain number of persons with the ease, comfort and healthfulness of rubber heels. Each year he added several thousand more to those already 'educated.' He couldn't market such a product without a foundation of educational work. Rubber heels were never heard of before. The idea of wearing them no doubt struck the average person as absurd. O'Sullivan had to do 'pioneer work.' He had a different proposition from the man who is selling coffee, or soap or macaroni. Every customer he made was an O'Sullivan customer.

"Several hundred thousand persons having been 'educated' to wear rubber heels, now comes the man who wants to reap where he did not sow. He looks with envious eyes upon this army of rubber heel consumers which O'Sullivan has made. He starts in to make a slightly different rubber heel to supply the demand already created by O'Sullivan. By inducing a certain number of shoe merchants to carry his rubber heels he can do business on the consumer demand created by O'Sullivan. He need not spend a dollar in advertising. Is this to be characterized as merely a 'merchandising evil,' or a crime? When a man appropriates a half-dozen spoons from his neighbor's house the law stigmatizes the proceeding as a crime and fixes the penalty.

"This is a question that must be settled sooner or later if National advertisers are to be secure in the possession of the legitimate fruits of their enterprise. It is much more important to the best interests of merchandising than any law to regulate re-sale prices or the practice of advertising. In the meantime the course of any fair-minded man or woman who loves justice and fair play is clear."

Queer Time to Boast.

Two men sat on the river bank, fishing. One had a bite, and in the excitement he fell into the water. The other man watched him struggle, but did nothing to aid him.

"I can't swim!" shouted the man in the water. He went under, and when he came up he shouted again: "I can't swim!"

The man on the bank watched him with languid interest.

The man in the water sank again. When he came up he gasped: "I can't swim!"

"Well, my friend," commented the man on the bank, "this is a queer time to be boasting of it."

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, July 13—Clarence D. Bottomly, of Charlotte, has this day filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. The first meeting of creditors has not yet been called. The schedules on file at this office reveal that there are no assets and the following are listed as creditors of the bankrupt:

Joseph Crusoe, Detroit	\$ 158.25
H. Krebe & Co., Charlotte	39.00
F. J. Doyle, Detroit	15.50
Gruman Gillett, Grand Rapids	3.82
Frank Allen, residence unknown	3.00
H. M. Young, Pittsburg	30.67
Fred Unger, Pittsburg	18.40
B. S. Ralston, Pittsburg	10.00
Crook Kries & Co., Baltimore	18.05
Louis Koble, Pittsburg	38.00
Colburn, Fulton Lumber Co., Charlotte	30.15

R. S. Spencer, Charlotte	11.00
W. Wisner, Charlotte	87.00
Dr. M. Rickerd, Charlotte	54.00
Albert Murray, Charlotte	4.00
E. D. Treadwell, Charlotte	8.00
Dr. A. R. Stealy, Charlotte	18.00
Miller & Hamilton, Charlotte	30.00
Otis Bottomly, Charlotte	20.00

July 14—Egbert J. Smither, of Zeeland, has this day filed voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. The schedules of the bankrupt on file at this office reveal that there are no assets and the following are listed as creditors of the bankrupt:

City of Holland, Michigan taxes	\$ 15.40
West Bend Aluminum Co., West Bend, Wis.	47.00
Yaeger Mfg. Co., Chicago	42.00
G. R. Dry Goods Co., Grand Rapids	48.00
C. W. Mills Paper Co., Grand Rapids	31.71

Steindler Paper Co., Muskegon	26.00
H. Leonard & Sons, Grand Rapids	45.00
Hamstra & Co., Chicago	15.00
Hendle China Co., East Liverpool	71.00
Eureka Coffee Co., Buffalo	34.00
West End Pottery Co., East Liverpool	36.00

G. Fris, Zeeland	5.00
W. C. Walsh, Holland	85.00
Holland City Gas Co.	2.00
Holland City Tel. Co.	15.00
Nat. Biscuit Co., Grand Rapids	30.00
F. Brien, Holland	20.00
Cilican Glass Co., Chicago	116.00
Standard Glass Co., Chicago	30.00
Standard Milling Co., Holland	40.00
Judson Grocer Co., Grand Rapids	43.00
Mich. Tea Rusk Co., Holland	17.00
Armour & Co., Chicago	23.20
J. Van Dyke, Holland	2.71
Ver Hoge Milling Co., Zeeland	7.20
Zeeland Milling Co., Zeeland	5.90
Holling & Reese Co., Indianapolis	101.00
Holland Rusk Co., Holland	7.56
J. M. Pitkin & Co., Newark, N. J.	17.00

The bankrupt alleges that all of the above liability are owing by the partnership of Elterbeck & Co., of which the petitioner bankrupt was a partner and that he has no personal debts.

June 15—Charles De Haas, of Grand Rapids, has filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks, who has also been appointed receiver. The bankrupt was formerly in the ice cream and candy manufacturing business at Grand Rapids. The schedules on file at this office show the following creditors:

City of Grand Rapids	\$ 3.72
Hector De Haas, Sterling, Ill., mortgage	\$311.25
Hector De Haas, Sterling, Ill., mortgage	405.00
Ford Motor Co., Detroit, title contract	61.82

American Carmel Co., York, Pa.	\$ 34.64
American Licorice Co., Chicago	14.80
Anger Baking Co., New York	55.08
American Candy Co., Milwaukee	24.75
American Coconut Co., Chicago	17.36
Ambrosia Choc. Co., Milwaukee	35.51
Blue Ribbon Candy Co., Baltimore	26.00
Bugler & Goebel, Chicago	38.35
Brandle & Smith Co., Philadelphia	35.52
Bachman Choc. Co., Philadelphia	52.15
Buffalo Candy Co., Buffalo	46.50
Boe-Holman Co., Fond Du Lac, Wis.	25.00

George Blome Co., Baltimore	33.75
Crown Choc. Co., McKeesport, Pa.	15.20
Cincinnati Extract Works Co.	23.50
Robert Crooks Co., New York	15.40
Albert Cuneton, Chicago	34.60
J. F. Darnody Co., Indianapolis	9.40
Darby Candy Co., Baltimore	26.80
C. Davis Co., Inc., Brooklyn	18.00
L. A. Eppenstien Co., Chicago	9.45

Farley Candy Co., Chicago	52.00
Gottman & Kretschmer, Chicago	12.60
Gelatine Products Co., Baltimore	17.87
Golden Wafer Co., Chicago	11.09
Croton Choc. Co., Newark, N. J.	16.00
The Hartier Co., Tiffin, Ohio	46.00
Henry Heide, New York	24.20
Hess Brothers, New York	35.25
India Refining Co., Philadelphia	37.53
Jabing Bros., New York	36.85

C. H. Kleinback Co., Geneva, Ill.	22.19
H. R. Knintstamm & Co., Chicago	9.70
E. R. Knott Machine Co., Boston	50.00
Kuppenheimer Cigar Co., Grand Rapids	50.00
MaGlick Co., Cleveland	67.20

F. S. Love Mfg. Co., Johnstown, Pa.	12.96
Libby, McNeil & Libby, Chicago	26.81
Levine Bros., New York	29.43
Monarch Raincoat Co., Cleveland	10.50
John B. Meyers, New Orleans	11.44
Martin D. Levy & Co., New York	9.80
Milwaukee Paper Box Co., Milwaukee	35.78

Mansfield Co., Newark, N. J.	30.00
Mason, Au & Magenheimer, Brooklyn	33.40
M. & S. Cocoa & Choc. Co., Jersey City	21.60

American Choc. Co., New York	26.70
J. B. Millard Co., Chicago	41.98
Nashua Gummed and Coated Paper Co., Nashua, N. H.	71.37

National Candy Co., Chicago	55.80
The Nucoa Butter Co., New York	61.94
The Henry H. Attens Mfg. Co., Chicago	11.62

The S. Pooley Co., Chicago	19.95
Package Confection Co., Chicago	37.60
Powells, New York City	30.00

Monasha Wooden Ware Co., Monasha, Wis.	11.16
Inventors Novelty Mfg. Co., Nulting, N. J.	13.00
R. E. Rodda Candy Co., Lancaster, Pa.	22.35

Reinhart & Neuton Co., Cincinnati	16.00
Riggi Candy Co., Cleveland	50.10
Eugene O. Reed Co., Wellington Ave., Chicago	17.90

Russian Candy Co., Chicago	59.95
Reuckheim Bros. & Eckstein, Chicago	215.88
Herbert D. Shiers, Philadelphia	5.00

J. F. Schleicher Paper Box Co., St. Louis	15.00
A. Slauson Co., New York City	25.00
P. E. Sharpless Co., Philadelphia	16.63

Stern & Sealberg Co., New York	19.20
Sunrad Chemical Co., Chicago	5.50
Smith & Peters, Philadelphia	16.40

Waterproof Paper Co., Cincinnati	11.34
Wm. Herron & Co., New York City	35.20
Wallace & Co., Brooklyn	29.00
Williamsport Candy Co., Williamsport, Pa.	15.96

F. L. Torbell Mfg. Co., Chicago	9.21
Geo. Ziegler Co., Milwaukee	107.38
American Choc. Almond Co., Hoboken	74.84

Bain Peanut Co., Norfolk, Va.	128.72
E. J. Branch, Chicago	33.55
Confectioners Mercantile Agency, Grand Rapids	213.72

Knickerbocker Choc. Co., N. Y. 45.20
The referee has entered into agreement with the bankrupt whereby he is placed in charge and conducts the business until the first meeting of creditors. An inventory has been taken, showing assets of the appraised value of \$1,099.22 and the liability totals \$3,862.89. The first meeting of creditors has not yet been called.

July 16—In the matter of Welch-Atkinson Shoe Co., bankrupt, Grand Rapids, this first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, made a verbal report, which was approved. By the vote of creditors, Willard J. Martindale, of Grand Rapids, was elected trustee and his bond fixed at the sum of \$12,500. A sale of the assets will be made on Friday, July 23. It is expected that a first dividend can safely be paid shortly after the sale.

St. Joseph.

St. Joseph, July 6—In the matter of M. Henry Lane and Frank B. Lay, Sr., former presidents of the Michigan Buggy Company, bankrupts, of Kalamazoo, a special meeting of creditors was held at the latter place to consider the bankrupts' offers of composition. The first reports and accounts of the Michigan Trust Company, trustee, were considered and allowed. Sufficient acceptances were not filed by creditors to recommend the confirmation of the compositions to the District Judge, whereupon the meeting was adjourned to August 5.

July 8—In the matter of Harriet A. Runyan and Grace L. Finch, and Runyan & Finch, a copartnership, bankrupt, of Dowagiac, a special meeting of creditors was held at the referee's office and the first report and account of the trustee, showing total receipts of \$601.36,

were approved and allowed. A first dividend of 5 per cent. was declared and ordered paid, whereupon the meeting was adjourned for three months.

Garry C. DeGraff, engaged in the retail floral business at Kalamazoo, filed a voluntary petition and he was adjudged bankrupt and the matter referred to Referee Banyon. The schedules of the bankrupt disclose no assets except those claimed as exempt and the following creditors:

Earl Coppernall, Kalamazoo	\$ 25.00
Sprague Adv. Co., Kalamazoo	10.00
Mrs. S. W. Russell, Kalamazoo	233.66
F. Reynelt & Sons, Allegan	31.50
J. E. Thomas, Kalamazoo	16.85
Dewey Hinkley, Kalamazoo	37.00
Mrs. G. Cooley, Kalamazoo	5.10
Rockford Seed Co., Rockford, Ill.	17.00
R. L. Polk & Co., Detroit	4.80
Hastings Banner, Hastings	31.09
H. Bayersdorfe Co., Philadelphia	15.00
A. J. Brown Seed Co., Grand Rapids	43.00
A. Grofert, Kalamazoo	21.00
H. Gunthie Co., New York	46.25
Kalamazoo Gazette, Kalamazoo	5.00
Kalamazoo Telegraph-Press, Kalamazoo	5.00
McCullum Co., Pittsburg	15.94
Postal Telegraph Co., Kalamazoo	2.56
United States Telegraph Co., Kalamazoo	4.25
Total	\$570.00

July 9—In the matter of Elmer E. Stamp and Eva D. Stamp, copartners as E. E. Stamp & Co., of Cassopolis, a special meeting of creditors was held at the referee's office and the trustee's first report and account, showing total assets of \$1,603.18, were approved and allowed. Administration expenses to the amount of \$247.53 were allowed and ordered paid. A first dividend of 5 per cent. was declared and ordered paid, whereupon the bankrupt, Eva D. Stamp, filed objections to the payment of the dividend on the grounds that she could not be adjudged bankrupt. The meeting was then adjourned for thirty days.

July 12—The final meeting of creditors was held in the International Banana Food Co., bankrupt, of Benton Harbor, at the referee's office. The trustee's final report and account, showing total receipts of \$726.40, was approved and allowed. A first and final dividend of 3 1/2 per cent. was declared and ordered paid on all unsecured claims filed to date. Creditors having been directed to show cause why a certificate recommending the bankrupt's discharge should not be made, and no cause having been shown, it was determined that such favorable certificate be made. It was further determined that the trustee be not authorized to interpose objections to the bankrupt's discharge. The final order of distribution was made, whereupon the meeting was adjourned, without day.

July 14—In the matter of Garry C. DeGraff, bankrupt, of Kalamazoo, an order was entered by the referee calling the first meeting of creditors at the latter place on July 27 for the purpose of proving claims, the examination of the bankrupt, the appointment of a trustee and the transaction of such other business as may properly come before the meeting.

July 16—In the matter of Elmer E. Stamp and Eva D. Stamp, copartners as E. E. Stamp & Co., an order was made by the referee directing Elmer E. Stamp to turn over to the trustee the sum of \$100 alleged to be concealed by the bankrupt from the trustee.

In the matter of the Spade Manufacturing Co., a corporation, bankrupt, of Kalamazoo, orders were made by the referee instructing the trustee to return to certain parties machinery sold on conditional sales contract.

July 17—In the matter of George R. Morse and Morse & Jors, a copartnership, bankrupt, of Allegan, the trustee filed his first report and account, showing total receipts of \$629.55 and expenses incurred of \$174. The trustee also filed his report of sale, showing sale of all the assets for \$596.50. The trustee was directed to file his final report and account for the purpose of closing the estate.

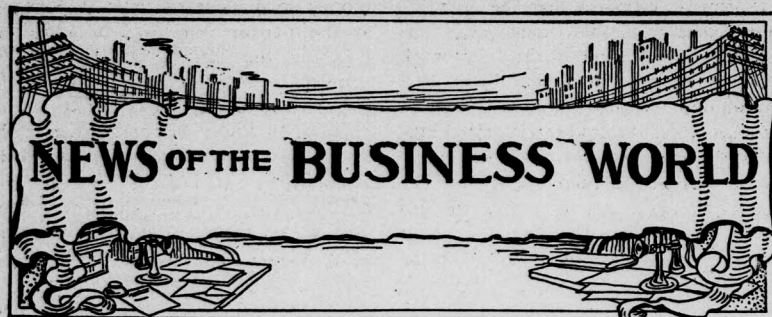
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"45 YEARS ON BROADWAY"

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Grand Rapids



Movements of Merchants.

Lakeview—William Lentz succeeds L. D. Bass in the ice business.

Iron River—Marsoff & Oberg have re-opened their grocery store.

Cheboygan—Henry Habenicht has opened a grocery store at Long Point.

White Cloud—Claire Holt has opened a jewelry store in the Townsend block.

Lansing—R. V. Ennis has opened a shoe store at 521 East Franklin avenue.

Niles—G. F. Reum has opened a bakery in his remodeled store building.

Battle Creek—Charles Renkes has engaged in the drug business at 457 Lake avenue.

Snoover—The Snoover Grain Co. has increased its capital stock from \$10,000 to \$20,000.

Corunna—B. C. Grant, recently of Wixom, has opened a bazaar store in the Bacon block.

Ionia—B. L. Berry succeeds P. R. Gallagher in the Crispette and pop corn business on Second street.

Douglas—L. Schuham has opened a women's ready-to-wear clothing store in the Francis store building.

Ionia—L. H. and William Schaeffer have engaged in the plumbing business under the style of Schaeffer Bros.

Tecumseh—Burglars entered the Satterwaite Bros. hardware store July 14 and carried away considerable stock.

Jonesville—C. M. Clark, dealer in dry goods, died suddenly July 16 of cerebral hemorrhage. Mr. Clark was 50 years of age.

Calumet—Joseph Caserio and Frank Massoglia have formed a copartnership and opened a general store in the Pentzold building.

Alpena—Walter J. Gabrysiak, meat dealer at 128 South Second avenue, has sold his stock to Stanley Swantek, who will continue the business.

Saginaw—Alwin C. Kurtz, meat dealer at the corner of Gage and Genesee streets, has sold his stock and fixtures to Fred Margraf, who has taken possession.

Flint—Otto Bush and Alfred Catterfield have engaged in the drug and stationery business at 408 South Saginaw street under the style of Bush & Catterfield.

Jackson—John Webb, who conducts a cigar store and news stand in the Dwight block, has sold his stock to Charles K. Bell, who has taken possession.

Hillsdale—Fire destroyed the store building and millinery stock of Mrs. Nora Chapman July 18. The loss is estimated at \$4,500 and is covered by insurance.

Garden—The Garden Produce Co. has been organized with an authorized

capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Laurium—Fire partially destroyed the Central Hotel July 18, entailing a loss of about \$6,000, partially covered by insurance. F. W. Corwin is manager of the hotel.

Detroit—The Detroit Shoe Supply Co. has been organized with an authorized capital stock of \$1,000, all of which has been subscribed and \$500 paid in in cash.

Gaylord—Carr & Son, who have conducted a meat market here for a number of years, have sold their stock to Frank Wilkinson, who has taken possession.

Maple City—S. R. Burke has sold his stock of general merchandise to David A. Clavette and S. Lutzek, who have formed a copartnership and will continue the business.

Croswell—The Boslo Grain Co. has been organized with an authorized capital stock of \$12,000, of which amount \$9,000 has been subscribed and paid in in cash.

Pewamo—James T. Cotter, dealer in general merchandise, has admitted to partnership his son, James, and the business will be continued under the style of J. T. Cotter & Son.

Mancelona—Mrs. Bartholomay and Miss Emily Shepperle have formed a copartnership and purchased the millinery stock of Miss Edna Catlin and will continue the business.

Dowagiac—L. L. Bascome has leased the entire first floor of the First building on Front street and is enlarging his stock of men's ready-to-wear clothing and furnishing goods.

Dowagiac—Archie Smith, of Fowler, has purchased the Otis Smith feed stock and will close it out at public auction. The store was closed recently, on a mortgage held by Frank Reshore & Son.

Flint—O. M. Smith & Co., dealers in dry goods and groceries, are remodeling their store building at an estimated cost of about \$15,000 and an addition of 5,000 feet of salesroom space.

Hastings—J. Allen Godfrey, who has conducted a clothing and men's furnishing goods store at Caledonia for the past nine years, will remove his stock to this place about August 15 and continue the business.

Grand Ledge—James Sidris and Tom Thomas, who conduct a confestionery store under the style of the Palace of Sweets, have sold their stock to George Ligus, of Lansing, who will continue the business under the same style.

Ahmeek—Fire destroyed the store building and most of the stock of general merchandise of Glass Bros. July

16. The loss is about \$10,000 and is practically covered by insurance. Glass Bros. at once embarked in business in another building.

Detroit—The Adler Kraus Sample Shop, Incorporated, has been organized to deal in ladies' wearing apparel, with an authorized capital stock of \$5,000, all of which has been subscribed, \$1,270 paid in in cash and \$1,200 in property.

St. Charles—Burglars entered the drug store of Barbarin & Gould, July 18, and took \$150 from the safe and considerable stock. A reward of \$100 has been offered by Prosecuting Attorney B. J. Vincent, for information which will lead to the capture and conviction of the perpetrators.

Richmond—Creditors representing about \$65,000 worth of debts of the defunct Richmond Elevator Co. held a meeting last week and decided to proceed with the organization of a new company to take over the assets of the old organization and continue the business.

Port Huron—The Producers' Elevator Co., which is now in business in Harbor Beach, will establish a plant here in the near future. A. L. Chamberlain, who has been for nine years Vice-President and Manager of the Sandusky Grain Co., will move to Port Huron and will be in charge of the plant, he being President of the concern.

Manufacturing Matters.

Flint—The Hamilton Radiator Co. has changed its principal office to Detroit.

Albion—The National Spring & Wire Co. has completed a large addition to its plant and commenced work on another addition, 294 x 60 feet.

Detroit—The Sturdevant-Murray Manufacturing Co. manufacturer of windshields, etc., has increased its capital stock from \$25,000 to \$150,000.

Escanaba—The Escanaba Manufacturing Co. has added a toothpick department to its plant, thus enabling it to use wood for which it has heretofore had no use.

Detroit—The Detroit Metal Refining Co. has been organized with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The Davison Baking Co. has merged its business in the Michigan Baking Co., with an authorized capital stock of \$16,000.

Saginaw—The Wyandotte Lumber Co. has been organized with an authorized capital stock of \$25,000, all of which has been subscribed, \$3,000 paid in in cash and \$7,000 in property.

Detroit—The Hatcraft Co. has been organized to manufacture and deal in hats, with an authorized capital stock of \$3,000, of which amount \$1,500 has been subscribed and \$500 paid in in cash and \$1,000 in property.

Wayne—The Wayne Steering Wheel & Bow Co. has been organized to manufacture and sell motor steering wheels and bows, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—The Michigan Safety Win-

dow Co. has been organized to manufacture and sell weather strip devices with an authorized capital stock of \$1,000, of which amount \$510 has been subscribed and \$250 paid in in cash.

Detroit—The Detroit Weatherproof Body Co. has been organized to manufacture and deal in automobile tops and bodies and accessories, with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Brown-McLaren Manufacturing Co. has been organized to manufacture machinery, screw machines and specialties, with an authorized capital stock of \$25,000 of which amount \$14,000 has been subscribed and paid in in cash.

St. Clair—The Homer Furnace Co. has purchased the factory buildings of the Homer Vacuum Cleaner Co. and is erecting large warehouses. A large building, to be used for foundry purposes, will also be erected soon.

Pontiac—Bird & St. Louis, clothiers, have merged their business into a stock company under the same style, with an authorized capital stock of \$12,000, all of which has been subscribed, \$100 paid in in cash and \$11,000 in property.

Ann Arbor—The Pilbeam & Marz Co. has been organized to manufacture and deal in curtains, laces, draperies, table linens, etc., with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed, \$996.35 paid in in cash and \$228.65 in property.

Detroit—The Albion Glove & Manufacturing Co. has been organized to manufacture and deal in gloves, caps, aprons, radiator and hood covers, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$2,500 paid in in cash.

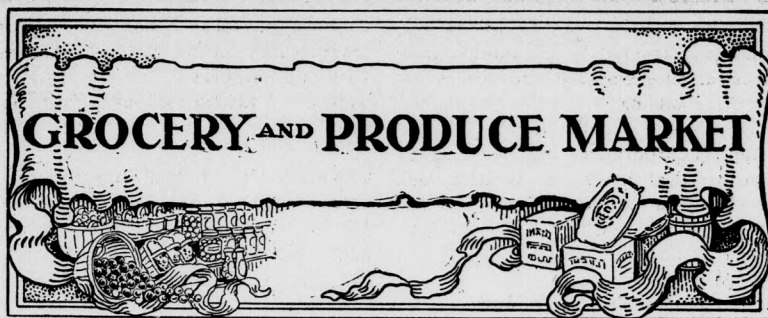
Comstock—The Rex Paper Co. has been organized to manufacture, coat and sell paper and its products and deal in paper stock and products, with an authorized capital stock of \$300,000, of which amount \$205,000 has been subscribed and \$30,000 paid in in cash.

Saginaw—The Saginaw Automatic Musical Co. has been organized with \$50,000 capital stock, of which \$22,500 has been paid in in cash. The company has taken over the property of the Cheboygan Musical Co. and will remove the stock and machinery to this city.

Newaygo—The Henry Rowe Manufacturing Co. has purchased the plant of the Hunt-Buse Manufacturing Co., including the water power. W. E. Tallmadge, of Grand Rapids, who was interested in the Hunt-Buse Manufacturing Co. becomes a director and stockholder in the Henry Rowe Manufacturing Co.

Eugene H. Kerstetter, formerly a garage man at Ionia has taken the Western Michigan agency for the Oldsmobile, and is located at 50 Division avenue, South.

David Green, furrier, will open for business in the Calumet block, South Division avenue.



Review of the Grand Rapids Produce Market.

Apples—Harvest varieties command \$1 per box.

Bananas—Medium, \$1.25; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.25.

Beets—15c per doz. for home grown.

Butter—The market is steady at a decline of 1c per pound for the week. Seasonably warm weather has appeared, however, and this will not only curtail the make—which will probably decrease from now on—but will very likely affect the quality. From now on butter should show heat defects. The consumptive demand is about normal for the season and no change in the situation seems in sight. Fancy creamery is quoted at 25@26c in tubs, 26@27c in prints. Local dealers pay 20c for No. 1 dairy, 17c for packing stock.

Cabbage—Home grown is almost a drug in the market, owing to the heavy crop of early varieties. Local dealers ask 60c per bu. and \$1.25 per bbl.

Cantaloupes—California Rockyfords command \$2.25 for standards and \$2 for ponys. Georgia Osage melons fetch \$1 per crate of 12 to 15.

Carrots—15c per doz.

Celery—20c per bunch for home grown.

Cherries—\$1.50 per 16 qt. crate for sweet and \$1 for sour. The crop of all varieties is heavy.

Cocoanuts—\$4 per sack containing 100.

Cucumbers—40c per doz. for hot house.

Currants—\$1 per 16 qt. crate.

Eggs—The market is firm. There is an increased consumptive demand, due to the much shorter supply of fine eggs, which, in turn, is caused by the warm weather. The percentage of fancy eggs is at present light, and the outlook until the warm weather is over, is for a firm and steady market. Local buyers pay 16½c for first-class stock, loss off.

Egg Plant—\$1.25 per doz.

Garlic—20c per lb.

Gooseberries—\$1 per 16 qt. crate.

Grape Fruit—\$5 per box.

Green Corn—25c per doz.

Green Onions—Silver Skins, 15c per doz.; Evergreens, 12c per doz.

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

Lemons—Californias, \$3.50@4 per box.

Limes—\$1.25 per 100.

Lettuce—Home grown head, 60c per bu.; leaf, 50c per bu.

Nuts—Almonds, 18c per lb.; filberts 13c per lb.; pecans, 15c per lb.; walnuts, 18c for Grenoble and California, 17c for Naples.

Onions—Texas Bermudas, \$1.25 per crate for yellow. Fancy California white stock commands \$1.50 per crate. Louisville, \$1.25 per 70 lb. sack; home grown, \$1 per bu.

Parsley—30c per doz.

Oranges—Valencies are steady at \$4.50@4.75.

Peas—Home grown are in ample supply at 75c per bu.

Peppers—40c per basket for Southern.

Pieplant—75c per bu.

Pop Corn—\$1.75 per bu. for ear, 4c per lb. for shelled.

Potatoes—Virginia Cobblers and home grown are both in ample supply on the basis of 65c per bu.

Radishes—10c for round and 15c for long.

Raspberries—\$1.65 per 16 qt. crate for black and \$2 for red.

Squash—75c per hamper for Southern grown.

Tomatoes—Home grown hot house command 75c per 8 lb. basket; Texas fetch 85c per 4 basket crate.

Turnips—20c per doz.

Wax Beans—\$1 per bu.

Watermelons—\$2.50 per bbl., containing 8 to 10.

Whortleberries—\$2.50 per 16 qt. crate.

The Grocery Market.

Sugar—The trade during the past week witnessed the anomaly of a comparatively steady raw sugar market at a time when futures were breaking as if there were no bottom. Naturally, those who are optimistically inclined on the situation argue that none but a bullish inference can be drawn. Cuba, it is suggested, cannot be forced to unload because speculators in options over traded in September, finances being apparently in a good shape as a result of the profitable prices received for the portion of the crop already sold. The planter knows that he holds the whip hand, as both the United Kingdom and the United States must purchase sooner or later, although, of course, not adverse to picking up raws as cheaply as possible. While the conditions seemingly warrant a steady market for sugar, the question arises, What would happen to advance prices further? The expectation that granulated would go to 6.10c for the actual selling basis has not been realized, much to broker's disappointment; for such action would have, at least, stimulated the country into taking out its sugars on contracts. The withdrawals are now better, thanks to the hot weather, but the aggregate movement is materially below the season's normal volume. The domestic demand is covered for weeks to come—probably to the first of September, according to

the general view—so that the stimulus must come from the outside.

Tea—The market during the week has shown no changes. From the standpoint of the holder of a good stock of tea, the market is in a highly satisfactory condition. Old tea is more nearly exhausted and the demand for new tea is active on account of only a comparatively small supply. All new teas are steady to firm and the lower grades are particularly high.

Coffee—All grades of Rio and Santos were steady to firm on a slightly higher basis until a few days ago, when the report of larger receipts in Brazil depressed the market, possibly an eighth. There is no speculation whatever to-day, and buyers are taking merely for their actual wants. Mild coffees are unchanged and in moderate request. Java and Mocha are unchanged and quiet.

Canned Fruits—The market in all lines of canned fruits remains unchanged and has not been altered for a number of weeks. Little interest is being taken in any line, although what are said to be ruinously low prices prevail.

Canned Vegetables—The outlook for the tomato pack is fair, although the season will undoubtedly be late. Peas are very dull and the market is almost dead. There is practically no buying in progress and very low prices are ruling. There is some inclination here to believe that after the present pack is made prices will be stronger, as it is said the packers will refuse to continue to sell at low prices now being made and will prefer to keep their goods under control rather than relinquish them at a loss. Corn is easy, but only a small amount of business is being done in any line.

Canned Fish—Salmon of all grades is unchanged and in fair demand. Domestic sardines are very quiet, owing to the light run which is being reported from Eastport and the small pack which is being made as a result. The demand for spot goods is only moderate but continues to be received with regularity, and prices are being maintained on a firm basis.

Dried Fruits—An advance in the price of Santa Clara prunes for September-October on the part of the California packers, together with a very strong market are the features of the market. Local jobbers appear to feel convinced that by the time they find themselves forced to secure additional supplies, the present controversy which is in progress between the growers and packers on the Coast will have been concluded in favor of the latter, and prices for new crop prunes will have been put back to at least the price at which they stood before the recent advance. The brokers here are firm in their belief that the California growers are not in a position to keep control of their stocks, once that the crops are dried and ready for the market. When this time comes the opinion which is prevailing here at the present time is inclined to be that the growers will be forced by the pressure for ready

money to dispose of their 1915 crops at the packers' prices. In addition, it is said that with a minority of the growers selling their crops in an effort to evade any smash that might come with lower prices than are being offered now, all the growers will gradually try to come in and get rid of their crops. The trade here has viewed the deadlock which now is ensuing as merely temporary, with prospects very favorable for a victory for the packer when the final test comes. The packer who has sold short for his early fall interests may be forced to purchase some stocks at a price which will make him a loser for a short time, but on the majority of the pack it is believed here that he will emerge ahead of the game. Raisins have been very strong for some time and continued to grow in strength last week. Supplies are being depleted, and good quality fruit is said to be difficult to find. The tendency of the market under these conditions is upward. The demand for old crop raisins for August-September shipment, upon the basis of prices announced by the Associated Company, has been satisfactory, according to report. Advices from Bussorah say that the crop of dates is progressing favorably, and all indications are that the supply this fall will arrive in good season. The inclination appears to be for a higher price on currants this fall owing to the increased cost of preparing the fruit for shipment and the high ocean rates which are prevailing.

Cheese—The make has been larger than usual this season, and the quality has averaged fancy, owing to the very good weather. The market is steady at a decline of ½c for the week, due to the lack of export trade and the light consumptive demand. Future prices depend very considerably upon the demand, and unless this increases, the market will probably decline again.

Provisions—Smoked meats are barely steady on the present basis. The demand is light for pure lard and lard substitutes, which are ruling about ½c below a week ago. Barreled pork and beef are unchanged and in light demand. Dried beef and canned meats are steady and unchanged in price.

Salt Fish—The situation in Norway mackerel still continues firm. The supply of good mackerel on this side is becoming greatly diminished and prices, while not higher than a week ago, are still firmer. New Norway mackerel will not be offered for some weeks. Irish and shore mackerel are not cutting any particular figure, especially Irish. The catch of shore mackerel at the present time is not very large. Cod, hake and haddock are dull, as usual at this season, and unchanged in price.

H. W. Spindler, President of the Michigan Hardware Company, accidentally severed an artery in his left hand while using his knife Monday. It required skillful work on the part of the surgeon—and great pain on the part of the patient—to tie the artery and sew up the wound.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, July 19.—A. L. Davies, head of the legal department for the Cornwell companies, with headquarters at Saginaw, in company with Mrs. Davies, were Soo visitors last week. This is Mr. Davies first visit to the Soo for a number of years and he noticed many changes and improvements since his last visit. He was also surprised to note the progress made in agricultural development. Mr. and Mrs. Davies have been making a tour of the summer resorts in the Upper Peninsula and Mr. Davies is enjoying his annual vacation.

R. Bishop, pioneer resident here, who has been in charge of the meat department for Brown & Turnbule, at Newberry, of late, is on the sick list and is in the Soo with his family recuperating.

Col. C. W. Mott, Secretary and Manager of the Upper Peninsula Development Bureau, was a Soo visitor last week in connection with the work of the Bureau. There is considerable interest manifested in the development work and this should be a banner year as crops were never in better shape at this time of the year.

"If literature could settle the war, the fighting would have been over long since."

It seems strange, nevertheless it is true, that the Algoma steel workers in the Canadian Soo have gone on a strike, and between 200 and 300 men left the plant last Friday. They refused to stand for a 10 per cent. reduction in wages. While this is an unusual time to strike and one would imagine that a bread earner would be thankful to be alive and able to earn wages in Canada, from the employees' view it appears that the employers were taking advantage of the conditions, demanding a reduction in wages when in reality there is a large increase in the output and men are worked harder than ever on rush orders. Of course, there is always two sides to an affair of this kind, but for the sake of the unemployed and the conditions throughout Canada at the present time it is hoped the difficulties will be adjusted without much delay, as it means much to the merchants who are depending largely upon the Steel company's payroll for their patronage.

"Lots of men would be popular if they would leave their opinions in cold storage."

From a picture of the large fish sent in by our well-known Soo pastor, Dr. D. Stanley Shaw, who is at present enjoying the ocean bathing and air at Atlantic City, he will have some good fish stories to spring on the local nimrods. From what we can learn it took two men to land one of the fish. The doctor, however, should be equal to the occasion, as he has had his muscles developed to a marked degree during the past two years cranking his auto which has no self starter. His friends wonder why he does not have that labor saving device, but the necessary strength required to land fish of the size that are being caught will explain the matter fully.

The local Federal bureau is receiving many enquiries for help, such as teamsters, woodsmen and farm hands, at the present time, which is a good indication for this season of the year.

"Everything becomes new as soon as it becomes old enough."

That it is expensive sport hunting deer out of season will be vouched for by four hunters near Wells who were fined \$280 by Justice Argall last week. The old saying that venison is dear will apply to this case.

The merchants at De Tour report

a very lively business last week when hundreds of excursionists were in De Tour to celebrate Orangemen's day. They took possession of De Tour, which somewhat resembles Thessalon on a busy day. The merchants are now planning to interest other societies and picnickers to take advantage of their natural picnic grounds, which are beautifully situated on the mouth of St. Mary's River and are an ideal place for a summer outing.

The Daniels Co., which has the contract for the construction work for the fourth lock announced last week that it would not be able to finish the job this year. Much more equipment and machinery are expected to arrive soon and the work will be hurried along. At present the work is furnishing much entertainment and interest to the numerous sight seers who are touring the Upper Peninsula.

M. S. Wray, of Pittsburg, arrived in the city last week to start the work of installing the gates for the compensating works at the head of the rapids. A large number of men are employed on the job.

Edward Mosher, formerly chief clerk at the Central Grocery Co., has tendered his resignation and accepted a position as assistant in the A. H. Eddy food emporium. Ed is considered one of the best all round grocery clerks in the city and his many friends will be pleased to see him back at the old stand, where he formerly worked prior to accepting the position with the Central Grocery Co.

Albany Island, where the Hotel Oronhyatka is situated, is one of the most attractive and picturesque places in the Upper Peninsula. Mrs. Hill, proprietress of the hotel which she has been conducting for the past fourteen years, knows how to entertain the tourists who are fortunate enough to find this picturesque resort. Mrs. Hill is equipped with the best of help, enabling her to furnish meals that would be hard to beat. With the homelike surroundings, bathing beach, boat livery, etc., which are furnished the guests free, it has attracted numerous resorters from various parts of the United States. It is accessible by auto from the Soo, being twelve miles from De Tour and twelve miles across the straits from Mackinac Island by water.

"Let the buyer use his eyes while the seller is using his speech."

It might be well for the merchants in the Upper Peninsula to be on the lookout for a gang of forgers that have been operating of late in the copper country. Calumet was touched up by two men who were making small purchases and presenting checks in payment. This line of forgers usually keep on the move and it will not be surprising if they invaded the Soo district.

The summer home of Mrs. E. M. Smith, on Mid River, is an ideal spot for a summer outing, being situated on the banks of St. Mary's River eighteen miles below the Soo, on the angle where all of the up-bound boats make the turn before going into the cut, thus affording the campers and resorters an opportunity of communicating with the boats as they pass. Mrs. Smith has built a number of summer cottages on the south end of Sugar Island, which are for rent during the season, being furnished complete, and with the beautiful view and never-tiring scenes of the passing boats it is conceded to be one of the most delightful spots in the resort district bordering the thirty thousand islands on the American side between Canada and the mainland. The steamer Elva, of the Island Transportation Co., calls at the Island going and coming each day, thus permitting the inhabitants to get daily supplies from the Soo, the same as in the city. The Island also has

telephone and water connections and milk and cream in abundance.

"Heated arguments nearly always are followed by a chill."

Trout Lake is getting to the front and we understand it is now in line for a newspaper. Ed Jones, formerly publisher of the St. Ignace Enterprise, is to be the editor. Trout Lake is one of the newsy places and, no doubt, the venture will be a success.

"Laugh and the world laughs with you, even when you are laughing at the world."

Fred J. Merriam, President and General Manager of the Upper Michigan Timber Co., returned home from a business trip to Buffalo last week.

"Feeling the pulse of battle is a cheerful sensation, compared to experiencing the repulse."

William G. Tapert.

Sudden Advance in Blackstrap Molasses.

An interesting effect of the war is noted in the molasses trade, where "blackstrap" molasses, instead of being a nuisance to the trade, as it has been for generations past, has suddenly become a valued product on which prices are jumping at an astonishing rate and even then it is not to be had.

Blackstrap molasses is the lowest grade of low grade molasses—the residue after every conceivable cane product has been taken out of it. It is thick, black and gummy. Some of it has been used for distilling alcohol and a little of it for the preparation of certain caramelized cereal products, millions of gallons have been fed to mules, mixed with cheap fodder, for the making of vinegar and for shoe blacking. But more of it was emptied into the streams as waste material, and even there it became a nuisance along the banks.

Since the war in Europe and American powder mills have been rolling up immense orders for smokeless powder, there has arisen a demand

for denatured tax-free alcohol that has sent blackstrap "kiting" on value. Within a year the demand for the material has doubled and prices have jumped up fully 50 per cent. Contracts made within a few days for blackstrap, contemplating taking the whole output for five years to come, have been booked at from 3 to 5 cents above old figures. Offers for several thousand gallons in one lot at 10½ cents a gallon were turned down, and planters are asking as much as 8 cents a gallon in Louisiana. Men who have been following the molasses trade for forty years say they have never seen such demand as now prevails.

Kellogg and Postum Lock Horns on Patent Contention.

A new topic of interest in the cereal trade is the prospective litigation of the Kellogg Toasted Corn Flake Co., and the Postum Cereal Co., both of Battle Creek, regarding the right to the patent which was granted on "Instant Postum." Depositions are being taken preliminary to an interference action before the Commission of Patents at Washington to come on later. The Kellogg company is said to claim to have originated a product substantially identical with the "Instant Postum" and to have had it on the market when the Postum company hurriedly secured its patent and announced its new soluble product. The issue is said to be as to which of the manufacturers was entitled to the patent and the proceedings are said to promise long and hot litigation.

C. S. Cornelius, formerly with the Wolverine Brass Works, and W. F. Hull, a former railroad man of this city, have started in the electrical engineering business at Atascadero, Cal.

SPECIAL SALES

Enlightened merchants have come to realize the necessity of selling their surplus stocks at a profit by modern expert advertising and expert merchandising. We do this for you—

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Lynch Bros.
SPECIAL SALE
CONDUCTORS

28
So. Ionia Ave.
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Mich.

Chirpings From the Crickets.

Battle Creek, July 19.—Old, yet ever young and vigorous 253 met in regular session last Saturday night and put O. Harpster over the rough roads and noisy cross overs. Considering the heat, the boys turned out fairly well. Considerable work was accomplished, our time being filled until 11:15 p. m.

Our good brother, John Quincy Adams, was a delegate to the Supreme Council meeting at Columbus a few weeks ago and gave the Council a report of the events at the Supreme meeting. The order has enjoyed a nice growth the past year and the Michigan councils have kept abreast with our neighboring states. There is at the present time 3,000 U. C. T.s in the State of Michigan. The accidents from auto driving are on the increase and the U. C. T.s in company with other accident insurance concerns is planning provisos to protect itself from policy-holding reckless joy-riders. The figures given out at the headquarters show the big majority of auto accidents are met by joy riders and not by commercial men riding in pursuit of business. Michigan has the Supreme Counselor, Frank Ganiard, whose home is in Ann Arbor.

Our Council's annual picnic will be held at Willard's Park, Goguac Lake, Saturday, August 7. Everybody will bring a basket and we will all join in a good old-fashioned feed. This picnic is for all U. C. T.s, their families and their friends. Any visiting brothers who are in Battle Creek, Saturday, August 7, are invited to report at Willard's Park, Goguac Lake, and share with us U. C. T. prosperity. The wife of Rufus Brooks is still seriously ill.

The wife of Ed Guild is very low and grave fears for her are felt.

Mr. Rogers, of this city, father of Mrs. Robert Tangman, was buried Sunday.

Fischer's Exposition Orchestra of Kalamazoo, is dispensing melodious tones in the big Casino on the beach at South Haven. This casino is a large structure with strings of electric bulbs covering its ceilings. It costs \$7 per hour to light the Casino. It is worth that much to hear Charles Fischer and his orchestra play.

Mr. and Mrs. J. Norman Riste were well pleased with the chair the boys of 253 presented them. We all hope Norman and his wife will enjoy the chair together. Guy Pfander.

Details of the Bagmen Outing on July 31.

Grand Rapids, July 20.—Arrangements have been completed for the Grand River trip of Absal Guild, A. M. O. B., Saturday, July 31. According to Bagmen customs, mirth, merriment and plenty of action will rule the day. The steamer May Graham will dock just south of Fulton street bridge and the lower deck will be

fitted up like a hotel lobby in charge of competent clerks and call boys. All will register and receive identification cards and check all surplus baggage. Forty miles of beautiful scenery along the river between Grand Rapids and Grand Haven, the best in Michigan, with the fine fruit and dairy farms of Kent and Ottawa counties on the banks, make the trip well worth while, but the committee will provide, in addition, a sumptuous dinner at Lamont to be served on the spacious lawn of the Evergreen Inn, followed by a trip to the pretty village park, where the slims, under Captain Ray Bennett, and the stouts under captain Nemo Marrin, will play baseball. Both teams are in daily training, one trying to reduce and the other trying to gain flesh for this occasion. This quiet little village of Lamont is famous as the early home of our good friend, E. A. Stowe, editor of the Michigan Tradesman, a former river pilot, who will accompany us on the trip, aiding with his experience and knowledge of points of interest. Games for little ones and dancing and music for all will be in order from Lamont to Grand Haven. There will be smokes and light refreshments in plenty. Fine material for good kodak pictures is available and it is known that many plan to take advantage of this feature of the trip. A brief stay will be made at Grand Haven, where all will board a special interurban train for Grand Rapids, arriving home in good season.

C. C. Perkins.
Ernest Stott,
H. W. Harwood,
Committee.

Quotations on Local Stocks and Bonds.

Public Utilities.	Bid	Asked
Am. Light & Trac. Co., Com.	311	315
Am. Light & Trac. Co., Pfd.	107	110
Am. Public Utilities, Com.	30	33
Am. Public Utilities, Pfd.	62	64
Comw'th Pr. Ry. & Lgt., Com.	48	50
Comw'th Pr. Ry. & Lgt., Pfd.	77½	80
Pacific Gas & Elec., Com.	40	44
Tennessee Ry. & Lgt. Pr. Com.	5	8
Tennessee Ry. Lgt. & Pr., Pfd.	26	30
United Light & Rys., Com.	40	43
United Light & Rys., 1st Pfd.	66½	70
Comw'th 6% 5 year bond	97½	99
Michigan Railway Notes	98	100
Citizens Telephone	69	73
Michigan Sugar	65	67
Holland St. Louis Sugar	6¼	6¾
Holland St. Louis Sugar, Pfd.	8	8¾
United Light 1st and Ref. 5% bonds	82	85
Industrial and Bank Stocks.		
Dennis Canadian Co.	80	90
Furniture City Brewing Co.	40	50
Globe Knitting Works, Com.	130	140
Globe Knitting Works, Pfd.	98	100
G. R. Brewing Co.	90	100
Commercial Savings Bank	220	
Fourth National Bank	220	
G. R. National City Bank	169	175
G. R. Savings Bank	255	
Kent State Bank	245	250
Kent State Bank	245	25
Old National Bank	189	195
Peoples Savings Bank	250	

*Ex dividend.
July 21, 1915.

Time magnifies our good deeds and diminishes most of our naughty ones.

California to Grow Dates.

Sixty acres of the best land near Reedley, Cal., have been planted to the date palm, in an experiment which it is hoped will establish that industry as one of the important ones in the California fruit growing line. Experiments have been made in a small way, and those who have carried them out are convinced that there is a brilliant future in this fruit grown in California.

Other growers are said to be awaiting the outcome of the present experiment with eagerness, and if it proves in the least successful many will plant date palms in an effort to put the industry on a paying commercial basis to compete with the foreign grown products which now satisfies the United States market.

Co-operative Hope Goes Under the Hammer.

The defunct Union Co-operative department store at Indianapolis, Ind., was recently sold at auction to George J. Marrott, its largest creditor, for \$41,000. Several Indianapolis, Pittsburg and Indiana merchants were bidders, but refused to outbid Mr. Marrott, who conducted the store prior to the sale to the Union Co-operative Co. The appraised value was \$56,756. Creditors are expected to receive about 20 cents on the dollar, the total liabilities amounting to \$189,000. A new department store company will operate the store, beginning in the fall after a retail sale disposes of the present stock, according to Mr. Marrott.

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

Buffalo, July 21.—Creamery butter, fresh, 24@27c; dairy, 20@24c; poor to common, all kinds, 18@20c.

Cheese—Selling well; new fancy, 15c; new choice, 14@14½c; held fancy 15½@16c.

Eggs—Choice fresh, 19@21c; fancy, 22@24c.

Poultry (live)—Broilers, per lb., 14@18c; cox, 11c; fowls, 14@15c; ducks, 13@16c.

Beans—Medium, new, \$3.30; pea, \$3.15; Red Kidney, \$3.60@3.75; White Kidney, \$3.90@4; Marrow, \$3.75@4.

Potatoes—New, \$1.15@1.35 per bbl. Rea & Witzig.

If you would get a line on your popularity as a public speaker, go hire a hall and charge 50 cents admission.

Published by Request.

New York Tribune correspondent, O'Donnell Bennett, after ten months in Germany, expresses conviction that Germany's present contest of arms is only preliminary to her entry into colossal economic and scientific works to extend from Baltic to Bosphorus. He claims that Germany has never abused victory and that her methods in German Poland show this strikingly when contrasted with English methods in Ireland. He is profoundly convinced that Germany has mission as reorganizer, cleanser and discipliner of continental Europe.

Cost of Entertaining National Retailers.

It cost the San Francisco Retail Grocers' Association nearly \$5,000 to entertain the National convention in May. The following schedule was reported to the Association by its convention committee at a recent meeting:

Grand ball at Auditorium	\$1,136 55
Auto ride for ladies to Park	76 50
Musical comedy, National Theater	900 00
Parade Exposition "Grocers' Day"	606 05
Convention banquet (400 people)	1,035 00
Ladies' trip and luncheon	50 25
General convention expense	703 11

Total \$4,507 46

Scott Vannatta, chief factor in the Marcellus Supply Co., of Marcellus, was in town over Sunday, the guest of friends. Mr. Vannatta has recently invented the Burnoil burner, which can be installed in any stove or water heater, converts kerosene into gas, which gives an intense heat without smoke or odor. It is very simple to operate and is absolutely safe. There is no danger of an explosion as there is with a gasoline stove; in fact, it is more safe than using coal or wood. The burner has been tested in every way and works to perfection and is a great saver in fuel. A burner can be operated for ten hours on a gallon of oil, making the cost of operating about three-fifths of a cent an hour per burner. The new device will be manufactured and distributed by the Marcellus Supply Co.

William C. Wolf, who has been conducting a drug business at 1154 Division avenue, South, in partnership with his father, has bought out the latter's interest and the style has been changed from W. A. Wolf & Son to W. C. Wolf.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

July 21, 1915.

ANCIENT ARRAS DESTROYED.

For months past the old town of Arras, in French Flanders, has witnessed some of the fiercest trench warfare of the present conflict. Before the war, the city had a population of some 25,000 or 30,000, but as it was occupied by the Germans for a time and ever since the battle of the Marne, when they withdrew outside, has been within easy range of the German guns and more or less continuously under bombardment by them, few of the civilian population have remained. Arras once belonged to the Netherlands and was taken from it by some one of the French kings, who changed its name, but although the city and region remained French, the old name was finally restored and has been retained ever since. Arras dates back to pre-Roman times and was famous 1,500 years ago as a woolen manufacturing town, and during the middle ages its tapestries gained such reputation that they were the chief adornment of the walls of lordly mansions and are accounted almost priceless treasures by collectors to-day. The English word arras as used to-day describes a decorative fabric or hanging, and was adopted into the language because English royalty and the nobility greatly admired and generously patronized the industry of the famous town.

Like Soissons and Rheims and other places in the French and Belgian war zones, Arras before the war contained many historic structures which are now no more. Although its cathedral had not the ancient associations nor the architectural grandeur that made that of Rheims one of the world's greatest treasures, it was a famous building, architecturally, and housed some valuable works of art. The hotel de ville was another celebrated structure. Reports of recent days indicate that the German guns have battered these historic buildings to pieces, as they sadly wrecked or destroyed the cathedrals at Rheims and Soissons and the famous Cloth Hall of Ypres. The German account as an explanation or excuse for the shelling which completed the destruction in Arras—that the British had large stores there—is hardly a plausible one.

In the first place the French and not the British occupy the line running from Arras north for some ten miles or so where it makes contact with the British right flank. Furthermore it is preposterous to suppose that either French or British would store ammunition in any quantities or anything else in Arras, a place that has been continuously since early last September within range of the Germans' guns and has been subjected to more or less shelling for 250 days. The French and British, even though Arras' two notable structures had escaped ruin until lately, had no reason to suppose that they were permanently immune. That has not been the experience of any place with historic structures during this war. The battering to destruction of the cathedral and the hotel de ville in Arras within the past week or two looks more like an act of retaliation on account of the French successes in the sector about Arras, than anything else. No other reason for the shelling in the past two weeks has existed that did not exist previous to that time since last September. Ypres met the same fate after the attack of last November failed, Rheims suffered after the retirement in the Champagne following the battle of the Marne and Soissons, and its cathedrals were bombarded and wrecked following a French drive at the so-called elbow of the long battle line in France.

FIGHTING FOR GERMANY.

The keynote in Germany's last rejoinder is the attempted justification of her methods of warfare by virtue of the law of self-preservation. The vicious part of her argument lies in her failure to define the meaning of self-preservation. Man's dual nature consists of two selves, his lower animal and his higher moral one. In the course of human events he is not infrequently placed before the alternative of sacrificing a substantial part of the one self to the other. If he exercises his prerogative of choice by preferring a maximum of his animal self to that of his moral one, the result is invariably self-degradation and a short-lived prosperity, ending sooner or later in utter annihilation. If he sacrifices material gain to moral principle, he may temporarily suffer physically, but in the long run his higher self will overcome all earthly handicaps, and immortal victory both temporal and spiritual, will crown his career.

In the light of current history, Germany has wasted her glorious ideal heritage, treasured up for over a century in the writings of so profound a critic of pure reason as Kant, so great a truth-seeker as Lessing, so grand a cosmopolitan as Goethe. The mantle of her famous philosophers, moralists, and cultural geniuses has fallen upon her rivals, France and England. "Junker"-ridden Germany, with her "Herrenmoral," has become decadent, politically, ethically and intellectually, while France and England are now using their best efforts to save and preserve Germany's better self against her own blind mania of self-destruction.

France and England are heroically

endeavoring to put into practice the enlightened teachings of the best German thinkers during the period of German classicism, teachings which have been thoroughly absorbed and assimilated by their Anglo-French disciples ever since they were first promulgated from German professorial chairs and literary sanctums.

SUBMARINE WARFARE.

When the war was begun the German registry of deep-water carrying capacity under that flag was of about 4,600,000 tons. During nearly twelve months not a ton of that shipping has earned a dollar. That situation is due to the combined activities and latent power of the British navy. To overcome the results of that power the German government is in the daily practice of destroying by submarines neutral as well as enemy ships under circumstances, absolutely forbidden by international law and by the Hague Convention of 1907. If this practice continue long enough—say, for the war's duration—there will be no neutral and no enemy ships afloat; that is a necessary sequence.

Then will come Germany's turn. Having abolished by reason of "military necessity" the sea commerce of the whole world, Germany will substitute its own for the whole of it, and in every respect according to the decrees of its government. It is fully time that the question be most seriously asked, with the view to a practical and immediate answer, whether the United States and the other neutral nations will or will not tolerate the continuance of this practice to its inevitably logical conclusion.

According to all the rules of warfare hitherto observed on the ocean, Germany is the most defeated nation that has ever existed—in fact, it is nonexistent. Its under-water success is due to acts of piracy which, if not done under the authority of a government besotted with militarism, would call for the prompt execution of the perpetrators thereof by the United States as one of the custodians of the moralities established by international law and by special conventions.

What is the matter with us as a people? Have we drunk so much icewater during five generations that the red is washed out of our blood?

SHATTERED DREAMS.

German writers and statesmen for years have boasted that the establishments of their empire in Samoa and other islands of the South Seas were bases for the ultimate conquest of Australia and New Zealand. These bases were promptly taken by the Australian navy at the beginning of the war, so that the fear of Teutonic conquest in the antipodes is dissipated for some time to come.

Germany spent ten million dollars annually in her South African colony, solely with a view to making it a military camp that should serve as a base for the conquest of the whole South African dominion. The capture of this colony by the Boers in behalf of England put an end to the Kaiser's well-known and much-vaunted ambition to supplant England in the colonization of Africa.

WHAT IS THE USE?

What is the use of President Wilson undertaking to obtain an agreement with the Kaiser on the Lusitania or any other question? What value is there to an agreement entered into by an irresponsible madman who is permitted to tyrannize over 80,000,000 worthy people; who has brought death and desolation to the homes of a million of his subjects and has murdered more people, destroyed more property and devastated more territory than any other tyrant who ever lived? The word of the Kaiser is not worth 5 cents in the court of any civilized nation in the world. He has never kept any agreement he entered into and has forfeited his right to govern by reason of his duplicity and treachery. His father and his grandfather were equally unreliable. Bismarck boasted that he precipitated the Franco-Prussian war by distorting a telegram from Emperor William to the ruler of France. Prussian diplomacy, according to the late John Hay, has always been insincere and infamous.

The time will soon come when the German race will come into the heritage they deserve as a truth-loving people; but they cannot do this until their present monarch is dethroned and the war madness which now possesses them has passed into history. When this occurs—and may God hasten the day—they will cease to be subjects and become citizens in all the word implies. They will become freemen, governing themselves intelligently, instead of being serfs of a monarch who treats them with as little consideration as a savage chief treats a dumb beast.

SUGAR TRUST'S NEW CAPTAIN.

There is more than ordinary interest in the grocery trade in the election of Earl D. Bapst as President and chief executive of the American Sugar Refining Co. First of all, a company reputed to produce not less than 40 per cent. of the refined sugar of the country is a factor of more consequence than its own selfish-interest, and, since the days of the late "Harry" Havemeyer, there has been a disposition in grocery circles to attribute some of the success of the competitors to a lack of concentrated initiative in the big concern.

Whether this be true or not, the selection of Mr. Bapst is considered a step toward supplying the deficiencies in the way of a pivotal factor. His record for both organization and competitive judgment, not to mention aggressiveness and progressiveness, is well emphasized in the steady expansion of the big biscuit concern in whose service he negotiated the transition from the career of a lawyer to that of a captain of industry. Common report has it that the elements of the sugar company which united in placing him in the post of its chief executive are well able to sustain him in control of all the lines of its activity, and there is a feeling in the trade that the Bapst regime is likely to be heard from in ways quite unknown in the past annals of the sugar business.

SET A GOOD EXAMPLE.

Merchants Should Buy Goods at Local Stores.

Ludington, July 12.—Co-operation among merchants is the foundation upon which a successful business community is built. Without this co-operation no town or country can ever expect to advance in the march of commercial progress, any more than a team of horses can haul a load if one is pulling one way and the other pulling in the opposite direction. Every one of us fully realize this as it has been brought out at all of our meetings and is discussed whenever two or three business men get together. This, then, is the important work for us to do, to form a closed bond among ourselves. I believe that you expect me to present some facts that need correction and I want to say in starting that the facts I shall bring out are not particular to Ludington alone, but are common in all of the smaller cities of the country, until the business men realize what it is costing them to work apart from each other and decide to work for the common good.

One of the greatest trials of the small city merchant is the mail order trading and yet among our own members there are men who do not trade with our fellow merchants. A dealer in one line will order his supplies for his home through his own wholesalers, practically become a mail order house buyer the same as the man he protests against. If we want others to deal with the home merchant we must do so ourselves, and must confine our wholesale buying to the articles handled over our own counters. We cannot honestly talk trade at home when we are not following it ourselves.

I wonder how many of us really know the rest of the business men in Ludington? There is another great difficulty. We should by all means get into closer communication with each other and in this way learn the needs of our brother in business, and perhaps we can help each other out to a much greater degree. It very often happens that a customer comes into our store and after he has made his purchase enquires about some other line. We are unable to enlighten him because we are not acquainted with the other man and his store as we should be. The merchants do not visit enough. Even when we have our banquets and meetings the talking is left to a few and we always manage to sit close to the man we are well acquainted with rather than the man we should know better than we do. Let us get closer acquainted with each other before we undertake to take on more territory; in other words, let's see that our foundation is firmly built before we start on the superstructure.

One of the great drawbacks in every town is the tendency of some of the patrons of the stores to tell the merchant about the other fellow in business and what he has said about you and your store and goods. We pay too much attention to this and quite often say things that are taken right back to the other dealer and the result is an ill feeling between you when there was really no reason for it. Quite often this is done by some man your competitor has demanded cash from and he is working on you for credit. Watch these trouble makers and make it a point never to say anything about the other dealer. Go to him after the customer is gone and tell him plainly what has been said. You will find in nine cases out of ten that he has not made the statements that are accredited to him and the result of your visit will be a better feeling that will do you both good.

And another matter we should always keep in mind is that the successful merchant as a rule has made

his success honestly. When your customer comments on the nice amount of business your competitor is doing, do not say that he has done it through crooked methods or through the sale of misrepresented articles. Speak well of him and your customer will think more of you. Many business failures are due to the fact that the business man has paid more attention to the other man's business than he has to his own.

The appearance of the store also has a great deal to do with the building of a better home trade. The secret of the mail order catalogue is that the buyer has the pictures and descriptions of the goods in the catalogue before him, and you can do the same thing every time the customer comes into your store if your goods are well displayed and your store has a neat, clean appearance. There is something in the makeup of every man that likes to see things orderly, even though he is far from orderly himself. The fact that he can go into a store and select the goods he wants quickly and finds them free from dust, impresses him more than you can realize and more than he realizes himself, many times.

The development of efficiency in your help is also an important matter. Very often we hire a young man to act as a clerk, who, if trained right would become a valuable asset to us, but instead of training him we allow him to learn in his own way, which is very often an expensive way for us, if we had the figures of lost trade before us to look at. You cannot afford to have any man in your store who is not interested in your store and in your customers. It would be far better for you to have your customers go out without being waited on than have a clerk who will make an impression on them that you will never be able to overcome. Develop efficiency in your clerks and you will find it one of the best investments you have ever made.

I have touched but briefly on the several points of co-operation among the merchants, and perhaps I have said things that some of you will not agree with but I have made these statements feeling that what we need most of all, is a free discussion of the actual facts as they exist. We will never overcome the difficulties that are before us by throwing bouquets at each other, and, while the task you have given me is not all to my liking, I have felt that if I shirked my duty I would not be helping the organization as I should, and I want always to do my part in anything that will uplift business conditions in Ludington and Mason county. The faults I have pointed out are as much mine as anyone else, and perhaps, more, but I am trying to improve my methods of doing business as much as I can and I shall take to myself the things I have pointed out.

In summing up the problem of co-operation among merchants, I would suggest that first of all we become better acquainted with each other, that we turn a deaf ear to the tattler, and that when we make an agreement with our fellow merchants we keep it to the best of our ability.

In our duty to the farmer we have a wide scope. First of all should come honest, courteous treatment when the farmer comes to our place of business. We must remember that there is a great deal of difference between the buying of the farmer and the buying of the city customer. As a rule, the city buyer has seen our window display or has seen the article he wishes at some former visit to the store. He usually comes in with the one purchase in mind, wants to be waited on quickly and get back home because he knows that he can come into the store any time he wants to. With the farmer it is different. He comes into the store only at intervals and often has a number of

things in mind, so he likes to look around before buying. The dealer should know his trade as much as possible and he should by all means avoid selling the customer, especially if he is buying on credit, more than he will be able to pay for when settling time comes.

The merchant also has a duty in advocating and helping every movement that is of interest to the farmer because the things that benefit the farmers of Mason county will help the merchants of the county. Under this head will come good roads, a county fair, a market for their crops and produce, the farmers' institute, grange and all of the numerous affairs that the farmers are interested in. We should meet the farmers socially as well as in a business way and make them feel that we are not always after their dollar. We know ourselves that we would get mighty tired of the man who never cared to talk to us unless he was going to pull some money out of the conversation, yet we very often leave this impression with our farmer customers.

The retail merchant is a distributor. As such he presents to the customer the goods that the farmer raises and that the manufacturer makes. It is the duty of the merchant and of the organization of merchants to overcome the impression that seems to be prevalent among certain people that the retail merchant is unnecessary, that the retail store is an additional cost put on the goods he sells. If we will go back to the first retail store we will find that it was established for just the purpose it fills now, to provide a distributing place for the wares some one else has made or raised but has not had the time or the inclination to sell or trade to the consumer. The farmer knows that his crops would do him no good on the field. He must get them to the man in town and to do this he needs the retailer. If we all lived to ourselves, our wives would now be spinning the cloth and making our clothes, just as they did back in the days when there were no retail stores.

Our duty to the laboring man also brings out this need, that we must disabuse his mind of the idea that he has to pay extra for every little article that comes from the retail store and that if he could buy the article direct he would save money on it. The retail store reduces the cost of distribution because each store handles hundreds of articles and thus divides the marketing cost, where if the manufacturers were each to market their own goods the cost would be higher than the manufacturing cost. It is the duty of the merchant to point this out in every way possible and to show the laboring man the many improvements that are put on the market each year that may help him in his line of work. To do this the merchant must know his line. It is my duty as a hardware dealer to keep in touch with all the new articles put out in my line in order that I may call the attention of the artisan to them when he comes to my store. If it is a new tool I should be able to tell him wherein it will help him in doing his work faster and better and thus enable him to earn more money.

Our greatest duty to the laboring man is to make him loyal to his town and to us and to do this we must first show him that we are loyal to him. We must take an interest in him and his affairs and we must do our part in all things tending toward the establishment of new factories and new industries in our city. We must also do our part toward helping the laboring man to live within his means. This is, I know, a delicate subject to handle, but it is important.

The failure of many merchants is

due to their inability to purchase properly and to make their purchases fit their real needs and we all know that there have been times when salesmen have induced us to buy more than we really needed and after the goods have been received and we have had to keep them in stock for several years before we could get our money out of them, we have not had the kindest feelings toward the salesman. It is the same with the laboring man. We should not try to unload on him more than he is able to pay for. If we do some merchant will have to suffer for unpaid bills and it is really the fault of the merchant as much as the laboring man.

In conclusion, let me say that our first duty is in education—education for ourselves as well as for those with whom we are doing business. We must learn co-operation ourselves before we can begin to tell others what they should and should not do. We must stand together for a better Mason county and we must be loyal to each other and to the people of the county if we expect others to be loyal to us. We cannot do this by fault-finding but by education, by showing each other better ways than we are now using. We must make out stores and places of business the hub around which the producing community, both in farming and manufacture, revolve and we must become a part of this producing activity and help to make it the most successful in Michigan in every way we can. The success we attain will depend on the success as a whole, and therefore, it is our duty to ourselves to see that we leave no stone unturned to make Mason county a better business community, whether this business is in the store, on the farm or at the bench in the factory. Business is the method of securing the needs of life and therefore every man in Mason county is a business man and should become a part of the organization that is striving to help the other business men of the county.

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your money to take it out of the cash drawer or register, drop it into its proper compartments, turning in the inside flaps, and the outside flap over all.

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This purse is made so that coin or bills cannot become mixed or drop out—strong, durable, bound with four rows stitching.

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Points to Be Considered in Buying Assortments.

Written for the Tradesman.

The small dry goods store, whether it is located in the country, or in some little village, or out in a residence section of a city, is continually up against it in the matter of having urgent call for items in some lines of goods on which, in the very nature of things, the sale must be very limited. How to meet these demands, or as many of them as possible, and at the same time not overstock—this is a problem needing constant thought and study. The woman who goes to the little shop for two or three yards of trimming or a bonnet for her baby, is likely to be more insistent on getting what she comes for and more disappointed and "put out" if she does not find it, than a customer in a big city store, for with the latter other places of supply are readily accessible. And the customer of the little shop also likes a good variety from which to select, and just the proper size of any ready-made article.

The solution offered by wholesalers and jobbers to this great problem of their small-dealer customers is—Buy in assortments. And to meet the need of having a little without getting too much, assortments are offered in umbrellas, parasols, fans, underwear (knit and muslin), belts, embroideries, laces, trimming braids, and in fact the widest range of articles. The "assorting" consists in giving a variety in kind or pattern or color or size, as the case may be.

Very often this method of putting up goods is employed with an honest intention of helping the retailer in his troubles. And to the inexperienced buyer a pleasing assortment, particularly if it figures out so as to show a good profit, and if arranged in an attractive display case that goes with the goods, is likely to look very tempting. Experience shows, however, that buying assortments does not always prove an unmixed joy.

When considering the purchase of an assortment, scan each item closely to see whether every one is a good seller. If you find anything that is off in color or style, or is of a size that will not move, then take care. For it is the failing of assortments that, while two-thirds or three-quarters of the items may sell very readily, the profit that was hoped for is tied up in the remaining third or quarter, and these items prove to be stickers—sometimes very hard to get rid of even at a greatly reduced price. And it always must be remembered that when the good sellers are gone,

buying a second assortment of the same kind doubles up on the dead stock already on hand.

Also the cost of each item in an assortment is to be considered carefully. One or two exceptional values may not compensate for high prices on the other items. If, as is quite usual, a flat price is made on the whole, then in selling it is best to mark some higher and some lower, else the good bargains will all be culled out first.

As to the practicability of assortments, much depends on the kind of goods. Some seem to be adapted to the assortment idea, while others do not. Much also depends on the wholesalers or manufacturers having an intimate knowledge of the retailer's needs, and in their proportioning the different items as they are most likely to sell.

To the practice of assorting a box of a dozen handkerchiefs into three or four patterns, all equally pleasing and desirable, there is no possible objection, but strong points of advantage instead. And with such articles as women's sunbonnets, aprons, etc., the only way to secure the necessary variety of color and pattern in a small number, may be to buy an assortment. I have known infants' shirts put up in three or four sizes in a box of a dozen to sell out pretty evenly. But with underwear as a rule, even in a small stock, buying in solid sizes is far more satisfactory than in assorted dozens.

Besides those above mentioned, another point to be considered in regard to some assortments is the amount you will get of each item and of the whole. Not long ago, in a small shop, I saw a traveling salesman for a dry goods house showing samples of an embroidery assortment, which he said he was selling very freely to his trade. The price was so extremely low that at first glance the proposition looked as if there was "money sticking out all over it." The salesman said, and I think truthfully, that he could not give anything like as good values in his open stock goods.

The proprietor of this particular little shop is a woman, with the caution and also the grasp of detail that belong to her sex. All the numbers of this assortment were very narrow and were on cambric—a class of goods for which she does not now have nearly so much call as she did some years ago. The demand of her customers is now largely for wider embroideries and on the thinner kinds of cloth. As this assortment ran forty yards to the piece, she saw that so

large a number of pieces would overstock her on goods on which she could expect only small sale. The variety offered was apparent rather than real, being simply patterns all belonging practically to the same class. In this case what was shown could not but fail to serve the proper purpose of an assortment, and the woman in the little shop wisely determined to turn down the offer.

This was a case where she would have to take too much. The same salesman was offering a little assortment of val laces, in which the number of yards—only a dozen of a kind—really too small. One in every—really was too small. One customer might want more than that. Besides, buying any yard goods in very short

pieces tends to too many remnants. Fabrix.

By Rule of Thumb.

Johnny was sent to the cellar to draw a pitcher of cider. When he got back the guest commended him.

"You must have good judgment to have filled the pitcher so accurately in the dark without running it over."

"Aw, that ain't hard," replied Johnny. "Yer see, when the cider got up to the first joint of my thumb I stopped."

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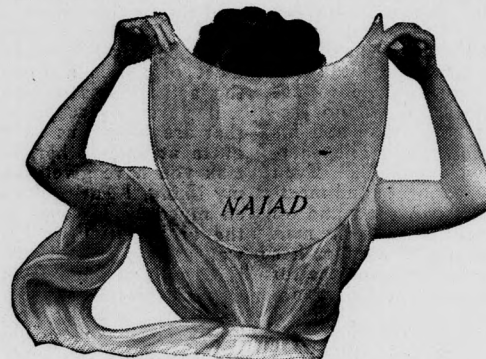
are taking their annual vacations but will soon be back on the job and call on you with a complete line of samples of Fall and Winter Underwear, Hosiery, Blankets, Flannels, Dress Goods, Etc.

In the meantime send in your mail orders for present requirements and same will have our usual prompt and careful attention.

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NAIAD Dress Shields

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BREAD ON THE WATERS.

Reward of Merit Which Came to Randy Flagg.

Written for the Tradesman.

Randy Flagg was ever an impetuous lad.

At school he was continually in hot water over some of his impulsive antics. Withal he was a genuine good sort, well liked by all his schoolmates.

He quitted school early to take up the burdens of life. His father, dying after a long illness, left his son only a legacy of debts, which the young man resolved to cancel at the earliest possible moment.

As a timber-looker he made good in the lumber woods and with the small bunch of money thus obtained he struck a hustling Northern town and went into business for himself. At this he did fairly well; was, in fact, on a rising tide of prosperity when both fire and panic struck the town.

Every merchant knows what it is to buy goods on a falling market. Besides this, the fire found Randy but lightly insured. The most of his earnings went up in smoke. He opened immediately in another part of the town, but by this time the whole country was in the toils of one of the worst panics in its history. The young man was well along in the thirties now, had thought of taking a wife—there was a sweet young school ma'am quite willing to become his helpmeet, but the hard times, combined with hard luck quite floored Randy's ambition in that direction.

"I'll wait another year," said Randy, and Miss Denton agreed that this would be best, she teaching another term at least before taking a school with but one scholar.

In the midst of his deepest trouble came the incident that was to have a grave influence on his life.

Randy was in Detroit buying goods, "running his face" for the most of them at that. Billy Evans, his very good friend and chum, was along, and they enjoyed the outing together. Billy was in the employ of a Chicago lumber firm and doing well. It was a slippery, damp morning that the two young men found themselves in a crush at a street corner.

It was circus day, the town filled with countrymen. One old lady in particular got caught in the jam, nearly fainting from fright and rough usage. Randy went to the rescue, guiding her to the steps of a waiting car.

He assisted the woman aboard, asking her destination. She was seeking the Brush street depot, intent on taking the train for home, somewhere up country.

"I am so exhausted," panted the old woman as she sank into a seat. Randy saw that she was not in fit condition to travel alone and decided to see her safely aboard the railway train. A touch on the arm reminded him that his friend had followed him.

"You haven't the time, Randy," said Billy Evans. "The old party will be all right now."

"No," decided Randy. "I must see her safe aboard the Grand Trunk train."

"Randy Flagg, you're a fool!"

With that Billy disgustedly quitted the car, leaving his friend to pursue his Quixotic course alone. At the railway depot Randy looked after the old lady's comfort—he hadn't forgotten the mother who had died in his early manhood. He bought a ticket, conducting the woman to a seat in the parlor car, paying the difference out of his own pocket, which he could ill afford. He had noticed the meager purse of the country woman and judged her in poor circumstances.

"Oh, sir, you must tell me your name," she urged when the conductor's "All aboard" had sounded. He did so, never once thinking to ask hers in return. Fact was he feared he had already missed his own train by being kind to a stranger. This proved true and Billy again called him a fool.

"I am satisfied, Billy," retorted Randy. "so I think you ought to be."

"Think of losing our train—"

"Never mind that, old man. We'll have an extra few hours to view the town."

Five years later Randy Flagg was in financial straits once more.

He had married the school ma'am meantime and had set up housekeeping. Misfortune seemed to steadily pursue him. He had foolishly signed notes with his friend, Billy Evans, the latter almost begging the favor, since Randy knew that his old chum was dissipating and not making good the earlier promise of his life. It was not in genial Randy to deny a friend. Now he was to suffer for his goodness of heart.

Billy Evans disappointed him entirely, going rapidly to the dogs, leaving his friend to liquidate. The notes fell due; another fire depleted his capital and Randy Flagg was once again rapidly losing his grip on the lee shore of adversity.

Then came a stranger to see the distressed merchant.

"You are Randall Flagg?" said the caller, a gray-haired man of 50.

"That is my name, sir."

"Would a small loan be of any use to you just now—say \$5,000?"

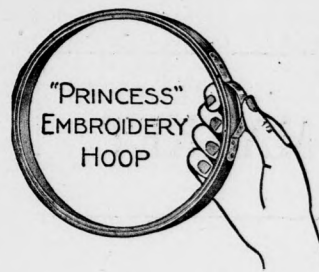
"It would save me from utter ruin, but—"

"All right, Mr. Flagg. I have looked you up; I know you are the man I seek. Five years ago you did a kindness to an old lady in Detroit. You call that to mind, of course."

"Yes. It was nothing—"

"Grandma Lee died last year. She intrusted me, her nephew, with the task of finding Randall Flagg, placing in his hands a little matter of \$5,000; just as a loan; you can repay it at your leisure or not at all. Good day," and the visitor was gone, leaving a check for the designated amount in the hand of the astonished Randy. Old Timer.

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If so, then keep in mind that we are offering a well assorted stock of items used by Art needle workers, consisting of Embroidery Hoops, Needles, Silk Floss, Cotton Floss, Fiber Forms, Initial Outfits, Stamped Linens, Package Outfits, Novelty Braids, Coronation Cord, Rick Rack, Brass Rings, Bone Rings, Stilletos, Tatting Shuttles, Crochet Needles, Crochet Cottons, etc.

Our salesmen are showing samples.

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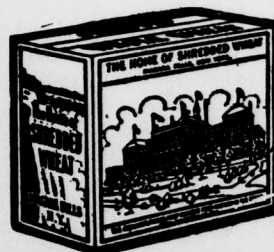
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The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Shredded Wheat Co.

Niagara Falls, N. Y.

THE MEAT MARKET

Figuring Cost in the Retail Market.

The most essential factor in the success of any business—no matter what line it may be—is knowledge of every detail of that business. This, no doubt, appears to be an emphatic declaration of something that everyone is fully aware of; but it really is nothing more or less than an attempt to impress upon the mind of the reader something that is so self-evident that many times it is entirely passed over and disregarded. Especially is this true in the retail meat trade, for the experience of the writer in that field has convinced him that there exists a class of butchers who have never allowed any such idea to enter their heads.

Accurate knowledge of a business depends fundamentally upon the knowledge of the costs of the commodities handled and of the profits made; without possessing detailed information of these two things; it becomes impossible for any business man to know whether he is going ahead or going back, to know whether he is on the road to success or failure. A merchant of this class must achieve either one or the other, and it is rarely the former, before he awakes to the facts of the case.

Knowledge of costs and profits is especially important in the retail meat market. The butcher is confronted here with a more difficult problem than any other dealer in food products, but this difficulty should only serve to emphasize the importance of an adequate solution for it. He is not like the grocer who pays a certain amount for an article, and who simply has to add to the cost price the percentage he must receive to cover his overhead expense and the percentage of profit he desires to make. This is a simple operation, but if a butcher were to do business on this basis it would not be long before he would be bankrupt, for the meat dealer in buying a side of beef really buys several grades of a commodity, for all of which he pays a flat price, but which, due to fluctuating demand that is always present, must be sold to the consumer at widely varying prices, in order not only to sell clean, but to protect himself on the score of original cost, expense and net profit. So as the problem of ascertaining costs in the retail market is more involved so much the more important it is, for the complicated nature of it presents a larger number of pitfalls by which he may lose money, and big money at that.

With this the condition of affairs,

there are no haphazard methods that will effect a solution. It is simply a question of good, hard figuring, test after test of every price that is charged, and a constant watchfulness of the fluctuations of the market. Too much time and attention cannot be devoted to this part of your business, for the importance of it in the successful conduct of your market fully warrants whatever you may do in that direction.

This necessity for closely figuring costs and profits in your market is a comparatively new thing. It is a direct growth of the shortening of margins in the trade, which has taken place since the advance of all wholesale costs. Given a wide margin between original cost and ultimate selling price, and the ordinary butcher could afford to guess at his prices, for a cent one way or the other did not make very much difference. But given a wholesale cost that is constantly advancing and a retail price that does not advance in due proportion, and conditions change, making it imperative that methods change as well.

The great success of the modern packing house rests directly upon this basis. Here study of costs sprang from an advancing cost of live stock and led directly to the development of the by-products of the business. The packer was compelled to depend for his profits upon the latter, and as they continued to grow less and less an accurate knowledge of them became essential. As a result the modern packing house maintains the most elaborate and comprehensive cost system in existence, and every price they quote is subjected, through this system, to the closest scrutiny. Without it there would be no money in slaughtering and packing live stock to-day.

The retail butchers' problem has been much the same as the packers' but it has not been met with the same efficiency. Retailers have not profited from the example set them by the packers—they have endeavored to continue their markets with the old rule of thumb methods. Consequently there has developed the widespread complaint that there is no money in the business any more, a complaint that usually rests upon the basis of an inability to realize their real importance.

In this series of articles it is proposed to attempt to provide the ordinary shop butcher with the simplest method possible of determining his costs. To do this with any degree of exactitude it is necessary to establish a percentage of expense that will

serve our purpose. Every butcher, of course, must do this for himself, as different localities will make the percentages of expense differ widely, and varying methods of conducting a business will have the same effect.

Let us take a shop that will do a business of approximately \$20,000 annually. The expense of conducting such a market will be made up of the following items: Rent, repairs, interest on capital invested at 6 per cent., postage, printing and advertising, salaries, including that of the proprietor; delivery expense, ice or artificial refrigeration, depending on which is used; telephone, care of tools, paper, twine and skewers; depreciation of equipment and smaller expenses that may be lumped under the head of incidentals. In the average market of this type expense figured on this basis will amount to 20 per cent. of the gross sales, or approximately \$4,000 per year. In other words, \$4,000 must be cleared over and above the original cost of the meat sold before a cent of net profit goes into the butcher's till.

Every one of the items of expense enumerated above is a legitimate one.

How to prevent Bologna Sausage, Frankfurts, etc., from moulding, shrinking or spoiling in any kind of weather, without ice or other expense. Something every grocer or butcher should know.

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that the dairy fed pig was especially sorted out from the drove to bear this brand—particular attention was paid to it in all the departments through which it passed—the killing, cutting, curing, smoking, packing and shipping departments until delivered to the transportation company for shipment to our customers.

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**Makes Best Bread
and Pastry**

Many butchers neglect to pay themselves a salary, considering the profit which they get from their business as such. This is not correct, "the laborer is worthy of his hire." The butcher who stands behind his blocks and upon whom falls the burden of management is entitled to a return for the investment of his labor, just as well as for the investment of his capital. Wages and profits are two different things entirely and should not be confused. The man who is content to count his profits as a salary should not be running an independent business; he would be better off behind the block in the market of another man, letting the latter have the responsibility of the pay roll.

Expense should always be computed on the gross sales. So should profits. That is the only proper way. A fair and reasonable profit for the ordinary butcher is 10 per cent. upon his gross. This we will assume throughout these articles. Hence in the test sheets to be given original cost will invariably be figured as 70 per cent. of the selling price. The reason for using gross sales in the figuring of both expense and profits lies in the fact that both of these must necessarily be figured on exactly the same basis. Retail merchants as a class often make the mistake of figuring profit on cost, and expense on selling price. For instance, a merchant will buy an article for \$1. His expense is 20 per cent., his profit 10 per cent. He therefore adds 30 cents to the article and sells it for \$1.30. But his expense is figured on his selling price, so 20 per cent. of the selling price in this case is 26 cents. The difference between that and the gross profit made is 4 cents. Thus, instead of making 10 cents as he thought he was, he really is making only four cents net, or 4 per cent. upon the cost instead of the 10 per cent. he figured upon. At the end of the year this merchant would be due for a rude awakening.

It is absolutely necessary that the inter-relation of expense and net profit be clearly shown before a method for figuring costs on meat can be outlined. The retail butcher must get these facts firmly impressed upon his mind before he can go ahead and secure accurate information on these subjects. Although they are simplicity itself, they are often disregarded by retail butchers, with dire results.—J. L. Brander in Butchers' Advocate.

Banking Accommodations Depend Largely on the Merchant.

Henry Johnson was a small grocer whose specialty was fresh eggs and good butter.

His trade increased under the stimulus of right methods and new clerks were employed. Finally his business reached a point where much larger quarters and better facilities were necessary.

He kept his own books, consisting of a daybook and a ledger, and didn't see a need for anything better.

The time came, however, when more credit was needed to meet the demands of his increased business.

He went to the bank to seek an accommodation.

His banker asked him for a statement of his affairs. Of course he was unable to give a satisfactory statement and the loan was deferred.

This was a rather rude awakening to the necessities of his business. He took the banker's advice and called in an auditor. The auditor told him that it would be necessary to adapt his system of accounts to meet the changed conditions of his business.

His single-entry books had been all right to start with, but they were now too incomplete. The completing entries must be made at frequent and regular intervals.

Additional accounts had to be opened and the books kept in such a way that he could know at all times just where he stood.

In short, he needed to know as much about his big business now as he was able to know about his business when it was little.

The auditor's advice was followed. The system recommended was installed, and a competent book-keeper was put in charge.

Mr. Johnson soon realized that he could now do what he had long desired to do—branch out. It was no longer a necessity for him to be constantly on the job to know what was being done.

To-day Mr. Johnson has a string of stores and is known as the "grocery king" of his city.

He has long since ceased to be the sort of man the bank says No to. He knows the detail facts about his business so well that his bank has all kinds of confidence in him.

"There are lots of business men who don't really know much about their business—bright, industrious business men," said a banker.

"There's a popular notion that a man may be expected to know his own business. As a banker, I've grown skeptical about it.

"A man may be at his desk every day and not really know what's happening in his store.

"The thing that shows whether a business man's request for credit is right or not is the statement he shows you.

"Most banks now use special forms and reports that enable us to know the direction in which most of our prospective customers are going."

Every merchant keeps some kind of records. But most of them keep accounts which don't account.

Some merchants neglect to keep complete records because it costs money, but they pay for the records anyway, whether they keep them or not. In fact, they pay most for the records they don't keep.

Doing without a thing which is needed does not save its cost. It always costs more to do without a thing which is really needed than the thing itself would cost.

W. D. Simmons, head of the great Simmons Hardware Company, tells the story of a retailer who went broke because he failed to realize the importance of being able at any time to

show his creditors just how his business stood.

He didn't keep proper records of the details of his business. When he got into a close pinch and needed credit or additional capital he could not show his banker nor the supply house any good reason why they should have confidence in him.

Things had gone so far before he really knew the conditions he was facing that he couldn't possibly save himself. He was broke before he knew it.

"In talking with him afterwards," said Mr. Simmons, "I found that he had thought if he kept track of his invoices until they were paid, so as to know how much he owed and to whom, and kept a record of the amount of money different people owed him, that was really all that was necessary.

"Any records other than those, he thought were 'foolishness,' and just made extra work."

Every merchant has an accounting system that he considers sufficient for his business. Most of them even think it is the best system that could be designed for their business.

That is why so many retail stores are for sale—why only a bare 5 per cent. of all retailers really make a success of their business.

That is why so many of them, like the hardware man Mr. Simmons tells about, are unable to get credit in a pinch.

As a test, could you prepare a statement of your business on short notice that you, as a banker, would be willing to loan depositors' money on?

Could you produce a statement of your business in twenty-four hours that would convince a cold-blooded, hard-headed creditor that you really knew your business?

If you can't, you may come down to the store some morning and find the sheriff ready to sell you out to satisfy some fool creditor to whom you can't prove that you are making money.

Storms break very quickly sometimes. Be ready for yours when it comes. A. M. Burroughs.

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Gratitude for one favor is often a covert bid for another.

PURITAN INSTITUTE

SHELDON AND OAKES
GRAND RAPIDS, MICHIGAN.

ECZEMA

AND ALL
SKIN AND SCALP DISEASES
SUCCESSFULLY TREATED

**Puritan Plaster Method for External
CANCER REMOVAL**

Interested persons are invited to investigate our methods of treatment. Prompt and permanent relief must be accomplished before settlement is made.

A. T. HOXIE, M. D., Supervising Physician
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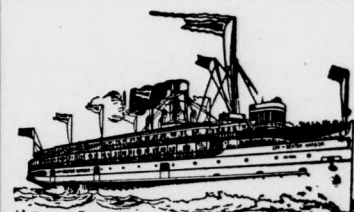
Send for Cancer and Eczema Booklet

Do you enjoy an exclusive profitable Flour trade? You can control your Flour market and profit. Drop us a line and we will write you at once in regard to our exclusive sale proposition for

Purity Patent Flour

We buy practically all our grain direct from farmers, therefore saving elevator charges and poor mixtures. Our head miller is an expert and takes pride in the fact that bread made from "Purity Patent" has flavor and retains its moisture.

GRAND RAPIDS GRAIN & MILLING CO.,
Grand Rapids, Michigan



CHICAGO BOATS

Graham & Morton
Line

Every Night

Are Your Net Profits Satisfactory?

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

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

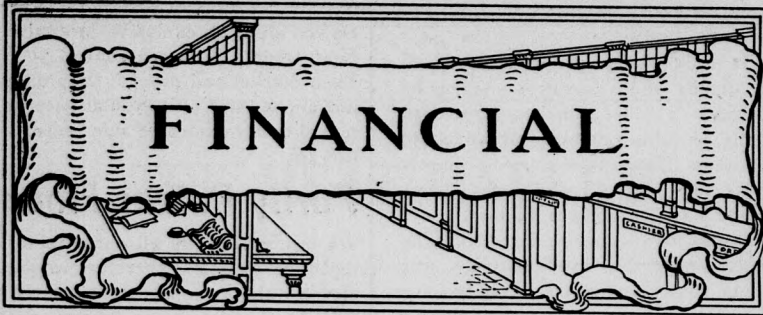
If you will buy the "many lines in one bill" offered by our monthly catalogue of General Merchandise, you easily can apply the remedy.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago

St. Louis Minneapolis
Dallas



Officers and employees of the Grand Rapids National City Bank and the Old National Bank are busy nowadays showing visitors through their new banking establishments. Both banking institutions are handsome beyond the powers of description and the conveniences introduced for both employees and customers speak well for the progressive ideas of the men who have made such things possible.

The committee representing the Gogebic county creditors of the Fritz Karste estate (Bank of Ironwood) Tuesday agreed to accept the offer of the German Bank of Sheboygan to pay \$93,000 in full settlement of the claims of the estate against the German Bank, Northern Furniture Company and Wisconsin Land & Timber Co.

The Peninsula Bank of Ishpeming has transferred \$25,000 from its undivided profits account to surplus, which increases the surplus fund to \$75,000. The capital stock of the Bank is \$50,000. It still has \$18,000 in undivided profits.

Directors of the First National Bank of Albion are held responsible for about \$25,000 worth of assets of that institution in a decision handed down by Circuit Judge Walter H. North in the suit of D. A. Garfield, receiver, against the directors, the list including Dr. W. O'Donnoghue, now dead; H. M. Dearing, now serving time in Fort Leavenworth; A. J. Howe, M. D. Weeks, an attorney, and J. C. Eslow. The First National Bank, of which Mr. Garfield was the receiver, was the predecessor of the National Bank of Albion which went to the wall a few years ago. The First National Bank surrendered its charter and went out of business in 1905, and it was the claim of the receiver that as directors the defendants neglected to look after the assets of the Bank. While it is admitted that many of the claims for which they are now held liable have been outlawed, the directors must pay, under the law that bank directors are liable, collectively and individually, for any amounts lost by the bank not only through dishonesty but also through their carelessness.

Owing to the increased volume of business and rapid growth of the Gladstone State Savings Bank, and its present lack of sufficient working room, the building recently vacated by the Cloverland Milling & Supply Company is being decorated and re-

modeled and will be occupied by the Bank the forepart of August. This change will give the Bank larger and more elaborate quarters.

The stockholders of the Peoples State Bank of Detroit met last Wednesday and authorized an increase of capital stock from \$2,000,000 to \$2,500,000 and of the surplus from \$2,000,000 to \$2,500,000, as recommended by the board of directors June 24. The additional 5,000 shares of a par value of \$100 will be offered to the stockholders at \$150, each stockholder being entitled to subscribe for one-fourth of the number of shares he now owns. Subscriptions must be made before September 1, 1915, and paid for on or before October 1, 1915. Stock which remains unsubscribed will be sold on the market at such amount per share in excess of \$150 as the directors shall determine. The surplus is increased \$500,000 by crediting to this account \$250,000 from the proceeds of the sale of new stock and \$250,000 from undivided profits of the Bank, thus giving the institution a capital of \$2,500,000, a surplus of \$2,500,000 and undivided profits of about \$1,000,000.

The State Bank of Carsonville was the first bank in the Thumb to receive a charter from the State as an incorporated bank. The directors of the State Bank have taken the necessary proceedings to have it converted into a National Bank. The Federal law now makes provisions for State banks to become National banks provided the affairs of such banks are in first class shape and the banks are conducted in conformity with the law.

While the President is trying to cipher out the relations of the United States to Germany, the country looks on in calmness, habituated as it is to sensational things and refusing to believe that there will be anything more startling than what has already occurred. One cannot envy Mr. Wilson the task he has in hand. First of all he desires to avoid war but also he must maintain the dignity of the United States Government and must in his diplomatic correspondence bear in mind that he is making a record and creating precedents that will be referred to for an indefinite period, not only by the State Department but by writers of history. The difficulty of framing a suitable answer to the German note is in no small degree due to a certain shiftiness on the part of the Kaiser, a partial surrender of claims heretofore

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Agent for the Celebrated
YORK MANGANESE BANK SAFE
Taking an insurance rate of 50c per \$1,000 per year
What is your rate?
Particulars mailed. Safe experts.
Tradesman Building Grand Rapids, Michigan

Ask for our Coupon Certificates of Deposit

Assets over \$4,500,000

GRAND RAPIDS SAVINGS BANK



Service does not consist in the offering of specific information or accommodation—rather in the constant willingness and the perfect ability to meet another's needs—usual and unusual—skillfully. It is this sort of usefulness that is the mark of the service you receive at these banks.

Grand Rapids National City Bank
City Trust and Savings Bank
Grand Rapids, Michigan

Fourth National Bank

Savings Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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

United
States
Depository

Commercial Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

The Old National Bank

GRAND RAPIDS, MICH.

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

made, a reference to the wickedness of his adversaries as the cause of misunderstandings and the proposal of certain utterly impracticable devices for meeting the present situation. That there will be no surrender of any rights heretofore claimed by our Government is believed by all American citizens, but also that there will be no clash between the two countries.

The receipt of the German note and the absorption of its essence into the minds of our people has been the important event of the past week on this side of the Atlantic but of more consequence on the other side is the success of the British war loan, involving as it does not only a further large supply of funds to the Allies but also a great change in the form of the debt of Great Britain. This loan will hold a conspicuous place in the history of financing in the twentieth century. But along with the offering of this loan and the financing by the French government has come considerable selling of American securities by foreigners. Last week much concern was expressed as to the effect of those sales but this week they have cut little figure. It is likely that sales by American holders were a larger element than was supposed, and that no more European holdings were coming out than previously. There were reasons why Americans should let go railroad stocks. Not only is the showing of the roads unsatisfactory but the war stocks are now attracting the speculative capital, not to mention funds of the investing class. A number of those stocks which are now considered in the war list have real attractions from the investment point of view, notably three or four of the automobile issues. Gross earnings of the railroad companies as reported this week are about as heretofore, probably a little better on the average, but there is satisfaction to the companies in the recent gains in net. For example, 174 roads show for May net revenue amounting to \$70,261,003 against \$56,202,405 for May, 1914. The Pennsylvania system shows for the lines east of Pittsburgh and Erie an average of 23,112 cars per day passing eight representative points against 22,247 the corresponding period of 1914. Evidently the increase in industrial activity due to the war is having its effect in a portion of the country in which manufacturing is the distinctive interest.

The labor situation commands attention in view of the large number of men out of employment but also because many people have been anxious as to the labor market of the future on account of the return of Europeans to their homes and for the more distant future because of the vast number of men taken from the supply through the European war. The country is still gaining on a balance between emigration and immigration but at the present rate the increase for a period of twelve months

from the beginning of the war would mean a net immigration of about 333,000, that is one-third of the average for the past decade. From August 1 to the end of May the departures of Europeans, many of whom may be presumed to have left to join the colors, numbered less than arrivals except in the case of the Russians and the Italians. Of the Italians 54,623 arrived and 123,760 departed. Chicago may congratulate itself on the practical settlement of the strike in the building trades, following the cessation of troubles between the street railroads and their employees. The city of New York is facing a strike of 10,000 men in the garment manufacture.

Details of the foreign trade statistics disclose nothing strikingly new. It is a bit surprising to find that in the eleven months ending with May the exports of manufacturers ready for consumption increased only from \$666,873,742 to \$698,257,553. This is a much smaller percentage of gain than has been shown often during peace times. In manufactures for further use in manufacturing and crude materials there was a sharp decrease. Evidently only a small portion of the war munitions manufactured in this country had reached the stage of shipment before the end of May.

The iron and steel production has reached a point approximating capacity of the works, at least so far as concerns the larger companies. At South Chicago the activities are on a larger scale than at any time for a year and a half, and at Gary nearly the entire capacity is used or coming into use as soon as material can be obtained. The largest tin plate plant in the world, situated in that town, has all its works in operation. Substantially the same is true of other plants of the United States Steel Corporation at various points in the country, and the construction of the works near Duluth will be rushed as rapidly as possible. Unfilled orders on the books of the company June 30 footed up 4,678,196 tons, an increase of 413,598 tons during that month, and evidence indicates that the gain will be still greater in July.—Econmist.

A one sided quarrel is soon ended.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources Over
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.

\$100

First Mortgage Bonds

Tax Exempt in Michigan

To Net 5½%

Descriptive Circular Forwarded
Upon Request

GRAND RAPIDS TRUST COMPANY

Ottawa and Fountain

Grand Rapids, Michigan

OUR SERVICE

The oldest Trust Company in Michigan desires to serve you through its several departments—TRUST, BOND, REAL ESTATE, REGISTRATION AND TRANSFER OF STOCKS, SAFE DEPOSIT AND STORAGE, and AUDIT.

We welcome every opportunity to be of assistance to you, and the officers and employees always have time and disposition to attend to your wants.

THE MICHIGAN TRUST CO.
of Grand Rapids



Michigan Retail Hardware Association.
 President—Frank E. Strong, Battle Creek.
 Vice-President—Fred F. Ireland, Belding.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

Quality Makes for Permanent Business.

Written for the Tradesman.

The aim of the astute merchant is a double one—to make a fair profit on each sale, and to make each sale lead on to further business. If goods are sold at a loss there is no use staying in business; and if there are no repeat orders you can't stay in business anyway. Permanent business means, not the making of isolated sales, but the pleasing of customers who will come back and who will keep on coming.

The keynote of permanent business is Quality.

It is on quality goods that the hardware dealer makes his best margin of profit. As hardwaremen, like other merchants, are in business to make money, it follows logically that they should do everything possible to increase their sales of quality goods—high priced articles that are worth the price—many hardware dealers fully realize this and, while making a good living and saving a little, they are also building up for their stores the worth while reputation of selling goods that satisfy. Such a reputation is the one sure foundation for permanent business.

"Any fool can give his goods away, but it takes a smart man to sell them," is an old business saying. Too many merchants do not realize their capacity for salesmanship. They are afraid their customers will buy only low priced goods; and, following the line of least resistance, they stock most largely those lines whose attraction is their low price.

As a matter of fact, there are few neighborhoods so poor that they cannot afford to pay fair prices for good service. The inferior article which does not satisfy is never cheap, no matter what the price. Thousands of customers have demonstrated by actual experience that the value of an article is determined, not by its selling price, but by the amount of service it can give; and have proven, also, that the cheapest article is that which gives the most service for the money. Judged by this test, quality goods have invariably proven the cheapest. This, in turn, means, that quality goods are bound to give the best satisfaction; although it may be more difficult to make the sale, it is

far easier to hold the customer afterward.

This holds good, no matter what may be the general condition of business. The fact that a man has relatively little money to spend is all the more reason why he should get in return for it the utmost possible value.

The hardware dealer who has convinced himself that people in buying consider price alone is putting himself at a great disadvantage in the race for business. Mingling largely among the people who buy rather than the people who sell, I have time and again heard the remark made, "After all, it doesn't pay to buy things cheap." And this is the conclusion, not of people who are trying to sell quality goods, but of ordinary, every day customers, men and women, who have tried to "buy cheap," and who have discovered by expensive experience that, after all, in the long run "the best is the cheapest."

But the merchant who carries on his business with the settled conviction that, with the vast majority of purchasers, price is the first and only consideration, is throwing away his opportunities of building a bigger business on a foundation of satisfied customers. He is selling the class of stuff that brings complaints rather than repeat orders. And—more detrimental still—he is pushing this class of stuff, putting his business reputation back of it.

There are two ways to meet cheap competition, and both have been employed successfully. One merchant never handles an inferior article in his store, or stocks a line which he cannot conscientiously recommend. He stands firmly back of every article he sells. "If you aren't satisfied, come in and get your money back" he announces. His store stands for quality out and out; it gives the widest kind of guarantee; and it does a big and profitable business. It gets the very cream of the trade—the patronage of the people who can afford to pay a top price for thorough-going quality.

Another merchant adopts a different line of argument. He stocks both quality goods and lower priced lines. But he urges in every instance the purchase of an article which he knows will satisfy his customer. "The rake you ask for," he says, "will give you fair service, but—I'll guarantee this one to satisfy you thoroughly." In this way, while selling the customer the cheaper line if he insists on it, he is steadily educating the public to the purchase of quality goods, and working for permanent and profitable business in the lines that satisfy.

Neither merchant makes the fatal mistake, frequent with the inexperienced, of recommending the purchase of inferior goods.

Many merchants are afraid of their public. They do not realize the public attitude, or the extent to which people have been educated in the matter of quality, price and value. This was curiously illustrated at a hardware convention some years ago. An exhibit of guns was one of the centers of attraction.

"It's no use whatever trying to sell anything that high priced," declared one dealer, after looking over the exhibit. "People won't put that much money into weapons. Isn't that so, Jones?" and he turned to a hardware dealer from a neighboring town for verification.

The neighboring dealer smiled. "I am sorry, old fellow, and yet I'm immensely pleased, that I can't corroborate," he remarked. "I sold five of those same high priced guns last season, and at one time I had three customers almost fighting over the only gun left in stock. And I'm going to sell a lot more of them this year. Every gun of that kind I put out is an advertisement."

That is an important feature of quality goods; that they advertise the merchant and his store. This is true in regard to sporting goods, stoves, implements, aluminum utensils, electrical goods, and many other lines. Mrs. Smith, who has just bought a new kitchen range, proudly shows it to Mrs. Jones, and brags it to the skies. Mrs. Jones, envious, instantly wants to trade her old range for one of the same kind. On the other hand, the purchaser of shoddy goods has two alternatives. One is to never mention how badly he has been "stung" on his purchase, and the other

is to tell all and sundry what he thinks of the goods, and of the merchant who sold them to him.

William Edward Park.

A judge may not be in favor of hanging even if he does suspend a sentence.

The Ventilation of School Rooms Is a State Law Requirement

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

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

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

Steam and Water Heating with everything in a material line.

Correspondence solicited.

THE WEATHERLY CO.

218 Pearl Street Grand Rapids, Mich.



Practicability and serviceability establish Reynolds shingles as the one best bet in roofing.

You do not need to take a chance when you use them—they are as near perfect as roofing material has ever been developed.

They will not crack, warp or buckle—they cannot rust, dry out nor fade, neither will they ignite from flying sparks, brands or fire works. Insurance companies will give you a 10 per cent lower rate on your insurance when you use Reynolds shingles.

Write for free booklet.

For sale by all Lumber and Building Supply Dealers.

H. M. Reynolds Asphalt Shingle Co.

"Originator of the Asphalt Shingle"

Grand Rapids, Mich.

Public Seating For All Purposes

Manufacturers of

American Steel Sanitary Desks

In use throughout the world

World's Largest Manufacturers of Theatre Seating

American Seating Company

General Offices: 14 E. Jackson St., Chicago; Broadway and Ninth St., Grand Rapids, Mich.

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Foster, Stevens & Co. Wholesale Hardware

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

Advertising Words, Phrases and Combinations.

Written for the Tradesman.

IV

Enthusiasm.

An Epidemic of Enthusiasm
 A Wave of Enthusiasm
 A Contagion of Enthusiasm
 The Enthusiasm of Our Customers Grows Apace
 Some Are Skeptical at First, but All Enthusiastic When They See
 It Amuses Us to Witness the Enthusiasm of Our Customers
 Our Bargains Beget Enthusiasm
 Our Values Beget Enthusiasm
 Our Merchandise Begets Enthusiasm
 You'll Fall for It Too—the General Enthusiasm
 Crowded With Shoppers, But They're Cheerfully Enthusiastic

Facts

Facts Tell
 Facts, Not Fancies
 Facts Are Mighty
 Blessed Are They Who Stick to Facts
 Fact—a Short Word, but Full of Meaning
 Our Claims Are Based on Facts
 Try us and See if We Aren't Telling the Facts
 The Fact Remains When Loud-Sounding Claims Are Forgotten
 The Fact of the Business is, Our Business is Built on Facts
 It's a Fact We've Got Them Coming Our Way: And There's a Reason

Bargain Facts
 Eloquent Facts
 Reliable Facts
 Dependable Facts
 Bona Fide Facts
 Staggering Facts
 Stupendous Facts
 Astonishing Facts
 Colossal Facts
 Epoch-making Facts

Harvest.

A Harvest of Bargains
 Harvest-home Specials
 Harvest-time Pickings
 Harvest Items for Judicious Shoppers
 Harvest Jottings for Careful Shoppers
 Harvest Notes for Careful Buyers
 Harvest Tips for Economical Housewives
 A Veritable Harvest of Bargains
 A Joyful Harvest of Specials
 A Splendid Harvest of Values

Harvest Opportunities
 Harvest-time Price Reductions
 Our Annual Harvest Mark-down
 Our Prices Melt in Harvest
 A Plentiful Harvest of Merchandise
 A Bountiful Harvest of Merchandising Values
 A Gladdening Harvest of Appealing Wares
 The Harvest Ingathering of Plump Values

Hot Weather

Hot Weather Sparks
 Hot Weather Pickings
 Hot Weather Bargain Gems
 Hot Weather Saving
 Hot Weather Chances
 Hot Weather Tips
 Hot Weather Specials
 Hot Weather Bargains
 Not Too Hot to Shop
 Hot Weather Keeps Us Busy
 Hot Weather Doesn't Stop Us
 Hot Weather Hasn't Got Our Goat
 This Hot Weather is Your Chance
 This Hot Weather is Your Opportunity
 This Hot Weather is Your Lucky Time
 Hot Weather Under Price Sale Now on
 Hot Weather Clearance
 Hot Weather Clean-up
 Hot Weather Left-overs Going Fast
 Take a Hot Weather Tip From Us
 Peerless Hot Weather Offerings
 Hot Weather Keep-busy Sale
 Hot Weather Focus of Opportunities
 Hot Weather Echoes
 An Aggregation of Hot Weather Values
 A Demonstration of Hot Weather Saving
 Hot Weather Economy
 Hot Weather Styles
 Hot Weather Modes
 Hot Weather Goods
 Hot Weather Merchandise
 Hot Weather Wares
 Hot Weather Sales-boosters
 Hot Weather Trade-stimulants
 Hot Weather Come-backs
 Where You Get All-the-Year Values at Hot Weather Prices
 Hot Weather Creations
 Hot Weather Ransacking Sale
 Hot Weather Store Doings
 Hot Weather Makes Business Hustle
 Paramount Hot Weather Offerings
 De Luxe Hot Weather Showings
 Frank L. Fenwick.

Lamp Which Will Penetrate Smoke.

That he has perfected a fireman's lamp which will penetrate smoke and aid in the rescue of imperiled persons at fires as well as increase the salvage of valuables is an announcement made by Thomas A. Edison. The new device first took form in the inventor's brain the night of December 9, when his own plant was threatened with destruction. Mr. Edison had a rough draft of the new idea in his mind before he was taken away from the fire the next morning, and tests are said to have proved the value of it. At several fires the new lamp was used with success, and in Silver Lake, N. J., where a man went into the boiler room which was filled with steam, and saw objects "per-

fectly." The apparatus weighs two pounds and is strapped to the fireman's body. To the helmet is attached a tiny incandescent lamp encased in a powerful reflector, which, if broken in any manner, automatically cuts off the electric current and eliminates the possibility of danger by explosion of gas. The battery is an all steel affair and will not spill. A connecting pin on top completes the circuit and starts the light.



SUN-KIST PRUNES

REG. U.S. PAT. OFF.

SUN-KIST Prunes are the kind which makes folks say, "I never knew that prunes were so good"—the kind they come back for—the kind you build business on and the kind you can always recommend. Only the best selection of the best prunes from the best district in California where the best prunes grow are good enough for the SUN-KIST Kind.

NATIONAL GROCER CO.'S Houses

ASK THEM

FOOTE & JENKS' KILLARNEY (BRAND REGISTERED) GINGER ALE

(Contains no Capsicum)

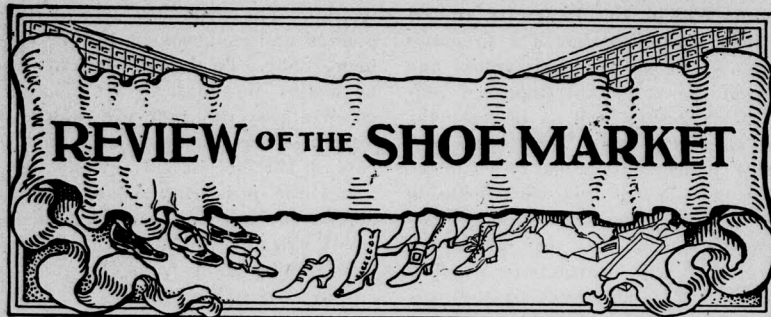
An Agreeable Beverage of the CORRECT Belfast Type. Supplied to Dealers, Hotels, Clubs and Families in Bottles Having Registered Trade-Mark Crowns

KILLARNEY (brand) GINGER ALE**A Partial List of Authorized Bottlers:**

A. L. JOYCE & SON, Grand Rapids and Traverse City, Mich.
 GEO. W. LOMBARD, Jackson, Mich.
 THE CITY BOTTLING WORKS, Toledo, Ohio.

KALAMAZOO BOTTLING CO., Kalamazoo, Mich.
 COCA-COLA BOTTLING CO., Battle Creek, Mich.
 CHICAGO CONSOLIDATED BOTTLING CO., Chicago, Ill.

E. L. HUSTING & CO., Milwaukee, Wis.



The Fine Points of Retail Shoe Salesmanship.

Written for the Tradesman.

It's an old saying to the effect that little things count. And it is as true as it is old. Little things do count—and nowhere more certainly than in the business of selling shoes at retail.

Anybody who can see at all can see the big things. One can't help seeing them so large do they loom; but not everybody is endowed with the gift of seeing the fine points of the game of modern business.

If it is charged that the ideas herein suggested belong to the category of so-called lesser things, let it not be therefore assumed that they are of small consequence.

There's a whole lot of common-sense and a world of philosophy in that trite old saying, "An eye for business."

Fortunate is the retail shoe salesman—and a valuable man to his employer—who has "an eye for business." They who get business, control trade, and function serviceably in substantial and successful commercial institutions, must have "an eye for business."

If you have it—and the assumption is that you have, to a greater or less degree—by all means train it—develop it to the last degree of incisiveness—for thereby shall you both secure the maximum of satisfaction from to-day's tasks and pave the way for a bigger and better job to-morrow.

Now this article is written primarily to be of some little aid and encouragement to retail shoe salesmen. In shoe stores throughout the country there are salesmen of many kinds, and one salesman differs from another salesman in selling ability along with a lot of other things. And selling ability, they tell us, is a matter of endowment (or temperament) and experience (i. e. education in the selling art). But always in the educational process which should be going on in every salesman's career, there is a time and place for considering such suggestions as may be offered; and these that follow are proffered to shoe salespeople for what they are worth.

Valuable Tips to Customers.

It has often been claimed that the retail shoe business is really more than an ordinary commercial institution just because shoes are different from other classes of merchandise that people buy promiscuously. Shoes must be properly fitted in order to ensure the maximum of comfort and service to the purchaser. And shoes, furthermore, are in some respects the most important items in the whole catalogue of dress. Therefore, it is urged, retail shoe salesmanship is a kind of semi-profession. It

requires quite a bit of knowledge and experience, if it be profitably done.

Now I do not consider myself a member of that brotherhood of impractical dreamers of the Utopian. Busy shoe salesmen haven't time—not to broach the matters of capacity and inclination—to become orthopaedic specialists; and they can hardly be expected to have the history and science of the several branches of the world's shoe industry at their tongue's-end. They are too much occupied with other and more urgent matters to go exhaustively into all of these subjects. Life is short. Time is precious. And complete knowledge along the various lines into which this comprehensive subject may be divided, is hardly within the reach of any one person.

But after making generous allowances for these limitations, it still remains a fact that the average shoe salesman does know a whole lot more about shoes than the average layman. And he ought to. If he doesn't, he has no business being a shoe salesman at all.

He knows shoes—how and of what materials they are made; he knows the characteristics of the several more common lasts, and their adaptations to the several different kinds of feet; he knows something about the correction of the more common kinds of foot-troubles, and the mechanical appliances and remedies for their cure; he knows something about the care of both the shoes and the feet.

Now, while this information isn't in any sense esoteric and marvelous, it is none the less valuable. And, remember this, it is information that the average layman does not possess. This being the case, the alert shoe salesman can often score a point by handing out a luminous tip to some customer or other. As a matter of fact, he can hand out a good many of them during the course of the day.

Helpful tips—why, their name is legion! I can't begin to indicate their number and scope and possibilities. Any attempt to do so would result in a paper of unreadable proportions. All I can hope to do is to make a few broad suggestions.

Tips about the care of shoes in order to make them look better and give more satisfaction to the wearer; for example, treeing, polishing and repairing them. Tips about overcoming or correcting or



This Shoe Has a Reputation



No. 8367



Our Trademark
Guarantees Quality

It's The "Original Hard Pan Shoe"

Especially suitable for Fall trade.

Made from the best quality upper stock with half double reinforced sole.

If you are not already carrying this shoe, ask our salesman to see sample, or write us for a sample pair.

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

Men's Elkskin Bikes

A FEW FAST SELLING NUMBERS IN OUR
SPRING AND SUMMER LINE



No. 804

Orders
Solicited

In Stock for
Immediate
Shipment

Every pair is strictly up to the high quality standard set for our goods

No. 804—Men's Black Elk Bike, two sole.....	\$2.00
No. 805—Boys' same, sizes 3-5½.....	1.75
No. 806—L. G. same, sizes 10-12½.....	1.25
No. 835—Men's Black Elk Bike, ½ Double Sole (same as 804 only 2nd quality) excep- tional value.....	1.85
No. 809—Men's Black Elk Bike, same as 804 only Blucher.....	2.00
No. 820—Men's Black Elk Bike, same as 809 only has three inch cuff.....	2.30
No. 856—Men's No. 1 Tan two sole (Elk) Bike.....	2.30
No. 857—Men's No. 2 Tan two sole (Elk) Bike.....	2.10
No. 807—Men's Brown, two Hemlock soles, Bike.....	2.10

HEROLD-BERTSCH SHOE CO.

Mrs. Serviceable Footwear

GRAND RAPIDS, MICH.

alleviating foot-troubles of an incipient or chronic nature. Tips on hot weather foot-comfort, and the kind of shoes for different purposes. And I am not thinking of style-requirements, for generally the people who are most fussy about their footwear are also people who have pretty clear-defined ideas of the requirements of fashion.

These are but a few of the broader lines along which the shoe salesman may go in finding the odds and ends of worth-while information to be used for the purpose indicated.

Take, for example, a single item in the above list—the repair of shoes. Here is how one salesman turns the trick:

Salesman: "I see you have a tendency to round off the heels of your shoes."

Customer: "Yes, I'm guilty. I always seem to be at it."

Salesman: "Well, you're not the only one. I do it myself. Lots of people do. But the unfortunate thing about it is that people seem to regard a rounded heel as of little consequence, except in the matter of appearances. But take it from me, it isn't. Of course it kills the looks of a pair of shoes to let the heels round off like these, but that isn't all. The worst thing about it is that these rounded-off heels throws the whole shoe out of kilter. The shoe soon begins to lose its shape when the heels wear down. Puts the strain in the wrong place, you know; and of course it pulls the shoes out of shape. Now take this pair, for instance (and the clerk held one of the shoes at arm's length); by building up the heel of this shoe, it will wear longer, feel more comfortable, and look better. If people realized how much they are losing by neglecting their shoe heels, they'd never let them wear down, but always keep them built up to their original level. The benefit is out of all proportions to the cost. What'd you say to having these re-built and try out my theory?"

Customer: "Guess you're right. Have 'em fixed up for me and send 'em around."

Result: The salesman got a repair job on the old shoes, in addition to making the sale of a new pair; but what is even more to the point, he succeeded in putting over an item of substantial value to the customer, the observance of which by the customer (and a good many of them do really act upon the good suggestions you hand out) will help to clinch his trade.

Now the points of the shoe game are many, and rules for its conduct may be deduced ad libitum; but the little old saying to the effect that it pays to have "an eye for business," is certainly worth remembering.

Cid McKay.

After Dinner Mints by Noah Artie Choke.

Written for the Tradesman.

A bunch of traveling men were arguing the other night over at Grand Junction, while waiting for the train north, just exactly why it was that a duck "quacked" and a bittern "boomed," when the noise that came from either bird "listened" very similarly.

Charles Corey, who was writing up a grocery order for some sugar and condensed milk, said he didn't care

if they both "boomed," but he would like to know what Lunaria was. He said that Ben Treat, who sells drugs for a Detroit firm, had an order for some Lunaria leaves and he was wondering what it meant. "Oh, that's easy" said Walt Ryder, of Grand Rapids, "I am sure it is some kind of a baseball as Lunar means moon and moon means round ball." "You may be some ball player," said George Grolle of Kalamazoo, "but you don't know anything about Latin. Now Lunaria comes from the Greek word *luna* and means lunatic." "You are all wrong" says F. Faudy, "I sell cigars and some of them have Lunaria leaves in them to take the place of cabbage leaves." "I don't believe they have made the shift from cabbage," says H. Hopkins, who was smoking one of Faudy's best, "but to tell the truth I am of the opinion that Lunaria is a maiden's name—the one Poe used in writing the Raven, you remember—whom the Angels called Lunaria."

Just then Ben Treat himself came along and every one was wondering how he had filled the order. "How did you fill the order for Lunaria leaves, Ben?" they all asked him. "Oh, says Ben, 'we marked the order: 'Entirely out and none to be had in the city.' Just then the train whistled and every one scrambled for a seat in the smoker."

Weekly Poem by Walt Ryder.

Baseball Inherited.

Since Adam stole second,

And Eve stole first;

Man for baseball

Has had a great thirst.

Harry Shuman says things are not exactly right. Some rest, while others toil. Some folks get all the candy hearts and some get the castor oil.

Lafe Hoozuz, who travels for a Saginaw firm now, went to sleep over on the depot platform at Adrian and when he woke up a woodpecker had made a nest in his left wooden leg. Lafe took out some accident insurance from S. Evans, of Kalamazoo, right away.

A. Haeger, who owns a cabbage farm near what used to be Deerfield, has some men cutting wood on shares. Haeger gets the wood and the men get all the sawdust.

Phoebe B. Beebe, who is still in the millinery business over near Jackson, was unable to attend to her store last week. She took the part of Topsy in the Uncle Tom's Cabin show up to the school house Friday night and as they couldn't get any burnt cork, she had to use black paint (Try gasoline, Phoebe.)

Excuse me, the bees are swarming.
Artie Choke.

Puzzled Clarence.

Little Clarence—Pa!

His Father—Well, my son?

Little Clarence—I took a walk through the cemetery to-day and read the inscriptions on the tombstones.

His Father—And what were your thoughts after you had done so?

Little Clarence—Why, pa, I wondered where all the wicked people were buried.

Attention Ladies!

This "ad" is written for you

How observing are you?

How well posted are you?

Do you know who

"The Michigan People" Are?

What Company in this City is the
Largest Handlers of Rubber
Footwear in Michigan

If you will drop us a card addressed to our firm name calling attention to the fact that you know to whom this advertisement refers, we will send YOU FREE a neat little novelty which is of *special interest to all ladies*. You men keep away. Let your wives answer this.

"The Michigan People"

Grand Rapids, Mich.

NOTE—Keep in touch with our tennis lines, they are booming.

Rouge Rex OUTINGS

FOR
Summer Business



Stock No.	Price
431 Tan split top, chrome bottom, bel. tongue	\$1.45
414 Black, and 416 Tan, 2nd quality chrome sole	1.70
447 Tan and 472 Black, bronco outing, half double hemlock soles, bel. tongue	2.00
437 Tan, and 473 Black, Wolverine Elk outing, two indestructible chrome soles, bel. tongue	2.10
415 Black Elk outing, hemlock sole, bel. tongue	2.15
458 Moleskin Elk outing, two chrome soles	2.15
442 Tan Barnyard chrome, 1½ inch cuff, grain top sole, waterproof outsole	2.15
445 Brown Elk outing, 1½ inch cuff, two chrome soles, bel. tongue	2.15
439 Black, and 440 Tan, Wolverine outing, 1½ inch cuff, double chrome sole	2.25
410 Black and 423 Tan, indestructible chrome sole, bel. tongue, rubber heel	2.25
421 Kangaroo outing, single hemlock sole, welt	2.25
461 Chocolate Wolverine Blucher outing, double chrome sole	2.25
462 Chocolate Wolverine outing, straight tip, double chrome sole	2.25
435 Chocolate hemlock outing, welt, single sole	2.40

HIGH TOPS

450 8 inch black bronco outing, 4 inch split cuff	\$2.15
452 8 inch tan bronco outing, 4 inch split cuff	2.15
444 8 inch black elk outing, 4 inch split cuff, two chrome soles	2.35
446 8 inch tan elk, same as above	2.35
493 8 inch elk outing, half double hemlock sole	2.50

Boys' and Youths'

6501 Chocolate and 6503 Black, bronco outing two indestructible soles, 2½—5½	\$1.65
6401 and 6403, same as above, sizes 12½—2	1.50
6597 Black second quality outing, chrome sole 2½—5½	1.50
6497 Black, same as above, sizes 12½—2	1.35

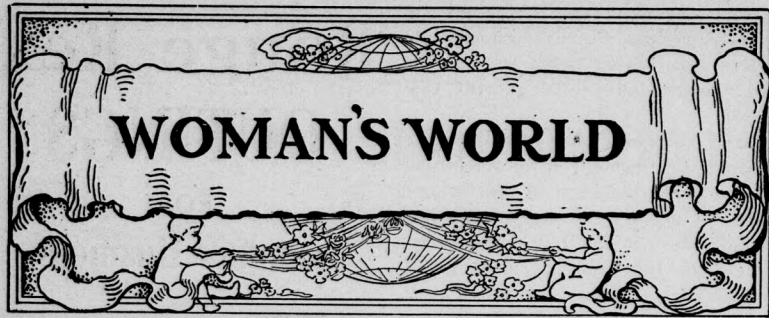
Keep your sizes intact. Lose no sales.

HIRTH-KRAUSE COMPANY

HIDE TO SHOE

Tanners and Shoe Manufacturers

GRAND RAPIDS, MICH.



When the Boy or the Girl Begins Work.

Written for the Tradesman.

This is something that is happening in a great number of families during this summer and fall, just as it does in a great number of other families every summer and fall—the son or the daughter who has hitherto been in school starts to work and to earn.

The circumstances and conditions under which such beginnings are made differ widely. Some have had long and thorough professional training. Here is a young man who has enjoyed a college education and later taken a course in law. He has graduated and now is opening an office, or else is going in either as a junior partner or as an employe with some legal firm already established. Here is a young doctor with his new diploma and his head full of medical and surgical learning, awaiting his first patient. Many a girl equipped with normal training but otherwise inexperienced, will, with the ringing of September school bells, make her trial effort at teaching a roomful of pupils. Young stenographers and book-keepers will secure places where they can make a start. And there are a great army who have had no special professional or industrial training, just their general school work, who must enter any field of honest labor that is open—take any sort of job they can get. In many Tradesman families the boy or the girl will just go into the store and help father. It is time they were earning and father needs the assistance, so this seems the simplest and most natural arrangement. With many the entrance to work will be for life, while with others it may be just a short vacation job that is undertaken, or employment for a few months, the intention being to use the earnings for further study and preparation for something better.

Whatever the position or job, when the boy or girl first enters the ranks of paid workers is a time when he or she particularly needs sound and sensible home influence. The attitude and advice of father and mother at this critical juncture may make all the difference between a good and successful beginning and a disgraceful fizzle.

Parental surveillance is not what is wanted. On the one hand the will of the employer must be recognized as supreme, and on the other the worker must have some liberty and put his own personality into the work. Your son or your daughter can not do just as you would do. So parental interference would usually be most unwise. But father and mother may

have much to do with the way the beginner takes hold.

Very likely the pay at first is small. If so, don't make the mistake of carrying the idea with the boy or girl that careless or indifferent work will answer—that they are earning more than they get anyway.

There is the employer's side to this matter of small pay for inexperienced help. The crude efforts of the beginner are actually worth but little. A good deal of superintending and showing is required, and blunders are made that result in damage and loss.

After school closed this last June, a high school boy whom I know was very anxious to get work. Through a good word spoken by an acquaintance, a place was offered him in a large milk depot. The pay was just \$2 a week—a mere pittance it looked to the boy, who has been raised in a home where there is every comfort and many luxuries, and whose parents are well-to-do.

"If you're going to do a thing, do it right," wisely advised his father. "I want you to attend to that job down there just as well as though you were getting \$2 a day." I am glad to say that in less than two weeks the superintendent gave this young man a better job at materially advanced pay.

Some years ago a young lady, a graduate of the University of Michigan, took a course in stenography and typewriting. The first position that was offered her paid only \$5 a week, of course not enough for her to live on away from home. Very sensibly she took it, and made good in it, remaining until something better was secured. For a long time now she has held a desirable position at an unusually good salary.

Impress upon the boy or the girl that during these first few months it isn't so much the pay that is received that really counts, as getting the right kind of a start.

The class of people who read these columns are not likely to do anything so unwise as to allow a young person who is growing and whose strength is still immature, to undertake tasks that are too heavy and laborious. So far at least as the mothers are concerned, there is far more danger of a foolish oversolicitude that the work may be too hard. It is only to be expected that the young worker will be weary when night comes, and of course the sympathy of the home folks should not be withheld entirely. But so long as the boy does not work nearly as hard as he voluntarily would playing a game of baseball, there is no special occasion for anxiety.

A word about working for father. Because it's "dad" the young man or the young woman should not be granted too many liberties nor be given too easy a time. Let the requirements be much the same as for an employe outside the family. This will result not only in more satisfactory work, but in far greater benefit to the worker.

Watch the tendencies shown during the first few months of work. The average Young American is not inclined to take himself too seriously. So in most cases influence should be calculated to incite to effort and faithfulness rather than to restrain the energies. This inciting is best done, not by continual urging and prodding, but by awakening the ambition and then making the young person feel that all depends on himself.

There are some boys and girls who do not need this little spurring on. Of themselves they are overanxious to succeed. Such are apt to be nervous about their work, and apprehensive lest they make some blunder or otherwise displease their employer. These should be taught to have more confidence in themselves and to take life more philosophically.

As these first months of work are, more than anything else, a trial of the

young person's powers, an important point to be decided is whether it will be well to continue in the occupation in which the start is made. Does the young person like the calling and manifest at least a fair degree of aptitude and ability in it—the answers to these questions should be strong factors in the decision.

When the occupation has been entered upon with little or no preparation, changing to something else may not be at all a serious matter. Wherever it is practicable to do so, it is wise to try out a calling a little before entering upon a long course of training for it. Some natures seem to slip easily and naturally into just their proper places in the industrial scheme; others, although possessed of equal energy and brains, find far greater difficulty in adjusting themselves to circumstances and conditions.

Whether the life's labor be of hand or of head, and whether it be the directing of others or filling some subordinate position, the great end to be sought is that the boy or the girl get into the right niche, where he or she can do something and do it well, and develop into a capable, efficient, well-compensated and happy worker.

Quillo.

Building Up Store Character

Every product of the National Biscuit Company ovens suggests goodness, freshness, cleanliness—quality. N. B. C. goods as a line suggest to customers, present and prospective, the character of the store that sells them.

These products are widely and persistently advertised. People have confidence in them because they have been proved good. Consequently, for the grocer who sells them, National Biscuit Company products are good-will promoters—they bring trade and they hold trade.

The famous In-er-seal Trade Mark Packages on your shelves make selling easy.

SOCIAL TEA BISCUIT—a favorite to serve with ices or beverages. Include Social Tea Biscuit in your order.

NATIONAL BISCUIT COMPANY



Is Busheling an Expense or an Asset?

To every shop having a clothing department the question of correct fitting becomes an important matter, and the alteration department, if loosely run without system, will result in a very material lessening of the sales profits. Busheling, therefore, is a matter of grave concern whether done on a large or small scale, not only that it may in itself add unnecessarily to the cost of clothing sales; but at the very outset, when the customer is turned over to the fitter for necessary alterations, the reputation of the shop is at stake. Repeated changes add to the selling expense and, more important, to the dissatisfaction of the customer.

Merchants are realizing more keenly than ever before that the mental attitude of the displeased purchaser is seldom given expression but resolves itself into a "never again" determination resulting in the loss of trade which careful attention could have easily avoided.

The fitter should be painstaking in his attention to measurements and markings for needed alterations. If he creates a favorable impression, as he should, the customer is not so apt to be unduly critical of the garments he receives. On the other hand, if there is shown a disposition to be indifferent and careless no amount of alterations will overcome the deep-rooted sense of dissatisfaction which has been felt right from the start.

A most important person then is the fitter who, if intelligent and conscientious, can exert an influence with favorable effect on the customer and likewise keep the attendant alteration costs within due bounds.

An apparently insignificant item too often overlooked is the lack of care used in transporting the goods from the salesroom to the busheling department. A little caution here will often save added expense in time lost in further pressing, which can and should be overcome.

In the busheling room a competent foreman, or the fitter himself, if the department be small, should have supervision over every garment sent there for alteration, no matter how trivial. The employees of this department are usually a cosmopolitan lot and consequently it is for the management to arrange conditions and details which will best fit the special needs of his particular shop. The proper distribution of the work at this point means a saving of both time and money in the greater efficiency of the operators.

What is considered the best ar-

range for the busheling department is to have the work-tables centered in the floor space, leaving a good-sized aisle at either side. The foreman's table should be at the right front part, and the examiner at the left front part of the room, so that both will have a commanding view of all points at all times. The packing counter should be directly back of the examiner's table, and between space should be allowed for a rack upon which the garments are placed after they have been duly examined. This arrangement provides for the receiving at one point, distribution along the right side of the tables and upon completion the use of the left aisle to the examiner's table, thus making a complete circle without confusion or lost effort.

To alter the garments carefully and skilfully so as to avoid repeated changes is the work of the bushelman. He should be instructed to ask questions if he does not fully understand all of the fitter's marks and it should be explained to him that that is considered a sign of care and intelligence, rather than ignorance and a lack of skill. He should be impressed with the fact that each second alteration costs the house extra money for tailoring work; calling for and delivering the garments and the necessary handling in the shipping and other department.

The employees of departments of this kind not having the intelligence of the average are very susceptible to the treatment they receive, and the amount and class of work they do depends largely on the way they are handled. If the feeling of contentment prevails it will go a long way toward eliminating the undesirable attitude of "so much work for so much money."

Many of the bushelmen or tailors of different shops do not do satisfactory work for the reason that they do not understand English and consequently misunderstand instructions.

If a facsimile of the alteration ticket can be printed in different languages so that the tailors can readily understand the alterations marked on the tickets, more satisfactory and intelligent work would be done.

Many men in the clothing line claim that the ideal arrangement is to have all garments, after they are altered, pressed by certain tailors assigned to do the pressing for the shop.

This may be good in theory, but has not worked out altogether satisfactorily. The logical line of reasoning is that the tailor who made the alterations knows best how the garment

should be pressed. Let us illustrate with a coat that has had the shoulder taken in. After the alteration has been made, it is handed to the pressman, who immediately stretches the shoulders to such an extent as to make the work that has been done a lost effort, and the same holds true of many other alterations. Further, a tailor working on a garment takes a certain pride in seeing the garment properly finished and naturally likes to put the finishing touch—the pressing—on his own work.

Of course this does not necessarily mean that the pressmen have no place in the shop; on the contrary there are many jobs which require only a thorough pressing; also there are a number of waistcoats and trousers which after they are altered, can be given to the pressman. Therefore, they are a very useful part of the alteration department.

The fitters, the same as any other class of help, need an incentive to spur them on to their best work and it is a sane and logical line of reasoning to offer extra inducements for the curtailing of expense. For illustration: if the bonus system is adopted, distributing a certain sum of any saving which might be effected from the previous year, the fitters, foreman and examiner to share in this bonus, it would ensure the work being taken care of at the starting point. Likewise, the foreman would appreciate that it was to his advantage to have none but efficient workmen.

This arrangement one might think would have a tendency to make such employees avaricious in the saving, by eliminating minor but needed alterations, which would ensure a perfect fit.

This is partly true, but on the other hand, if a systematic record is kept of the number of jobs returned for the second or third alterations, such laxness could readily be checked. As a matter of fact, it would be beneficial to the staff of the tailoring department to have the jobs done properly

in the first instance, for the second or third alteration would mean double handling and consequently lessen the percentage or entire amount saved in the tailoring department.

Our next article will give specific information on systematizing the busheling department so that the cost of alterations from the moment they leave the salesroom can be traced step by step; also, showing how the department can be brought to the highest point of efficiency in workmanship and economy.—Haberdasher.

Had Nothing on Him.

The haughty English lord was endeavoring to impress the importance of his family upon his guide in the Scotch highlands.

"Why," he exclaimed, with an eloquent gesture, "my ancestors have had the right to bear arms for the last two hundred years!"

"Hoot, mon," cried the Scot, "my ancestors have had the right to bare legs for the last two thousand years!"

"Sunbeam" Luggage



TRUNKS, SUIT CASES AND BAGS

RIGHT NOW is the time to stock up on these excellent values, with the spring and summer travel just ahead of you.

"Sunbeam" Luggage will withstand hard service—"they are made to wear." They will build up a foundation for a bigger and better business for you. Your order will be shipped promptly and you will find the goods just as represented.

Our new catalogue not only shows you "what's what" in the Luggage line, but it actually places them within your reach at prices that will surprise you. If you haven't a copy, send for it to-day—NOW.

Brown & Sehler Co.
Home of Sunbeam Goods
Grand Rapids, Michigan

CHEER UP!

"After Clouds, Sunshine"
That's Our Motto

Each act on this week's program
offers cheer—rain or shine

...Visit Ramona...



Michigan Poultry, Butter and Egg Association.

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

The Craze for a Large Overrun.

Quite frequently of late I have called attention to the trouble with moisture butter and the fact that inspectors of the Internal Revenue Department were active here and at the other distributing points; and I do not want to appear to be magnifying the trouble by alluding to it again. It is too serious a matter not to receive the very careful attention of all buttermakers, but especially those who are striving for large overrun and far too often play around the danger line.

On Monday I came across a creamery butter that had been made in one of the Central Western states. The character of the butter showed at once that something was radically wrong and the receiver took the precaution to have it tested by one of the noted chemists who does a good deal of commercial work of that kind. In a few hours the chemist's report was submitted, which showed a test of 19 per cent. moisture in one of the churnings and 33 per cent. in the other. Imagine what sort of butter that was. The creamery reports the regular buttermaker away, and the helper did not know how to make butter. The latter statement was certainly correct, because it was the poorest excuse for butter that has come under my observation for a long

time. When appealed to by the receiver as to what personal responsibility he had in connection with the matter I advised that he return the shipment to the creamery at once. If the inspectors had found it here there would have been a demand for 10c a pound tax, a manufacturer's license fee and an extra penalty for failure to take out a license for making adulterated butter. Besides this the receiver would have been put to considerable annoyance.

This is only one of the cases that I have knowledge of. I learn that during the past two weeks shipments from a dozen or more creameries that were found to contain an excessive amount of water were shipped back to the creameries at once. Some others have been seized by the inspectors, and they are causing no end of trouble, not only to the receivers here but to the shippers, some of whom very reluctantly concede that there is a possibility that their butter contains too much water.

It would seem as if no further word of warning was necessary. The law as it is now being interpreted is very severe, and although some shipments may escape the vigilance of the inspectors the chances are strongly in favor of their being detected and the creamery being made to pay heavy penalty. The craze for a large overrun has already been carried too far, and if the creameries and buttermakers would take a saner view of the situation and endeavor to improve the quality of their butter by making a more honest product, the

industry as a whole will be greatly benefitted.—New York Produce Review.

Fertile Egg Great Source of Loss.

It is conservatively estimated that there is an annual loss in eggs in this country of \$45,000,000. Practically all of this enormous loss is sustained by the farmers of this country, as it is on the general farms that the great bulk of the eggs is produced. A very great part of this loss can be prevented by the production of infertile eggs, which are laid by hens that do not have a male bird with them. The male bird has no influence whatever on the number of eggs laid. Therefore, as soon as the hatching season is over the male should be removed from the flock.

The greatest trouble from blood rings in eggs occurs in hot weather. Special care should be given to the gathering and storing of the eggs during the late spring and summer months. At these times the eggs should be gathered at least twice a day, placed in a room or cellar where the temperature does not rise above 70 deg. F., and marketed two or three times a week.

Blood rings are caused by the development of the embryo of a fertile egg and its subsequent death. It is impossible to hatch an infertile egg or cause a blood ring to form in one. It is generally considered that eggs become infertile from 7 to 14 days after the male bird is removed from the flock. Repeated experiments have shown that where fertile and infertile eggs are kept under similar circumstances, the fertile eggs spoiled much quicker, due to the fact that they deteriorate faster than infertile eggs in the average summer temperature. Summer heat has the same effect as the hen or incubator on fertile eggs. Sell, kill, or confine the male bird as soon as the hatching season is over.

An ounce of get-up-and-get is better than a pound of that tired feeling.

POTATO BAGS

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

ROY BAKER

Wm. Alden Smith Bldg. Grand Rapids, Mich.

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.



Fine Flavor
for summer desserts.

Mapleine

is dainty and delicious
in ices, puddings,
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Established 1873

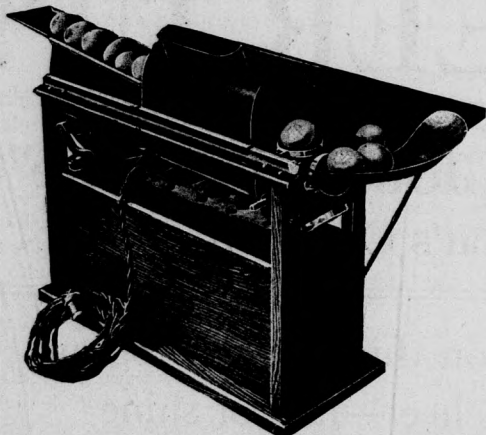
Live Poultry in excellent demand at market prices. Can handle large shipments to advantage. Fresh Eggs in good demand at market prices.

Fancy creamery butter and good dairy selling at full quotations. Common plenty and dull.

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

Refer you to the People's Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

EGG TESTER No. 2



Patented Oct. 8, 1912
No. 2 Tester (Open)

The "Electric Daylight" Egg Tester, as shown above, is strongly built, compact when closed and occupies very little room when not in use. It is finished in Golden Oak.

We Have Just Shipped Five Machines to one of the Largest Commission Houses in Wisconsin.

Another man at Fond du Lac, Wis., just wired us to ship six machines.

We made a shipment this week to Los Angeles, California.

Another big order goes forward to Buffalo and Niagara Falls.

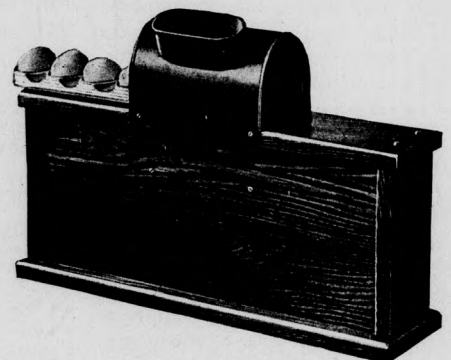
Our No. 2 tester is equipped with batteries or electricity as desired—or we can equip it with both if you wish.

Will last a lifetime.

Absolutely the fastest, most durable and economical time and labor saver on the market.

Write for prices now! The hot weather is here!

A. E. Jennings Co. Ann Arbor, Mich.



Patented Oct. 8, 1912

The "Electric Daylight" Egg Tester No. 1

Our No. 1 machine is intended for use by the dealer who handles comparatively few eggs. It is neat, durable, and efficient for the purpose intended. It is finished in Golden Oak.

To Sell Apples at Auction.

The Commissioner of Foods and Markets of New York has issued a circular to apple growers in this State announcing that arrangements are being made to open a "free auction market" in New York City which will establish "an honest price" for New York State apples every day from October 1 to the close of the season.

The Commissioner makes the curious misstatement that "inferior apples from other sections get the preference in both movement and prices in the New York market." He seems to believe that retail prices of apples are arbitrarily pushed to a high point for the purpose of creating a sluggish market, resulting in low wholesale prices, so that dealers can get the crop from producers cheap, after which the prices are arbitrarily advanced to the dealers' benefit, through some sort of combined manipulation.

All of which is tommy-rot.

It appears to us that there is something deceptive in the Commissioner's announcement of a "free auction market." The shippers will probably get the idea that the State is to sell their apples for nothing. But under the law any auctioneer whom the Commissioner may license to carry on such sales shall be entitled to charge a commission and, in addition to that, every shipper must be charged an addition 3 per cent. on the gross amount of the sales, to be paid into the State Treasury. The law gives the Commissioner no authority to sell produce for nothing and in addition to the charges above stipulated it is provided that there must be a charge for inspections by the Department.

It is, in our opinion, a fallacy to suppose that any such methods of selling apples will make any material difference in the wholesale value of apples in the New York market, or that the apples can be disposed of with any less charge for the service of sale, or with any lessening of the prices charged to consumers. If the auction proposition is dependent upon a self supporting efficiency it will be only an additional competition with which the regular dealers can, no doubt, hold their own. If it should be carried on at a loss to the people of the State it would be an unfair and unjust competition—such as the laws aim to prevent among individuals or corporations.

Our readers are, perhaps, not particularly concerned in the sale of apples, but they should be attentive to the various projects of the Department of Food and Markets and the result of this one should be watched with interest.—New York Produce Review.

Water Glass Eggs.

We notice from time to time items in the agricultural press to the effect that eggs preserved in water glass may be successfully kept for long periods, and among other things the expression is used as follows:

"Eggs preserved in this manner will keep perfectly for one year."

We would like to point out as a matter of plain fact and common

sense that this statement is unscientific and furthermore not accurate. Food products so extremely perishable as eggs cannot be perfectly kept for a year in any possible manner and such extravagant statements should not be used even though the method of preserving is altogether satisfactory.

Water glass is a well known preservative of eggs and has been used for a long time for this purpose, and used successfully, but it is not likely to supplant cold storage and for very good reasons indeed. Eggs stored in any sort of a pickle (which water glass really is) take on characteristics which are extremely objectionable as compared with fresh eggs. To begin with the eggs lose their fresh flavor and they fill up with liquid and cannot be safely boiled without bursting; and, furthermore, regardless of the preservative used, there is a destructive deterioration to the egg itself, and anyone who is wishing to experiment along this line should not expect that the eggs will turn out as good as fresh, as has been represented in many cases.—Cold.

Storing Brick and Limburger Cheese.

When the cheese is first stored it is certainly desirable to put strips between the packages and half an inch would be ample for this purpose. After the cheese has been stored for several months it is not necessary that the space should be there. Some people store the cheese solid, but with certain makes of cheese this is likely to cause excessive molding. It is unnecessary to suggest that there should also be a couple inches space on the floor and an inch or two between the side walls of the room and the piles of cheese. As a further general suggestion practically all goods to be cold stored, with, perhaps, the exception of canned goods, should be stored in such a way that there is a little air space all around the packages in which they are stored.

Trees in Cold Storage.

At Chico, California, there is maintained what is known as the United States Plant Introduction Gardens. A part of the work of this institution is to send trees to Eastern points for planting. Cold storage is a necessity in this connection for the reason that the natural growth must be retarded until the earth in the colder Eastern climate is ready to receive the trees. It has been found that a temperature of about 35 deg. is best maintained to keep the growth dormant. It is stated that about 50,000 trees and other kinds of plant growth have been shipped this season and that a much larger quantity is expected to be put out next season.

Paradoxical

Miss Mason was explaining to her Sunday-school class the lesson for the day, the subject being the tares and the wheat.

"Now remember, children, the tares represent the bad people and the wheat the good ones."

"Why, Miss Mason!" exclaimed a rosy-checked boy, who had been lis-

tening through the lesson with deep interest. "Did you say the tares are the bad folks and the wheat the good ones?"

"Yes, James," replied the teacher, pleased at the lad's interest.

"Well, that's funny, I think," remarked the matter-of fact child. "It's the wheat that gets thrashed; the tares don't!"

A man might just as well patronize a safety razor as a deaf and dumb barber.

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Mail us sample any Beans you may wish to sell.

Send us orders for **FIELD SEEDS.**

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**Jobbers and Shippers of
Everything in**

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**IT WILL HELP TO
SELL IT IF YOU
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WHERE PEOPLE
CAN SEE IT**

**Distributed at Wholesale by
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 Grand Junior Counselor—Fred J. Moutier, Detroit.
 Grand Past Counselor—Mark S. Brown, Saginaw.
 Grand Secretary—Maurice Heuman, Jackson.
 Grand Treasurer—Wm. J. Devereaux, Port Huron.
 Grand Conductor—John A. Hach, Jr., Coldwater.
 Grand Page—W. T. Ballamy, Bay City.
 Grand Sentinel—C. C. Starkweather, Detroit.
 Grand Chaplain—A. W. Stevenson, Muskegon.
 Grand Executive Committee—E. A. Dibble, Hillsdale; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. N. Thompkins, Jackson.
 Next Grand Council Meeting—Traverse City, June 2 and 3, 1916.

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SUCCESSFUL SALESMEN.

R. J. Ellwanger, the Dairy Supply Representative.

Robert J. Ellwanger was born on a farm near DeWitt, Clinton county, June 15, 1876. He was not educated in the red school house, as most country boys are, but learned the rudiments in a Brown school house—Brown because it was called after a man by that name. He continued to live on the farm and followed the pursuit of agriculture until 27 years of age, when he went to Lansing and took a course in butter-making at the M. A. C. On the completion of his course he made butter one year for the DeWitt creamery and two years for the Berlamont creamery. He then went on the road for the National Creamery Supply Co., of Chicago, covering Western Michigan for three years. January 1, 1910, he engaged in travel for the John W. Ladd Co., which was then located at Saginaw and which changed its headquarters to Detroit the first of this year. He has continued with this house uninterruptedly ever since his engagement and sees his trade on an average of about nine times a year.

Mr. Ellwanger was married June 22, 1910, to Miss Ida Westman, of Muskegon. They have one child, a boy of 3 years. The family reside at 1351 Logan street. Mr. Ellwanger is a Mason up to the 3rd degree and is a member of the U. C. T. He attributes his success to being fair with his customers, being loyal to his house and faithful to himself. During the time he has been with the Ladd Co. he has worked up a consid-

erable mail order business on his own account, so that many of the orders which would ordinarily go to the house direct come to him first because of his personal acquaintance with the people buying the goods, who take this means of exhibiting the esteem they have for him as a man and a salesman.

The Cummins Law as Applied to Baggage.

So much confusion has resulted from the application of the Cummins amendment to the Act to Regulate Commerce—confusion on the part of the railroad baggage agents as well as the traveling public—that an explanation of just what is necessary at this time will no doubt be of value to our readers.

First let it be understood that the Interstate Commerce Commission is not responsible for the Cummins law. That body is charged with the administration of the law as it finds it, so when the Cummins law was made a part of the statutes of the country the Commission sought to interpret the amendment to the act in the form of suggestions to the carriers.

At the ex-parte hearing conducted by the Commission the question of the application of the Cummins law upon baggage came up for consideration, and in the announced opinion of the Commission baggage should be treated as any other form of shipment, the baggage check being considered the receipt of the carrier for the transportation of the baggage.

Effective June 3, the carriers filed tariffs with the Commission providing for a limit of liability to the extent of \$100 and requiring the owner of the baggage to declare the value. If the declared value exceeds \$100 limit then a charge is to be made for such excess value at the rate of 10 cents for each \$100 of added value, beyond, which the shipper cannot recover.

On this point there is much confusion regarding the amount, the correct amount, that must be declared. The statement has been made that the only value that may be placed upon the baggage is the actual value, because it is as much a violation of the act to regulate commerce to declare a lesser value as a greater value, under Section 10 of the act relating to misrepresentation.

The provision of the Cummins law relating to concealed packages is specific on this point. It states that the Interstate Commerce Commission may establish rates for the transportation of such articles depending up-

on the value "specifically stated in writing by the shippers." This does not say that the actual value must be declared and does not state that the Interstate Commerce Commission must fix rates upon such value, but it does say "upon the value stated in writing by the shipper."

If the shipper is satisfied to make the shipment in the case of baggage at a declared value of \$100, then he is limited of course in the event of loss to recover only the amount declared; however, even if the baggage is declared at a value grossly in excess of the true value and the charges paid, the shipper in event of loss is entitled to recover only the true value of shipment—in other words, he must prove the value stated on the goods.

Another point that is not generally understood is that the Cummins law is applicable upon interstate business only, or between two points wholly within a territory of the United States or between a point in the United States and a point in an adjacent foreign country. It does not apply upon intrastate business, and any attempt to collect these valuation charges upon shipments moving wholly within a state should be resisted. No payment should be made if it can be avoided, but if unavoidable paid under protest, securing the agent's receipt, and reporting the matter to the Interstate Commerce Commission.

In regard to excess baggage there is still more confusion. The carriers have agreed in case of excess baggage to extend their liability upon baggage paying excess weight charges 66⅔ cents per pound of extra weight. Expressed in another manner, a ticket for passenger transportation entitles the holder thereof to the transportation of 150 pounds of baggage at a valuation of \$100. If more than this amount is carried, a charge is made based upon one-sixth of the amount paid for the ticket for each 100 pounds of excess baggage. On this and every succeeding 100 pounds of excess baggage the liability of the carrier will be \$66.67, making the total liability of the carrier upon a piece of baggage weighing 250 pounds \$166.67. If the shipper declares a value of \$200 upon his baggage, it will cost him 10 cents additional for the fractional part necessary to bring the liability up to \$200. If, however, a value of \$1,000 is declared upon the baggage weighing 1150 pounds, which has a railroad liability of \$766.70, a charge of 30 cents will be made for the increased risk assumed by the carrier.

It is not assumed that each piece of baggage will be considered a separate shipment when a number of pieces are offered, as the custom prevailing in the past will continue—that is to say, that when a traveler offers five pieces of baggage it is understood that this will be considered as one shipment and liability will be assumed on the gross weight.—Shoe Retailer.

People who are too fresh are always getting into a pickle.

Gabby Gleanings From Grand Rapids.

Grand Rapids, July 19.—The annual convention of the State Association of Probate Judges of Michigan, which was held in Cadillac July 13, 14 and 15, came to a close none too soon to please the grip luggers, as conventions seem to cause crowded conditions to exist around the vicinity of a hotel. The only pleasure for us at this convention was that we could say "Good morning, judge" and not have him hand us out a "Ten dollars or ten days" greeting.

The commercial world is once more awhirl, as the prune peddlers are back on the job, handing out their usual line of greetings and short stories which gets them their daily bread and night's lodging. Boys, you don't know how we missed you. Welcome!

J. T. Randall, representing J. V. Farwell & Co., of Chicago, purchased a new ford from the Bertran Auto Co., of Big Rapids, and, accompanied by his wife, will drive the car through to Chicago.

The G. R. & I. south bound train No. 4, stops at Reed City for supper now, instead of Cadillac. Boys, you will find excellent meals at Reed City.

Mr. Mill, formerly of the New Craney Hotel, at Bay City, has reopened the Winter Inn, at Greenville, and is making extensive repairs.

L. V. Pilkington.

Samuel E. Bracegirdle, owner Alpha Mercantile Co., Apha: "As a reader of the Michigan Tradesman, I can safely say that I have gained considerable knowledge from your worthy publication and I hope to always be one of the many subscribers to the Michigan Tradesman as long as it is published."

Some people seem to be tireless in making others tired.

The Hotel Barry Hastings, Michigan

Re-opened for Good

Parlor Sample Rooms

Free Auto to and from all Trains

I will please you if given an opportunity
Ask the Boys

GEO. E. AMES, Prop.

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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

Hotel Breslin

Broadway at 29th St.

New York

"An Hotel Where Guests are Made to Feel at Home"

A High-Class Hotel
with Moderate Rates.

Exceptionally Accessible

500 Rooms—Reasonable Restaurant Charges

RATES:

Single Rooms with Running Water

\$1.00 to \$2.00

Single Rooms with Tub or Shower Bath

\$1.50 to \$5.00

Double Rooms with Running Water

\$2.00 to \$4.00

Double Rooms with Tub or Shower Bath

\$3.00 to \$6.00

UNDER SAME MANAGEMENT AS

COPLEY-PLAZA HOTEL, BOSTON

EDWARD C. FOGG, Managing Director

ROY L. BROWN, Resident Manager

News Notes From the Celery City.

Kalamazoo, July 20.—Saturday, August 7, Jackson Council, No. 57, will hold their annual picnic at Vandercook's Lake and they have extended to the baseball team of Kalamazoo Council, No. 156, an invitation to attend and play a game with them at 2 o'clock. The boys were very much pleased to accept the invitation and are making preparations to be on hand. That the picnic will be a great success goes without saying as all good times at Jackson are things long remembered. Several of the members of the Council will be there in the afternoon to take in the game.

C. E. Spencer, of Plainwell, was the only member of Kalamazoo Council who was unfortunate enough to be on the cars which came together on the Grand Rapids-Kalamazoo interurban collision near Plainwell Friday, July 2. We were at work in the garage cleaning the car for the vacation trip the following day when we received news of the accident. It was impossible to learn the names of the wounded for some time. A telephone call from Plainwell informed us that Brother Spencer was injured, but that there were no other U. C. T. members as far as could be learned.

Saturday morning, July 3, saw the traveling men of Kalamazoo who participated in the vacation week leaving at all hours for the nearby lakes or else on trips to visit relatives or any place where the vacation bug took them.

Mr. and Mrs. N. E. Shumway, Mrs. Hopkins, Frances, and the writer left at 3 o'clock in the morning for Camp Arcadia, Hamlin Lake, ten miles north of Ludington, where we arrived at 12:47 p. m., making the trip of 178 miles before dinner. We breakfasted north of Muskegon by a little schoolhouse called Lakewood and then followed the West Michigan Pike on up through Montague, to Shelby, Hart, Pentwater, and Ludington, arriving at 11:42 a. m. After phoning to the camp that we were coming for dinner and making a few purchases we drove on out. The weather was foggy for a short ways beyond Grand Rapids and then cleared and we had a delightful trip. Judging from the way the roads are improved every year it will only be a year or two before the entire road from Muskegon to Ludington will be as fine as that from Grand Rapids to Muskegon. We returned from camp Sunday July 11, and had a very pleasant trip back.

One thing which is worthy of mention in Muskegon is the place where we had our breakfast. We stopped at Brebner's under the Elks' Temple, and we can speak only the very best word for this place. There was not one thing to wish different. Food of the best and service fine. Try it, boys, when passing through.

The motorists who drive from Kalamazoo north will be very glad to learn that Allegan county is going to build the road from Kalamazoo county to Plainwell on the direct road from Cooper Center. The residents of the River Road to Plainwell are trying to get the Dixie trail to come that way and the people along the shorter route are making this start this year to influence the trail to come through Cooper Center, as the road to Cooper is fine now. The strong point on which the east side merchants are working is that they wish the trail to come through the heart of Kalamazoo's business district. We feel confident of having the Dixie Trail and all are enthusiastically supporting the preliminary work towards this end.

Traveling men working west of Kalamazoo as far as Dowagiac are having their troubles with the new Michigan Central time card. For local stops the boys have to leave at 5 in the morning and then wait at some little town for the stores to

open, then drive to the next one in order to make more than one town before noon. Here's hoping that the loss of travel will soon influence the M. C. to make another change. The jitney busses will have to start some town-to-town business soon. The opening is ripe now for some jitney to start an hourly service from town to town along the M. C. west. Surely it ought to pay.

Since Kalamazoo Council won the baseball cup from Grand Rapids at Lansing, Captain Greene, of our team has been trying to arrange for a series of games between the two councils. We have heard from several of the players that this would be arranged but for some unknown reason they do not seem to be able to make the necessary arrangements to meet the Kalamazoo boys. Two years ago, when Kalamazoo won the cup at Grand Rapids, Grand Rapids challenged Kalamazoo for a series of three games. Kalamazoo won two and there was no necessity for the third game. Last year the same arrangements were made, but at the last minute—to be exact, at 9 o'clock in the evening before the game was to be played—a letter was received from Grand Rapids stating that the Fair Association at Grand Rapids would not stand the expenses and there were no funds in the Council to pay Kalamazoo's expenses to Grand Rapids. Nevertheless, our boys would have been glad to drive over in their cars to play the game, but they could not get together on the necessary arrangements as to grounds or something else. Anyway the games were never played. Somebody please get busy. We certainly would enjoy a game and we sure could raise the crowd here. Grand Rapids ought to be able to do her share.

R. S. Hopkins.

Replying to the Card From Mr. Mooney.

Kalamazoo, July 20.—If Brother Mooney will read the article in the Tradesman of June 16 again, he will note that the article in question does not contain any alleged quotation from him, that the truth has not been handled carelessly down in Kalamazoo and that the writer of the article was not misinformed. It takes considerable stretching the imagination to make it appear that Brother Mooney was the one quoted as making the statement referred to, which was made by the brother who requested the Secretary of Kalamazoo Council to vouch for the fact that every member of our team was a member of Kalamazoo Council and in good standing. That the statement referred to was not more plain is due to no fault of the writer of the article, as a reference to the letter in the possession of Editor Stowe of the Tradesman, as written by Secretary Hopkins, will show. The carbon copy of the letter in possession of the Secretary reads as follows: "When we were requested to vouch for the fact that every member of our team was a member of Kalamazoo Council and in good standing, we learned the name of the gentleman from Grand Rapids who was in uniform and also the fact from our informant that he 'did not know why Grand Rapids had brought him down in uniform, as he did not belong to their Council and had no right there with Grand Rapids in uniform.'"

The game in question was between the baseball teams of Grand Rapids Council, U. C. T., and Kalamazoo Council, U. C. T. None but members of their respective councils were to be played. Brother Mooney was in attendance at the game in uniform, as he also was at the early part, anyway, of the earlier game between the teams representing Bay City and Grand Rapids councils. If Brother Mooney was advised on his arrival in Lansing, as he states, by Manager

Lipps, of the Grand Rapids team, that his transfer had not been made and he could not play, why did he put on a baseball suit and go down to the two games in uniform, one before dinner and one after? Brother Mooney knows as well as anyone that, when he acted as coach on the first base line with Grand Rapids men on the bases, he was acting as a member of the Grand Rapids team, whether he went to bat, played in the field or sat on the bench. When we called the attention of Brother Mooney to the coaching of Brother Mooney at first base, Brother McCall insisted that Brother Mooney was a member of Grand Rapids Council and it was necessary for us to call Harry Hydorn to the bench and prove to Brother McCall that Brother Mooney did not belong to their Council, before Brother McCall would withdraw Brother Mooney from the coaching line at first.

Brother Mooney states that he "did not play and no attempt was made to play him." We did not make any assertion as to his playing or any attempt to play him, other than references to his right to coach. In denying this as above quoted, it would seem that he did consider it playing; if not, then there was no call for the denial. We did not intend that he should play and any action of his that had the least semblance of playing, we had a right to question. Brother Mooney's putting on a uniform and attending the games in uniform when he knew he could not play was enough to raise the point.

Suffice to say that in the earlier game with Bay City the Grand Rapids coach on the first base line, after a batter had made a hit and reach first base, ran to second base for the batter. The umpire, being informed that the coach was on second, and the coach touched with the ball while standing on second base, declared it the third man out and retired the side. This action was enough to have Kalamazoo investigate any unusual action on Grand Rapids' part.

I did feel at Lansing that Brother Mooney went to the game expecting to play, thinking that his transfer was accepted by Grand Rapids, and I had no thought of starting any controversy with him. I did not mention his name in the article for that reason, but I am surprised to learn from him that he did put on the uniform, go to the games and at the same time know he could not play and then act as coach on the base line.

R. S. Hopkins.

Selling Fruit and Vegetables by Weight.

Bay City, July 20. — Sealer of Weights and Measures George A. Hawkins has returned from Detroit where he attended a three-day session of the State sealers of weights and measures. Mr. Hawkins was selected as chairman of the executive committee and also a member of the publicity committee, the only two committees of the State organization of State sealers. On Tuesday afternoon Sealer Hawkins read a paper on the "Value of Exhibits at Fairs" before the convention and as a result of his paper all sealers were instructed to give demonstrations at all county fairs.

One of the most important actions taken at the meeting and one which will revolutionize the methods of purchasing a number of foodstuffs in this State is that of referring to the executive committee the question of having all measures done away with and forcing the merchant to sell fresh foodstuffs by weight. The question was placed in the hands of the committee which will report at the next State meeting in time for a bill to be introduced in the Legislature enacting this proposition.

It is contended that the only way in which a square deal can be given

the householder is through the selling of fresh foodstuffs, such as strawberries, tomatoes, potatoes, etc., by weight. While the sealer of weights and measures can to a certain extent keep all unfair measures from the market, yet a great amount of unfair measuring can be done. There are all styles and manners of measures which it is impossible for the sealer to see and it is these measures which cheat the public of their just due. There are measures which are supposed to contain a bushel but actual measurements finds them somewhat short.

With measures out of the way and weights as the proper method of buying and selling foodstuffs the people can expect to get fairly treated. If, for instance, 100 pounds was the basis of figuring, a person knowing how much of potatoes they need, could go to a store and ask for twenty-five pounds of potatoes. Then, they would know that they were getting just what they paid for, no more or no less. The scales at the store would be examined by the sealer while the householder could have a set of scales at home to check the weight. This method of purchasing foodstuffs is very common throughout the West and in many places in the East. Actual test has shown this method to be much better than the present manner of buying.

The sealers of the State will also carry on an educational campaign with which they hope to teach the people the method of reading and computing scales. Sealer Hawkins will carry on such a campaign in this city sometime in the near future and will hold a public demonstration of scales.

Grocers' Closing Clause Repealed.

Saginaw, July 20.—The repeal of section 10 of the so-called grocers' ordinance, providing for Sunday closing, was accomplished at the last meeting of the Common Council, but was marked by a division among the members. Mayor Paddock, as commissioner of health and safety, had introduced the amendment and he was supported by Commissioners Jahnke and Johnson. Commissioners Reins and Holcomb voted "no."

Immediately after the vote had been taken Commissioner Johnson asked that he be allowed to explain his vote for the official records. Mayor Paddock thought he should have this right, but after some discussion, in which Commissioner Holcomb said he would have voted "no" if the entire ordinance had been repealed, as he didn't believe in it from the start, and Commissioner Reins expressed the same view.

Commissioner Johnson's explanation was that he voted for the amendment because he didn't think the section of the ordinance could be enforced. Mayor Paddock's reason for presenting the amendment was that the section could not be enforced and he, as commissioner of the department, did not want an ordinance in his jurisdiction that was non-enforceable.

Window Display Men Form Organization.

Jackson, July 20.—The Southern Michigan Display Men's Association was organized in this city last week. It is composed of window trimmers employed in Jackson, Battle Creek and Kalamazoo. The officers elected are as follows:

President—A. C. Redmond, Battle Creek.

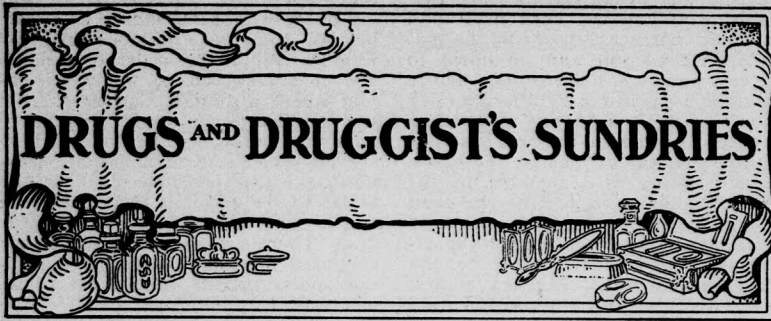
First Vice President—H. W. Bird, Kalamazoo.

Second Vice-President—H. W. Nichols, Jackson.

Secretary—Robert Schmidt, Battle Creek.

Treasurer—J. O. Keller, Battle Creek.

Meetings will be held quarterly.



Michigan Board of Pharmacy.
 President—E. E. Faulkner, Delton.
 Secretary—Charles S. Koon, Muskegon.
 Treasurer—George F. Snyder, Grand Rapids.
 Other Members—Leonard A. Seltzer, Detroit; Edwin T. Boden, Bay City.
 Next Meeting—Houghton, August 26, 27 and 28.

Michigan State Pharmaceutical Association.
 President—C. H. Jongejan, Grand Rapids.
 Secretary—D. D. Alton, Fremont.
 Treasurer—John S. Steketee, Grand Rapids.
 Next Annual Meeting—Detroit, June 7, 8 and 9, 1916.

Michigan Pharmaceutical Travelers' Association.
 President—W. H. Martin, Orton.
 Secretary and Treasurer—W. S. Lawton, Grand Rapids.

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

Side Lines Suitable for the Druggist.

A young druggist once "dropped" a new store into a small town and found that he had a lot of time on his hands while waiting for business to come his way. The town was growing rapidly. He knew this, and knew that he would be all right if he could hang on for a couple of years. But in the meantime he found things very slow. Little prescription work came his way, and it was not easy to get customers into the store. He began to consider ways and means for picking up business, and found that there was no dyeing and cleaning establishment in the town. So he wrote to a famous concern in this line and secured the agency for the town. We may remark in this connection that some very large dyeing and cleaning concerns do not maintain plants even in the largest cities. The actual work is done in central plants which cover a certain territory, and the collecting done by various agencies scattered through many towns.

The young druggist did not content himself by merely putting up a placard. He picked out a street suit belonging to his wife and sent it to the dyeing establishment to be renovated, explaining that he wanted to use it as an advertisement. They cleaned and dyed the coat and left the skirt as it was. He used these contrasting garments as a window display. He told the cleaning establishment he would distribute any literature they cared to send him, and they sent him a lot with his name printed on it. Thus he advertised his cleaning agency and his drug store at the same time, and at a trifling expense to himself. He got cleaning business from people who had never given him any drug business. As he had plenty of

time, he devoted much of it to this somewhat unusual agency and managed to pick up enough business to make it worth while. It was all "velvet."

This same druggist heard a lady say that she kept a standing order for visiting cards with a certain firm in C—, the nearest large city. He wrote to an engraving establishment in the same city to send him some samples of fine engraving, embossed printing, stationery with monograms, visiting cards and so on. He secured this agency and made a handsome display in his front window.

This exhibition brought him business from some of the very best people in the town. It is always more satisfactory to place an order with a local agent than to have to carry on a long correspondence about some order one wants filled. A great many people secure agencies who do not do very much with them after they secure them. There are certain articles which sell largely without much effort being put forth by the local agent, but effort always counts and will increase sales even with these popular sellers. Our friend, the druggist, plugged away with steady and persistent effort. He got to be known as such a good "agent" that a number of agencies came to him without solicitation on his part. Sometimes, when regular lines are dull, it pays to look around for something out of the ordinary in the way of an agency.

Using Ice in the Window.

Two hot, tired girls were standing just outside the biggest drug store in town. It was a broiling hot day, but the window inside was as cool-looking as a bed of ferns in the forest. In three glass bowls long leaves of mint raised their heads, and in the very center of the window stood a silver bowl with a cool cake of ice in the center. The boiling sun had apparently no effect on it, although the separate leaves of mint that lay on top had sunk into their cool background.

"It is too hot to eat, let's have a cream shake."

"Well, I will, although I'm saving for my vacation," and the two went in, lured by the cool window.

Inside, the electric fans cooled the air moving, and the lowered shades kept the sun from the interior of the store, although leaving it well lighted. Katherine noticed that the ice near the fans melted quickly under the breeze, although the cake in the window withstood the hot sun.

"How do you keep the ice from melting?" she asked.

"Special preparation," answered the druggist, cheerfully, and their curiosity was satisfied.

But that night as he locked the store, the proprietor gave one look at his window.

"Some window, yes?" he remarked to his comrade.

"Has that ice been there all day?"

"All day, and all to-morrow—and the next day. The idea belongs to Bob—he found the ice."

"Glass?" said the other, suddenly.

"Glass it is; sent for an advertisement about ten years ago. Bob found it down in the cellar in a pile of boxes, brought it up and fixed up the window. Powdered whitening makes the mist on the bowl. He says his sales are a third bigger to-day."

"But the leaves are sunk in it."

"The leaves are in the holes that were already there. They gave the thing dead away until he put them to use," the proprietor said.

Plea From President Martin.

Detroit, July 19.—It is to express my thanks to the Michigan State Pharmaceutical Travelers' Association for their support in selecting me as their President at Grand Rapids for the ensuing year that I submit these few lines.

Our officers have worked assiduously and unceasingly during the past few years to increase the membership of this Association and improve the standing of those whose names are listed on our rolls. There has never been a time in the history when the Association was better able to assist the members of the Michigan State Pharmaceutical Association than now.

Those outside the ranks need our assistance fully as much as we need theirs. Some method should be devised whereby those who have at some time joined our organization may be retained on our rolls as active members, and I would suggest that the incoming officials, as well as all members, take up the proposition early in the coming year.

There is in this State about 4,000 pharmacists and assistants actively engaged in the drug business and eligible to membership in the Association, and of that number less than 1,000 are affiliated with the State organization. The remaining 3,000 furnish a field for some good, active missionary work by our members.

Members of the Michigan State Pharmaceutical Travelers' Association, will assist your officers to increase the membership of the Michigan State Pharmaceutical Association and at the same time look for "live ones" for the auxilliary?

I ask you for your loyal support

and co-operation in placing the Michigan State Pharmaceutical Association and the Michigan State Pharmaceutical Travelers' Association in the front ranks of all associations.

W. H. Martin,
 President M. S. P. T. A.

Mending Rubber Gloves.

An ordinary library filing card is spread rather heavily with library paste, and the rubber mending tissue placed on it; the tissue is rubbed flat on the card, and the whole set aside to dry. When a rubber patch is required a piece is cut out—rubber, card and all—of a size to fit the tear. The rubber glove is now put on the hand, inside out; the patch is smeared with cement, and allowed to become tacky, fitted on to the damaged part of the globe and pressed home hard. If the tear is large, it is easier to lay the moistened patch down and fit the edges of the tear to it, then press. It only remains to dust the part with French chalk, and set aside. Later, the glove, or mended part of it, is soaked in water, when the bit of card will come away as the paste softens. This gives a secure patch, adhering clear to its edges, flat and watertight, and fit to stand boiling as well as any patch is.

Michigan Board of Pharmacy.

The personnel of the Michigan Board of Pharmacy is now as follows:

E. E. Faulkner, Delton.

Charles S. Koon, Muskegon.

George F. Snyder, Grand Rapids.

Leonard A. Seltzer, Detroit.

Edward T. Boden, Bay City.

The officers are as follows:

President—E. E. Faulkner, Delton.

Secretary—Charles S. Koon, Muskegon.

Treasurer—George F. Snyder, Grand Rapids.

The next meeting will be held at Houghton, Upper Peninsula, August 24, 25 and 26.

It is possible to avoid temptation by attending strictly to one's own business.

THE GRAND RAPIDS VETERINARY COLLEGE

Offers a Three Years' Course in Veterinary Science

Complying with all the requirements of the U. S. Bureau of Animal Industry. Established 1897. Incorporated under State law. Governed by Board of Trustees. Write for Free Catalogue.

200 Louis St. Grand Rapids, Michigan

Announcement to the Drug Trade

WE have purchased the Peck-Johnson Company business of Grand Rapids, Michigan, and will manufacture their line of Specialties—and we solicit your valued orders for same. A postal card will bring our complete catalogue explaining the "Schmid" selling plan which we are sure will be of interest to you.

O. F. Schmid Chemical Company
 Jackson, Michigan

Walrus Soda Fountains

Electric Carbonators

Cyclone Mixers

Glasses Cups Holders
Spoons Dishers Paper Soda Cups
Squeezers Shakers, Etc.

Coca Cola, Cherry Smash
Root Beer, Grapefruitola
Syrups and Flavors

Chairs, Stools and Tables

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers Sold by All Dealers
Enjoyed by Discriminating Smokers



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

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

WHOLESALE DRUG PRICE CURRENT

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

Acids		Mustard, true	.30 @ 9 50	Ipecac	@ 75
Acetic	6 @ 15	Mustard, artif'l	5 00 @ 25	Iron, clo.	@ 60
Boric	10 @ 8	Neatsfoot	70 @ 80	Kino	@ 80
Carbolic	1 56 @ 60	Olive, pure	2 50 @ 35	Myrrh	@ 105
Citric	80 @ 90	Olive, Malaga,		Nux Vomica	@ 70
Muriatic	1 1/2 @ 12	yellow	1 55 @ 65	Opium	@ 2 75
Nitric	7 1/2 @ 15	Olive, Malaga,		Opium, Capmh.	@ 90
Oxalic	2 7/2 @ 35	green	1 50 @ 60	Opium, Deodor'd	@ 75
Sulphuric	2 @ 5	Orange Sweet	.30 @ 25	Rhubarb	@ 70
Tartaric	54 @ 60	Organum, pure	@ 2 50		
Ammonia		Organum, com'l	@ 75	Paints	
Water, 26 deg.	6 1/2 @ 10	Pennyroyal	2 25 @ 25	Lead, red dry	8 @ 8 1/2
Water, 18 deg.	4 1/2 @ 8	Peppermint	2 50 @ 2 50	Lead, white dry	8 @ 8 1/2
Water, 14 deg.	3 1/2 @ 6	Rose, pure	14 50 @ 15 00	Lead, white oil	8 @ 8 1/2
Carbonate	13 @ 16	Rosemary Flows	1 50 @ 1 75	Ochre, yellow bbl.	1 @ 1 1/4
Chloride	10 @ 25	Sandalwood, E.		Ochre, yellow less	2 @ 5
Balsams		Sassafras, true	7 25 @ 7 50	Putty	@ 10
Copaiba	75 @ 100	Sassafras, artif'l	@ 60	Red Venet'n bbl.	2 1/2 @ 5
Fir (Canada)	1 50 @ 1 75	Spearmlnt	3 25 @ 3 50	Red Venet'n less	1 @ 1 1/2
Fir (Oregon)	40 @ 50	Sperm	90 @ 1 25	Vermillion, Eng.	1 25 @ 1 50
Peru	4 75 @ 5 00	Tansy	4 00 @ 4 00	Vermillion, Amer.	15 @ 20
Tolu	75 @ 1 00	Tar, U.S.	30 @ 40	Whiting, bbl.	11-10 @ 1 1/2
Berries		Turpentine, bbls	@ 48	Whiting	2 @
Cubeb	85 @ 90	Turpentine, less	55 @ 60	L. H. P. Prep'd	1 25 @ 1 35
Fish	15 @ 20	Wintergreen, true	@ 50 00	Insecticides	
Juniper	10 @ 15	Wintergreen, sweet		Arsenic	10 @ 15
Prickley Ash	@ 50	birch	3 00 @ 3 25	Blue Vitrol, bbl	@ 8
Barks		Wintergreen, art	2 00 @ 2 25	Blue Vitrol, less	9 @ 15
Cassia (ordinary)	25 @ 30	Wormseed	3 50 @ 4 00	Bordeaux Mix Pst	8 @ 10
Cassia (Saigon)	65 @ 75	Wormwood	4 00 @ 4 25	Hellebore, White	
Elm (powd. 30c)	28 @ 30			powdered	15 @ 20
Sassafras (pow. 30c)	@ 25	Potassium		Insect Powder	30 @ 50
Soap Cut (powd.)		Bicarbonate	36 @ 40	Lead Arsenate	8 @ 16
35c	23 @ 25	Bichromate	27 @ 30	Lime and Sulphur	
Extracts		Boride	1 50 @ 1 60	Solution, gal.	15 @ 25
Licorice	27 @ 30	Chloride, xtal and	43 @ 50	Paris Green	20 @ 25
Licorice powdered	30 @ 35	powdered	42 @ 45	Miscellaneous	
Flowers		Chlorate, granular	47 @ 50	Acetanalid	1 00 @ 1 10
Arnica	30 @ 40	Cyanide	30 @ 45	Alum	6 @ 8
Chamomile (Ger.)	90 @ 1 00	Iodide	@ 77	Alum, powdered and	
Chamomile (Rom)	55 @ 60	Permanganate	85 @ 90	ground	7 @ 10
Gums		Prussiate, yellow	@ 10	Bismuth, Subni-	
Acacia, 1st	50 @ 60	Prussiate, red	1 65 @ 1 75	trate	2 97 @ 3 10
Acacia, 2nd	45 @ 50	Sulphate	20 @ 25	Borax xtal or	
Acacia, 3rd	40 @ 45	Roots		powdered	6 @ 12
Acacia, Sorts	20 @ 25	Alkanet	30 @ 35	Cantharades po	2 00 @ 7 00
Acacia, powdered	30 @ 40	Blood, powdered	20 @ 25	Calomel	1 78 @ 1 82
Aloes (Barb. Pow)	22 @ 25	Calamus	50 @ 75	Capsicum	30 @ 35
Aloes (Cape Pow)	20 @ 25	Elecampane, powd.	15 @ 20	Carmine	4 25 @ 4 50
Aloes (Soc. Pow.)	40 @ 50	Gentian, powd.	15 @ 25	Cassia Buds	@ 40
Asafoetida	60 @ 75	Ginger, African,		Cloves	30 @ 35
Asafoetida, Powd.		powdered	15 @ 20	Chalk Prepared	6 @ 8 1/2
Pure	@ 1 00	Ginger, Jamaica,	25 @ 30	Chalk Precipitated	7 @ 10
U. S. P. Powd.	@ 1 25	Ginger, Jamaica,	26 @ 30	Chloral Hydrate	1 25 @ 1 43
Camphor	58 @ 62	Goldenseal pow.	6 50 @ 7 00	Cocaine	4 60 @ 4 90
Guaiac	40 @ 45	Ipecac, powd.	4 75 @ 5 00	Cocoa Butter	55 @ 65
Guaiac, powdered	50 @ 55	Licorice	18 @ 20	Corks, list, less 70%	
Kino	70 @ 75	Licorice, powd.	12 @ 13	Copperas, bbls.	@ 01
Kino, powdered	75 @ 80	O		Copperas, less	2 @ 5
Myrrh	@ 50	Orris, powdered	30 @ 35	Copperas, powd.	4 @ 6
Myrrh, powdered	@ 50	Poke, powdered	20 @ 25	Corrosive Sublim	1 73 @ 1 80
Opium	8 30 @ 8 50	Rhubarb	75 @ 100	Cream Tartar	40 @ 45
Opium, powd.	9 80 @ 10 00	Rhubarb, powd.	75 @ 125	Cuttelbone	45 @ 50
Opium, gran.	10 00 @ 10 25	Rosinweed, powd.	25 @ 30	Dextrene	7 @ 10
Shellac	28 @ 35	Sarsaparilla, Hond.	@ 65	Dover's Powder	@ 2 50
Shellac, Bleached	30 @ 35	ground	@ 35	Emery, all Nos.	6 @ 10
Tragacanth		Sarsaparilla Mexican,	@ 35	Emery, powdered	5 @ 8
No. 1	2 25 @ 2 50	ground	20 @ 35	Epsom Salts, bbls.	@ 5
Tragacanth pow	1 25 @ 1 50	Squills	20 @ 35	Epsom Salts, less	6 @ 10
Turpentine	10 @ 15	Squills, powdered	40 @ 60	Ergot	2 00 @ 2 23
Leaves		Tumeric, powd.	12 @ 15	Ergot, powdered	2 75 @ 3 00
Buchu	1 65 @ 1 75	Valerian, powd.	25 @ 30	Flake White	15 @ 20
Buchu, powd.	1 75 @ 2 00	Seeds		Formaldehyde lb.	10 @ 15
Sage, bulk	@ 40	Anise	20 @ 25	Gambier	10 @ 15
Sage, 1/4s loose	@ 45	Anise, powdered	@ 25	Gelatine	10 @ 15
Sage, powdered	@ 50	Bird, 1s	@ 12	Glassware, full	60 @ 75
Senna, Alex	30 @ 35	Canary	8 @ 12	Glassware, less 70 & 10%	
Senna, Tinn.	30 @ 35	Caraway	15 @ 20	Glauber Salts bbl.	2 @ 1 1/4
Senna, Tinn powd	35 @ 40	Cardamon	2 00 @ 2 25	Glauber Salts less	2 @ 1 1/4
Uva Ursi	18 @ 20	Celery (powd. 40)	30 @ 35	Glue, brown	11 @ 15
Oils		Coriander	10 @ 18	Glue, brown grd.	10 @ 15
Almonds, Bitter,		Dill	20 @ 25	Glue, white	15 @ 25
true	6 50 @ 7 00	Fennel	40 @ 45	Glue, white grd.	15 @ 20
Almonds, Bitter,		Flax	5 @ 10	Glycerine	26 @ 35
artificial	4 75 @ 5 00	Flax, ground	5 @ 10	Hops	45 @ 60
Almonds, Sweet,		Foenugreek, pow.	8 @ 10	Indigo	1 25 @ 1 50
true	1 25 @ 1 50	Hemp	6 @ 10	Iodine	4 55 @ 4 80
Almonds, Sweet,		Lobelia	@ 50	Iodoform	5 20 @ 5 30
imitation	50 @ 60	Mustard, yellow	16 @ 20	Lead Acetate	15 @ 20
Amber, crude	25 @ 30	Mustard, black	16 @ 20	Lycopodium	1 35 @ 1 50
Amber, rectified	40 @ 50	Mustard, powd.	22 @ 30	Mace	85 @ 90
Anise	2 00 @ 2 25	Poppy	15 @ 20	Mace, powdered	95 @ 100
Bergamont	4 50 @ 4 75	Quince	1 00 @ 1 25	Menthol	3 50 @ 3 75
Caljeput	1 35 @ 1 60	Rape	@ 15	Menthol	3 75 @ 4 00
Cassia	1 75 @ 2 00	Sabadilla	@ 35	Morphine	5 65 @ 5 90
Castor, bbls. and		Sabadilla, powd.	@ 40	Nux Vomica	@ 15
cans	15 @ 17 1/2	Sunflower	12 @ 15	Nux Vomica pow.	@ 20
Cedar Leaf	90 @ 1 00	Worm American	20 @ 25	Pepper, black pow.	@ 30
Citronella	75 @ 1 00	Worm Levant	1 00 @ 1 10	Pepper, white	@ 35
Cloves	1 20 @ 2 05	Tinctures		Pitch, Burgundy	@ 15
Cococnut	1 20 @ 2 25	Aconite	@ 75	Quassia	10 @ 15
Cod Liver	2 75 @ 3 00	Aloes	@ 65	Quinine, all brds	35 @ 45
Cotton Seed	85 @ 1 00	Arnica	@ 75	Rochelle Salts	32 @ 40
Cupbebs	3 75 @ 4 00	Asafoetida	@ 1 35	Saccharine	6 00 @ 6 25
Elgerson	1 75 @ 2 00	Bellaadonna	@ 1 65	Salt Peter	22 @ 25
Eucalyptus	1 00 @ 1 20	Benzoin	@ 1 00	Selditz Mixture	30 @ 35
Hemlock, pure	@ 1 00	Benzoin Compo'd	@ 1 00	Soap, green	15 @ 20
Juniper Berries	2 50 @ 2 75	Buchu	@ 1 50	Soap, mott castile	12 @ 15
Juniper Wood	70 @ 90	Cantharadies	@ 1 80	Soap, white castile	@ 6 75
Lard, extra	80 @ 90	Capsicum	@ 90	Soap, w... castile	
Lard, No. 1	65 @ 75	Cardamon	@ 1 50	less, per bar	@ 75
Laven'r Flowers.	@ 60	Cardamon, Comp.	@ 2 00	Soda Ash	1 1/2 @ 5
Lavender, Gar'n	1 25 @ 1 40	Catechu	@ 60	Soda Bicarbonate	1 1/2 @ 5
Lemon	2 00 @ 2 25	Cinchona	@ 1 05	Soda, Sal	1 @ 4
Linseed, boiled, bbl.	@ 57	Colchicum	@ 75	Spirits Camphor	@ 75
Linseed, bld. less	62 @ 70	Cubebs	@ 1 20	Sulphur rol	2 1/2 @ 5
Linseed, raw, bbl.	@ 56	Digitalis	@ 80	Sulphur Subl.	3 @ 5
Linseed, raw, less	61 @ 68	Gentian	@ 75	Tamarinds	15 @ 20
		Ginger	@ 95	Tartar Emetic	@ 60
		Gualac	@ 1 05	Turpentine Venice	65 @ 70
		Gualac Ammon.	@ 80	Vanilla Ex, pure	1 00 @ 1 10
		Iodine	@ 2 00	Witch Hazel	@ 65 00 10
		Iodine, Colorless	@ 2 00	Zinc Sulphate	7 @ 10

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	
Flour		Lobsters	

Index to Markets

By Columns

1		2	
AMMONIA		Clams	
Col.	12 oz. ovals, 2 doz. box 75	Little Neck, 1lb. ..	@1 25
AXLE GREASE		Clam Bouillon	
A	1	Burnham's 1/2 pt.	2 25
Ammonia	1	Burnham's pts.	3 75
Axle Grease	1	Burnham's qts.	7 50
B		Corn	
Baked Beans	1	Fair	65@ 70
Bath Brick	1	Good	90@1 00
Bluing	1	Fancy	@1 30
Breakfast Food	1	French Peas	
Brooms	1	Monbadon (Natural)	
Brushes	1	per doz.	1 75
Butter Color	1	Gooseberries	
C		No. 1, Fair	1 35
Candles	1	No. 2, Fancy	2 50
Canned Goods	1-2	Hominy	
Carbon Oils	2	Standard	85
Catsup	2	Lobster	
Cheese	3	1/4 lb.	1 45
Chewing Gum	3	1/2 lb.	2 25
Chicory	3	Picnic Flat	2 80
Chocolate	3	Mackerel	
Clothes Lines	3	Mustard, 1lb.	1 80
Cocoa	3	Mustard, 2lb.	2 80
Cocoanut	3	Soused, 1 1/2 lb.	1 60
Coffee	3	Soused, 2lb.	2 75
Confections	4	Tomato, 2lb.	2 80
Cracked Wheat	4	Mushrooms	
Crackers	5	Buttons, 1/2s	@ 15
Cream Tartar	6	Buttons, 1s	@ 32
D		Hotels, 1s	@ 20
Dried Fruits	6	Oysters	
F		Cove, 1 lb.	@ 75
Farinaceous Goods	6	Cove, 2 lb.	@1 40
Fishing Tackle	6	Plums	
Flavoring Extracts	7	Plums	90@1 35
Flour and Feed	7	Pears in Syrup	
Fruit Jars	7	No. 3 cans, per doz.	1 50
G		Peas	
Gelatine	7	Marrowfat	90@1 00
Grain Bags	7	Early June	1 10@1 25
H		Early June sifted	1 45@1 55
Herbs	7	Peaches	
Hides and Pelts	8	Pie	1 00@1 25
Horse Radish	8	No. 10 size can pie	@3 25
J		Pineapple	
Jelly	8	Grated	1 75@2 10
Jelly Glasses	8	Sliced	95@2 60
M		Pumpkin	
Macaroni	8	Fair	80
Mapleline	8	Good	90
Meats, Canned	9	Fancy	1 00
Mince Meat	8	No. 10	2 40
Molasses	8	Raspberries	
Mustard	8	Standard	@
N		Salmon	
Nuts	4	Warrens, 1 lb. Tall	2 30
O		Warrens, 1 lb. Flat	2 45
Olives	8	Red Alaska	1 70@1 75
P		Med Red Alaska	1 40@1 45
Pickles	8	Pink Alaska	@1 20
Pipes	8	Sardines	
Playing Cards	8	Domestic, 1/4s	@ 90
Potash	8	Domestic, 1/2 Mustard	3 75
Provisions	8	Domestic, 3/4 Mustard	3 25
R		French, 1/4s	7@14
Rice	9	French, 1/2s	13@23
Rolled Oats	9	Sauer Kraut	
S		No. 3, cans	90
Salad Dressing	9	No. 10, cans	2 40
Saleratus	9	Shrimps	
Salt Soda	9	Dunbar, 1s doz.	1 45
Salt	9	Dunbar, 1 1/2s doz.	2 70
Salt Fish	9	Succotash	
Seeds	10	Fair	90
Shoe Blacking	10	Good	1 20
Snuff	10	Fancy	1 25@1 40
Soda	10	Strawberries	
Spices	10	Standard	95
Starch	10	Fancy	2 25
Syrups	10	Tomatoes	
T		Good	90
Table Sauces	10	Fancy	1 20
Tea	10	No. 10	2 90
Tobacco	11, 12, 13	CATSUP	
Twine	13	Snider's pints	2 35
V		Snider's 1/2 pints	1 35
Vinegar	13	CHEESE	
W		Acme	@16 1/4
Wicking	13	Carson City	@16
Woodenware	13	Brick	@16
Wrapping Paper	14	Leiden	@15
Y		Limbarger	@18
Yeast Cake	14	Pineapple	40 @60
		Edam	@85
		Sap Sago	@18
		Swiss, domestic	@20

3

CHEWING GUM

Adams Black Jack	62
Adams Sappota	65
Beeman's Peppin	62
Beechnut	62
Chiclets	1 33
Colgan Violet Chips	65
Colgan Mint Chips	65
Dentyne	62
Doublemint	64
Flag Spruce	69
Juicy Fruit	59
Red Robin	62
Spearmint, Wrigleys	64
Spearmint, 5 box jars	3 20
Spearmint, 3 box jars	1 92
Trunk Spruce	59
Yucatan	62
Zeno	64

CHOCOLATE

Walter Baker & Co.	
German's Sweet	22
Premium	32
Caracas	28
Walter M. Lowney Co.	
Premium, 1/4s	29
Premium, 1/2s	29

CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	2 25
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	90
No. 72 Jute	1 10
No. 60 Sisal	1 00
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, 1/4s	35
Colonial, 1/2s	33
Epps	42
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Huyler	36
Lowney, 1/4s	34
Lowney, 1/2s	34
Lowney, 5lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	36
Wan-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	32

COCOANUT

Dunham's	per lb.
1/4s, 5lb. case	30
1/2s, 5lb. case	29
1/4s 15 lb. case	29
1/2s 15 lb. case	28
1s, 15lb. case	27
1/4s & 1/2s 15lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	16
Bulk, pails	12
Bulk, barrels	12
Baker's Brazil Shredded	10 5c pkgs., per case 2 60
26 10c pkgs., per case	2 60
16 10c and 33 5c pkgs.,	per case 2 60

COFFEES ROASTED

Common	19
Fair	19 1/4
Choice	20
Fancy	21
Peaberry	23

Santos

Common	20
Fair	20 1/4
Choice	21
Fancy	23
Peaberry	23

Maracalbo

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

Bogota

Fair	24
Fancy	26

Exchange Market, Steady

Spot Market, Strong

Package

New York Basis

Arbuckle 17 00

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McLaughlin's XXXX

McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago, Ill.

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	Pails
Horehound	9 1/2
Standard	9 1/2
Standard, small	10
Twist, small	10

Cases

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
French Cream	10
Fancy	10

Grocers 7 Kindergarten 12 Leader 10 Majestic 10 Monarch 10 Novelty 11 Paris Creams 11 Premo Creams 14 Royal 8 1/2 Special 10 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
Cocoanut Kraut	14
Cocoanut Waffles	14
Coffy Toffy	14
Dainty Mints 7 lb. tin	16
Empire Fudge	14
Fudge, Pineapple	14
Fudge, Walnut	14
Fudge, Filbert	14
Fudge, Choco. Peanut	14
Fudge, Honey Moon	14
Fudge, Toasted Cocoa	14
Fudge, Cherry	14
Fudge, Cocoanut	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	13
nut	13
Nut Butter Puffs	14
Pecans, Ex. Large	14

Pails

Assorted Choc.	16
Amazon Caramels	16
Champion	13
Choc. Chips, Eureka	19
Climax	14
Eclipse, Assorted	14
Ideal Chocolates	14
Klondike Chocolates	18
Nabobs	18
Nibble Sticks	25
Nut Wafers	18
Ococo Choc. Caramels	17
Peanut Clusters	20
Quintette	16
Regina	12
Star Chocolates	13
Superior Choc. (light)	19

Pop Corn Goods

Cracker Jack with coupon	3 25
Pop Corn Goods with Prizes	3 50
Giggles, 5c pkg. cs.	3 50
Oh My 100s	3 50
Cracker Jack, with Prize	3 50
Pop Corn Balls, with ribbon, 200 in cs per cs.	1 40

Cough Drops

Putnam Menthol	1 00
Smith Bros.	1 25

NUTS—Whole

Almonds, Tarragona	22
Almonds, California	22
soft shell Drake	@22
Brazils	12@13
Filberts	12@13
Cal. No. 1 S. S.	@22
Walnuts, Naples	18@19
Walnuts, Grenoble	17@18
Table nuts, fancy	14@16
Pecans, Large	@13
Pecans, Ex. Large	@14

Shelled

No. 1 Spanish Shelled	6 1/2@7
Peanuts	10 1/2@11
Ex. Lg. Va. Shelled	@60
Pecan Halves	@40
Walnut Halves	@40
Filbert Meats	@30
Alcantara Almonds	@65
Jordan Almonds	25

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Peanuts

Fancy H P Suns	
Raw	5 1/2@6 1/4
Roasted	7@7 1/2
H. P. Jumbo,	
Raw	7 1/2@8
Roasted	8 1/2@9

CRACKERS

National Biscuit Company Brands

In-er-Seal Trade Mark Package Goods

Baronet Biscuit	Per doz.
Flake Wafers	1 00
Cameo Biscuit	1 50
Cheese Sandwich	1 00
Chocolate Wafers	1 00
Fig Newton	1 00
Five O'Clock Tea Bct	1 00
Ginger Snaps NBC	1 00
Graham Crackers	1 00
Lemon Snaps	50
M. M. Dainties	1 00
Oysterettes	50
Pretzels	50
Royal Toast	1 00
Social Tea Biscuit	1 00
Saltine Biscuit	1 00
Saratoga Flakes	1 50
Soda Crackers, N.B.C.	1 00
Soda Crackers Frem.	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

Per doz.

Per doz.

Per doz.

Per doz.

Per doz.

Per doz.

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Butter	
N B C Square	Boxes 7 1/2
Seymour Round	7 1/2
N B C Sodas	7 1/2
N B C Picnic Oysters	7 1/2
Gem Oysters	7 1/2
Soda	
N B C Sodas	3 1/2
Premium Sodas	8
Select Sodas	10
Saratoga Flakes	13
Saltines	13

Oyster	
N B C Picnic Oysters	7 1/2
Gem Oysters	7 1/2
Shell	8 1/2

Sugar Wafer Specialties	
Adora	1.00
Nabisco	1.00
Nabisco	1.75
Festino	1.50
Festino	2.50
Lorna Doone	1.00
Anola	1.00
Champagne Wafers	2.50

Above quotations of National Biscuit Co., subject to change without notice.

CREAM TARTAR	
Barrels or Drums	38
Boxes	39
Square Cans	41
Fancy Caddies	46

DRIED FRUITS

Apples	
Evaporated Choice blk	
Evaporated Fancy pkg.	
Apricots	
California	9@12
Citron	
Corsican	16 1/2
Currants	
Imported, 1 lb. pkg.	8 1/2
Imported, bulk	8 1/2

Peaches	
Muir-Choice, 25lb.	6 1/2
Muir-Fancy, 25lb.	7 1/2
Fancy, Peeled, 25lb.	12

Lemon, American	
12 1/2	
Orange, American	
12 1/2	

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 1/2

California Prunes	
90-100 25lb. boxes	@ 7 1/2
30-90 25lb. boxes	@ 8 1/2
70-80 25lb. boxes	@ 9 1/2
50-70 25lb. boxes	@ 10
30-60 25lb. boxes	@ 10 1/2
40-50 25lb. boxes	@ 11

FARINACEOUS GOODS

Beans	
California Limas	6 1/2
Med. Hand Picked	3.30
Brown Holland	3.20
Farina	
25 1 lb. packages	1.60
Bulk, per 100 lb.	6.00
Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3.20

Hominy	
Pearl, 100 lb. sack	2.50
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	3.50

Pearl Barley	
Chester	3.75
Portage	5.00

Peas	
Green, Wisconsin, bu.	2.90
Split, lb.	6 1/2

Sago	
East India	5
German, sacks	5
German, broken pkg.	

Tapoca	
Flake, 100 lb. sacks	5 1/2
Pearl, 100 lb. sacks	5 1/2
Pearl, 36 pkgs.	2.25
Minute, 36 pkgs.	2.75

FISHING TACKLE	
1/2 to 1 in.	6
1 1/2 to 2 in.	7
2 to 3 in.	9
3 to 4 in.	11
4 to 5 in.	15
5 to 6 in.	20

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

Linen Lines	
Small	20
Medium	26
Large	34

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

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FLAVORING EXTRACTS	
Jennings D C Brand	
Extract Lemon Terpenless	
Extract Vanilla Mexican	
Both at the same price.	
No. 1, F box 1/2 oz.	85
No. 2, F box, 1 1/2 oz.	1.20
No. 4, F box, 2 1/2 oz.	2.25
No. 3, 2 1/2 oz. Taper	2.00
No. 2, 1 1/2 oz. flat	1.75

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	6.50
Fancy Spring	7.40
Wizard Graham	6.20
Wizard, Gran. Meal	4.60
Wizard Buckw't cwt.	3.60
Wizard	6.60
Rye	
Valley City Milling Co.	
Lily White	6.85
Light Loaf	6.35
Graham	3.00
Granma Health	3.10
Gran. Meal	2.00
Bolton Med.	1.90

Voigt Milling Co.	
Voigt's Crescent	6.85
Voigt's Royal	7.25
Voigt's Flourloft	6.85
Voigt's Hygienic Graham	5.80

Watson-Higgins Milling Co.	
Perfection	6.70
Tip Top Flour	6.20
Golden Sheaf Flour	5.80
Marshall's Best Flour	7.20

Worden Grocer Co.	
Quaker, paper	6.60
Quaker, cloth	6.70

Kansas Hard Wheat	
Voigt Milling Co.	
Calla Lily	6.85
Worden Grocer Co.	
American Eagle, 1/2 s	7.50
American Eagle, 1/4 s	7.40
American Eagle, 1/2 s	7.30

Spring Wheat	
Roy Baker	
Mazepa	7.20
Golden Horn, bakers	7.10
Wisconsin Rye	5.30
Bohemian Rye	5.55

Judson Grocer Co.	
Ceresota, 1/4 s	7.80
Ceresota, 1/2 s	7.70
Ceresota, 1/4 s	7.60

Voigt Milling Co.	
Columbia	7.45
Worden Grocer Co.	
Wingold, 1/4 s cloth	8.90
Wingold, 1/2 s cloth	7.90
Wingold, 1/4 s cloth	7.80
Wingold, 1/2 s paper	7.85
Wingold, 1/4 s paper	7.80

Meal	
Bolton	4.40
Golden Granulated	4.60

Wheat	
New Red	1.08
New White	1.06

Oats	
Michigan carlots	58
Less than carlots	60

Corn	
Carlots	84
Less than carlots	86

Hay	
Carlots	16.00
Less than carlots	18.00

Feed	
Street Car Feed	33.00
No. 1 Corn & Oat Fd	33.00
Cracked Corn	33.00
Coarse Corn Meal	33.00

FRUIT JARS	
Mason, pts., per gro.	4.65
Mason, qts., per gro.	5.00
Mason, 1/2 gal. per gro.	7.40
Mason, can tops, gro.	2.25

GELATINE	
Cox's, 1 doz. large	1.45
Cox's, 1 doz. small	.90
Knox's Sparkling, doz.	1.25
Knox's Acidu'd doz.	1.25
Minute, 2 qts., doz.	1.10
Minute, 2 qts., 3 doz.	3.25
Nelson's	1.50
Oxford	.75
Plymouth Rock, Phos.	1.25
Plymouth Rock, Plain	.90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19

Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

HIDES AND PELTS	
Hides	
Green, No. 1	13
Green, No. 2	12
Cured, No. 1	15
Cured, No. 2	14
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	15@.25
Shearlings	10@.20

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Tallow	
No. 1	@ 5
No. 2	@ 4

Wool	
Unwashed, med.	@ 24
Unwashed, fine	@ 20

HORSE RADISH	
Per doz.	90

Jelly	
5lb. pails, per doz.	2.30
15lb. pails, per pail	.65
30lb. pails, per pail	1.25

JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1/2 pt. in bbls., per doz.	16
8 oz. capped in bbls., per doz.	18

MAPLEINE	
2 oz. bottles, per doz.	4.00
1 oz. bottles, per doz.	2.25
1/2 oz. bottles, per doz.	1.10

MINCE MEAT	
Per case	2.85

MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20
Half barrels 2c extra	
Red Hen, No. 2 1/2	1.75
Red Hen, No. 5	1.75
Red Hen, No. 10	1.65

MUSTARD	
1/2 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 1 10@1.20	
Bulk, 2 gal. kegs 1 05@1.15	
Bulk, 5 gal. kegs 1 00@1.10	
Stuffed, 5 oz.	.90
Stuffed, 8 oz.	1.25
Stuffed, 14 oz.	2.25
Pitted (not stuffed)	
14 oz.	2.25
Manzanilla, 8 oz.	.90
Lunch, 10 oz.	1.35
Queen, 16 oz.	2.25
Queen, Mammoth, 19 oz.	4.25
Queen, Mammoth, 28 oz.	5.75
Olive Chow, 2 doz. cs.	2.25

PEANUT BUTTER	
Bel-Car-Mo Brand	
24 lb. fibre pails	.09 1/2
14 lb. fibre pails	.10
23 oz. jars, 1 doz.	2.25
2 lb. tin pails, 1 doz.	2.85
6 1/2 oz. jars, 2 doz.	1.80

PETROLEUM PRODUCTS	
Iron Barrels	
Perfection	5.9
Red Crown Gasoline	9.9
Gas Machine Gasoline	16.9
V. M. & P. Naphtha	9.4
Capitol Cylinder	29.9
Atlantic Red Engine	12.9
Summer Black	6.7
Polarine	28.9

PICKLES	
Medium	
Barrels, 1,200 count	7.50
Half bbls., 600 count	4.25
5 gallon kegs	1.90

Small	
Barrels	9.50
Half barrels	5.00
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	75
No. 20, Rover, enam'd	1.50
No. 572, Special	1.75
No. 98 Golf, Satin fin.	2.00
No. 808, Bicycle	2.00
No. 632 Tourist whist	2.25

TOUTASH	
Babbitt's, 2 doz.	1.75

PROVISIONS	
Barreled Pork	
Clear Back	22.00@23.00
Short Cut Clr	20.00@21.00
Bean	16.00@17.00
Brisket, Clear	27.00@28.00
Pig	
Clear Family	26.00

Dry Salt Meats	
S P Bellies	14 1/2@15
Pure in tierces	11 1/2@12
Compound Lard	8 1/2@9
80 lb. tubs	advance 1/2
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
8 lb. pails	advance 1

Smoked Meats	
Hams, 14-16 lb.	15 1/2@16 1/2
Hams, 16-18 lb.	14 1/2@15 1/2
Hams, 18-20 lb.	14 1/2@15 1/2
Ham, dried beef	
sets	29@30
California Hams	10 1/2@11

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Picnic Boiled

SPECIAL PRICE CURRENT

12

Smoking	
Big Chief, 16 oz.	30
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	5 76
Briar Pipe, 10c	11 52
Black Swan, 5c	5 76
Black Swan, 10c	11 52
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 52
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 16 oz.	29
Cigar Clip, 5c	40
Cigar Clip, 10c	30
Cigar Clip, 15c	30
Identity, 5c and 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	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 53
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 60
Gall & Ax Navy, 5c	42
Growler, 5c	94
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 10c	3 72
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I K L, 5c	6 10
I K 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
La Redo, 3 oz.	10 80
La Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Crve 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. case	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 40
Plow Boy, 14 oz.	4 70
Pedro, 10c	11 93
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	48
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 14
S. & M., 5c gross	5 76
S. & M., 14 oz., doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50

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Pilot, 7 oz. doz.	1 05
Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	5 76
Sweet Lotus, 10c	11 52
Sweet Lotus, per doz.	4 60
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
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.	43
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	88
Velvet, 5c pouch	48
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	5 76
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz.	4 60

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	18
Oakland apple cider	13
State Seal sugar	11 1/2
Oakland white pickig	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 09
Splint, medium	3 59
Splint, small	3 00
Willow, Clothes, large	8 00
Willow, Clothes, small	6 25
Willow, Clothes, me'm	7 25

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	75
Cartons, 20 1/2 doz. bxs	80
Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20
No. 1 complete	40
No. 2 complete	28
Case No. 2, fillers	15
sets	1 25
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	
10 qt. Galvanized	2 25
12 qt. Galvanized	2 50
14 qt. Galvanized	2 75
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	8 25
Medium Galvanized	7 25
Small Galvanized	6 25
Washboards	
Banner, Globe	3 00
Brass, Single	3 75
Glass, Single	3 60
Single Acme	3 50
Double Peerless	5 25
Single Peerless	3 85
Northern Queen	4 15
Double Duplex	3 75
Good Enough	3 85
Universal	3 80
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@5 75
Macaroni	1 70@2 35
Spices	40@ 85
Herbs	@ 75
AXLE GREASE	
MICA	
GREASE	
1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	22 70
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	
8 doz. each, 10, 15 and	
25 oz.	32 80
With 4 dozen 10 oz. free	
Barrel Deal No. 2	
6 doz. each, 10, 15 and	
25 oz.	24 60
With 3 dozen 10 oz. free	
Half-Barrel Deal No. 3	
4 doz. each, 10, 15 and	
25 oz.	16 40
With 2 doz. 10 oz. free	
All cases sold F. O. B.	
jobbing point.	
All barrels and half-	
barrels sold F. O. B. 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 09	
Dutch Masters, Inv. 70 00	
Dutch Masters, Pan. 70 00	
Dutch Master Grande 68 00	
Little Dutch Masters	
(300 lots)	10 00
Gee Jay (300 lots)	10 00
El Portana	33 00
S. C. W.	32 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 Marto 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.

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.

PUTNAM'S

Double A

Bitter Sweet Chocolates

The Highest in Quality Greatest in Demand

If you are not supplied a postal card will bring them
Packed in five pound boxes

Vanilla, Pineapple, Orange, Lemon, Raspberry,
Walnut or Assorted.

Made by

National Candy Co., Inc.

Putnam Factory

GRAND RAPIDS

MICHIGAN

16

Roasted

Dwinnell-Wright Brands



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; Lee	
& Cady, Kalamazoo; Lee	
& Cady, Saginaw; Bay	
City Grocer Company, Bay	
City; Brown, Davis &	
Warner, Jackson; Gods-	
mark, Durand & Co., Bat-	
tle Creek; Fielbach Co.,	
Toledo.	

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.

Leave August 1 on auto tour of Western States. Firms wishing to advertise please communicate. References given. Address H. S. Swarthout, Pinckney, Michigan. 238

Wanted at once a second-hand hopper scale from 50 to 80 bushel capacity. Must be in first-class condition. Scottville Produce Co., Scottville, Michigan. 239

For Sale—General merchandise, grain and implement business in small town in the best farming community in Southern Indiana. Address, Fred Niederhaus, Staser, Indiana. 300

For Sale—Grocery and meat business. Building and fixtures; slaughter-house and fixtures; ice house; two and one-half acres of land, wagons, sleighs and business automobile. Enquire of Overlie & Miller, Cedar Springs, Michigan. 301

For Sale—Dry goods, clothing, shoe and rubber stock located in small town in East Central Michigan. Mrs. D. A. Stoutenburg, Prescott, Michigan. 302

Restaurant Fixtures—Good restaurant fixtures, 12-chair counter, showcases, etc., cheap; have poor health. Address Box 148, Lander, Wyoming. 303

For Sale—Well-assorted and complete line of men's furnishing goods, mostly in original packages. Also two other stocks of good assortments. Inventory value about \$9,000. Will sell at a bargain. Cash talks. Address No. 304, care Michigan Tradesman. 304

DO YOU WANT the best drug store in the best small town of 2,000 population in Michigan? A new twelve foot, all marble, iceless soda fountain. A complete Nyal stock. On the jobbing list of several houses. Cash sales average about \$35 per day, with about 2 per cent. short time credit. Stock up to date. Address No. 294, Michigan Tradesman. 294

For Sale—One of best stocks of general merchandise in Michigan. Established in same place 43 years. Stock always kept clean; very little old goods. Invoice \$15,000; always money maker. Will reduce to suit purchaser. Located in hustling town of 800 population in best farming and dairying section of State. We own the two-story brick, steam heated, electric lighted corner building which will lease or sell. Never offered for sale before. Might consider good improved Michigan farm part payment. Old age and poor health reasons for selling. If you want good business opportunity here is your chance. Address No. 295, care Tradesman. 295

For Sale—Grocery, old stand, in a good neighborhood, corner store, large order route and good transient trade; clean stock, store and fixtures up to date; will sell at a reasonable price. Grocery 45, care Tradesman. 296

For Sale—Cigar, confectionery, stationery and news stand. On account of other business will sell at a bargain; clearing \$150 per month. News Stand 1422 Main St., Joplin, Mo. 297

A stock of general merchandise invoicing about \$3,000 for sale cheap for cash. Enquire of W. W. Barnard, Pinckney, Michigan. 305

Wanted—A dry goods store in a city of about 25,000 population; will pay cash. Address E. A. Roberts, 341 Humboldt Parkway, Buffalo, N. Y. 306

For Sale—Clean stock of men's furnishings, shoes and clothing in live town of 5,000 in Central Michigan. Stock and fixtures invoice about \$3,000. Low rent and long lease, if desired. On account of poor health, will sell for 65 cents on the dollar. Address No. 307, care Michigan Tradesman. 307

For Sale—Clean stock of groceries in good town in wheat belt. Stock about \$3,000. Must be cash deal, others do not waste stamps. Address Box 13, Larned, Kansas. 290

Merchandise sales conducted—Stocks reduced or closed out entirely. 15 years in the business. Best of them all. Greene Sales Co., Jackson, Michigan. 293

For Sale—\$20,000 stock of clean merchandise at liberal discount. J. D. Barnett, Bellefontaine, Ohio. 282

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

Lace cabinet; new invention. Needed by all dry goods merchants. Manufacturer will sell part interest in business. Partner to manage selling end. Splendid opportunity for man with moderate capital and selling ability. J. E. Nace, Hanover, Pa. 285

For Sale—Grocery, hay and grain stock in city of 2,800 in Northern Michigan. This has been money maker for the past eight years and is a snap for some one. Owner died recently and widow does not want to continue the business. Lock Box 232, Onaway, Michigan. 279

For Sale or Exchange—Fully equipped furniture plant, employing twenty men, doing good business; has been running over time when other furniture plants were idle; no labor trouble; up-to-date equipment including power plant, good supply of hard-wood near by; good transportation point. Good reason for selling. Glenn Williams, Clio, Michigan. 280

For Sale—Moving picture theater, seating 225; equipments nearly new. Town of 5,000. Only one other in town. Investigate. Address 231, care Tradesman. 281

For Sale—Stock of 5 and 10 cent goods; china, enamel ware, toys, dry goods, ladies' and children's ready-to-wear garments. Invoices \$3,500. Located in Southern Michigan. Address 288, care Tradesman. 288

For Sale or Rent—Double store building in the best town in the Northwest part of Lower Peninsula. Suitable for racket, department or general store. Business not over done, with a large growing farming country around. No other town within twelve miles. Steam heat. Former occupants did \$60,000 business. Dr. V. F. Huntley, Mantion, Michigan. 289

For Sale—Good clean stock of hardware, stoves, paint, plumbing and heating, and tin shop, in one of the best towns in Southwestern Michigan. Good farming country and good factories. Business has been established for many years and always prosperous. Population 2,600. Stock will invoice about \$10,000. No trades considered. If interested, write No. 275, care Michigan Tradesman. 275

For Sale—Small stock clothing, dry goods, shoes. Retiring from business and moving away. Also store for sale or rent. Stock may be bought separately from building. Alex. Morris, Honor, Michigan. 264

If you are looking for good location for garage in good live town, good country with plenty of autos, address B. F. Haskins, Adrian, Missouri. 266

If you have a stock of merchandise in small town and want to trade it for village property and cash or if you want to change location, write me. No commissions. Wm. Sweet, Cedar Michigan. 268

Mounted power vacuum carpet and rug cleaner. A1 condition. Edw. T. Purvis, Bremen, Ohio. 269

For Sale—Very desirable general stock invoicing \$3,500. Thriving town in Southern Michigan. Will discount. Address 271, care Tradesman. 271

Will sell or trade theater business in city of 40,000; invoices \$1,100 for grocery or general merchandise business. Theater fixtures brand new. Will pay difference for stock. Address 1308 Portage street, Kalamazoo, Michigan. 273

The new way to sell your store. Information free. Address, Hart-Clooney & Co., Suite 506-7, 36 West Randolph street, Chicago, Ill. 252

For Sale or Exchange—For a Michigan drug store. \$4,000 variety stock. 6,000 population. Best farming section. Healthy. Low rent. 25% last year besides salary. W. I. Benedict, York, Neb. 270

For Sale—Blacksmith and woodwork business in good locality. A1 business. Good reasons for selling. For particulars address James Wilson, Gilford, Michigan. 260

Small Manufacturing Plant—Will take partner, salesman preferred, with capital to exploit new wooden novelties, or to expand with old product. Or will sell plant for \$2,035. Three good buildings; new cement block machine shop, large frame main building, and frame paint and finishing room. Full equipment power and wood working machinery and blacksmithing tools. At present manufacturing an article that keeps plant operating from five to seven months, and making a yearly showing of \$2,500 to \$3,000. Want to begin production of wooden novelties to supplement to keep plant operating twelve months. Preston M. Miles, Syracuse, Indiana. 246

Shoes—We are stock buyers of all kind of shoes, large or small, parts of or any kind of merchandise. Largest prices paid. Write at once. Perry Mercantile Co., 524 Gratiot avenue, Detroit, Michigan. 209

We pay CASH for merchandise stock and fixtures. Grand Rapids Store Fixture Co., 7 North Ionia Ave. 203

For Sale—Double generator gasoline lighting plant (manufactured by the Dow Manufacturing Company, Salem, Ohio) in perfect order. Cost, \$175. Also two rolling shoe ladders, with 65 foot track for twelve foot selling. Will sell cheap. For particulars, enquire C. E. Lenardson, Blissfield, Michigan. 286

Stocks Wanted—If you are desirous of selling your stock, tell me about it. I may be able to dispose of it quickly. My service free to both buyer and seller. E. Krusenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 870

Five drawer National cash register for sale cheap. A. Salomon & Son, Kalamazoo, Michigan. 219

For Sale—Four Station cash carrier for \$25. David Gibbs, Ludington, Mich. 181

We buy and sell second-hand store fixtures. Grand Rapids Store Fixture Co., 7 North Ionia Ave. 204

Here is a chance to buy a thriving fuel and feed store in Grand Rapids, in a fine location. Owner must sell for a very good reason. Address Fuel and Feed, care Tradesman. 202

If you want cash for your general stock, shoes or clothing, write R. W. Johnson, Fort Pierre, So. Dakota. 218

Wanted—I want to buy a shoe stock for spot cash. Price must be low. Address "Hartzell," care Tradesman. 907

Merchandise Sales Conductor. For closing out entirely or reducing stocks, get Flood, Dexter, Michigan. 18

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

Move your dead stock. For closing out or reducing stocks, get in touch with us. Merchant's Auction Co., Reedsburg, Wisconsin. 963

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

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 925

HELP WANTED.

Mr. Drug Clerk—\$2,500 cash and \$500 security will set you up in business in good location in best city of 50,000 in the State. Good fixtures, complete stock, good fountain, and \$20 daily sales to start with that can be doubled. Address No. 227, Michigan Tradesman. 227

Wanted—Clothing Salesman—To open an office and solicit orders for Merchant Tailoring. Full sample equipment is free. Start now and get into business "on your own hook." We build to-order the best clothes in America. If you have faith in your ability to do things, you are the fellow we are looking for! Full details will be supplied on request and I can call and talk it over if you are interested. E. L. Moon, General Agent, Columbus, Ohio. 707

SITUATIONS WANTED.

Salesman 18 years' experience in general merchandise and department stores. A1 window trimmer, card writer and advertiser; married, temperate; best of references; moderate salary. Open for position with progressive firm after September 1. Address Salesman, care of Michigan Tradesman. 291

FREE TO ONLY ONE MERCHANT in a town. Do you want to turn 1/4 to 1/2 of your stock into cash at a fair profit? We do it for you and do it right in 7 to 13 days—you pay us only when we produce results—and we will stand half the cost of circulars and newspaper ads. Write to-day. We are the biggest sales promoters in the country. U. S. Sales Corporation, Advertising Bldg., Chicago, Ill.

Auction! Auction!

The undersigned will sell at public auction at the corner of Rose and Water streets, Kalamazoo, Michigan, at 10:30 a. m. Thursday, July 29, 1915, an entire stock of men's furnishing goods and other merchandise.

Inventory value, \$9,000.

Stock consists principally as follows:

150 dozen boys' and men's high grade dress shirts.
200 dozen boys' and men's summer underwear.
100 dozen boys' and men's hats and caps.
50 dozen boys' and men's khaki pants.
100 dozen boys' and men's work shirts and overalls.
200 dozen men's work and dress pants.
100 dozen assorted gloves and mittens.
100 dozen assorted men's and boys' collars.
100 dozen boys' and men's winter underwear.
150 dozen boys' and men's hosiery.
50 dozen men's winter overshirts, all leading brands and makes.
900 pair boys' and men's and ladies' shoes.

Good assortment of all sizes of well-known shoes. Large lots of men's Mackinaw coats and men's raincoats and Dry Goods and other clean merchandise. No fixtures for sale. The stock has been moved to the above location for convenience of sale. All live merchants and stock buyers will do well to attend this sale. Will require a cash deposit of \$500 from every buyer.

Goods can be seen Tuesday and Wednesday, July 27 and 28
W. MAXWELL, Kalamazoo, Michigan.

Grand Rapids Store Fixture Co.

Complete Store and Office Outfitters
in
"New" or "Used" Fixtures

See our line of
FLOOR SHOW CASES
before buying

No. 7 Ionia Ave., N. W.

Grand Rapids, Michigan

Economic Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

TWO IN ONE.

Retail Grocers and Meat Dealers to Unite.

The consolidation of the Grand Rapids Retail Grocers' Protective Association and the Retail Meat Dealers' Association of Grand Rapids will be effected at a meeting to be held at the Grand Rapids Whist Club, 71 Division avenue, South, next Tuesday evening. The meeting will be preceded by a banquet which will be served at 7:30 sharp by the National Biscuit Company and H. J. Heinz Co. At the conclusion of the banquet a new constitution and by-laws will be adopted and officers will be elected for the ensuing year.

The Retail Grocers' Association has been especially active in the securing of new members of late, having added fifty new names to its membership list since February 1.

Under the consolidated arrangement many matters of vital interest to the trade can be prosecuted with much more energy than heretofore. One of the first things to receive attention will be the enactment of an effective moving van ordinance. Sunday closing will also be given due attention.

In order that the members of the new Association may have an opportunity to study the proposed constitution and by-laws, the Tradesman herewith submits the draft prepared by the special committee on that subject:

ARTICLE 1.

Name.

This Association shall be known as the Retail Grocers and Meat Dealers' Protective Association.

ARTICLE 2.

Objects.

Section 1. The object of this Association shall be the encouragement of harmony between retail grocers and meat dealers and joint actions of retail merchants.

Section 2. To protect the members from the practices of all such delinquents in securing credit as may be reported to our credit bureau by any member or members of our Association.

Section 3. To abate trade abuses and injurious and unbusinesslike practices.

Section 4. To disseminate trade information, encourage improvements in business methods, and generally advance interest of the retail grocers, meat dealers and other merchants.

Section 5. To secure municipal, state and national legislation favorable to the interest of the retail grocers, meat dealers and other retail merchants, and oppose such legislation as would prove detrimental to their interests.

ARTICLE 3.

Meetings.

Section 1. The meetings of this Association shall be held on the first and third Tuesday evenings of each month at 8 o'clock sharp.

ARTICLE 4.

Membership.

Section 1. All local salesmen, jobbers or their representatives are eligible to membership without the right of vote upon the payment of \$1 per year.

Section 2. All retail grocers and meat dealers are eligible to full membership, with the right to vote, upon the payment of \$2 per year in advance.

Section 3. All retail grocers, meat dealers and general merchants may become full members with free use to commercial reports of the Association, upon the payment of \$7 per year, payable semi-annually, in advance.

Section 4. Any member who refuses to pay his dues to this Association shall be suspended from all privileges of membership after thirty days until such dues shall be paid.

Section 5. Any associate member receiving Credit Reports shall be assessed 50 cents for each report given, payable monthly.

ARTICLE 5.

Officers.

Section 1. The officers of this Association shall consist of a President, First Vice-President, Second Vice-President, Secretary, Assistant Secretary, Treasurer, Credit Manager, and Executive Committee. Executive Committee shall consist of 7 members elected from the floor of the Association.

Section 2. All the above officers and Executive Committee shall hold their office for one year or until their successors are elected.

Section 3. The officers and Executive Committee shall have general charge of the business and the financial affairs of

the Association, shall fix the compensation of officers, shall have power to remove or suspend officers for cause, fill vacancies, and they shall demand that each officer to whom property is entrusted shall furnish a surety bond at the expense of the Association.

Section 4. Removal from the state, change of occupation or loss of membership or inability to comply with the provisions of the Constitution, by an officer or member of the Executive Committee, shall vacate his office.

Section 5. No person shall be an officer or member of the Executive Committee of this Association unless he is a member in good standing.

Section 6. Any elective officer who shall absent himself from the regular meeting of the Association three nights in succession, his office may be declared vacant unless prevented by sickness or other good excuse.

Section 7. Meetings of the Executive Committee may be called by the President or any three members of the Executive Committee. Four members of the Executive Committee shall constitute a quorum.

ARTICLE 6.

Section 1. Duties of the President: The President shall preside at all the meetings of the Association, put all questions, decide all points of order, announce decisions, appoint all committees, and fill vacancies in them not otherwise provided for, and shall at the opening of each annual meeting deliver an address before the Association. He shall with the Secretary sign all money orders and drafts. He shall also be an ex-officio member of all committees, call all special meetings of the Association and of the Executive Committee and perform such other duties as pertain to his office. He shall at the meeting following his election appoint the following committees: Trade, Legislative, Market, Entertainment, Investigation.

Section 2. Duties of Vice-Presidents: The Vice-Presidents in the order of their selection shall in the absence of the President perform all his duties.

Section 3. The Secretary shall keep a record of all proceedings of the Association and minutes of the meetings of the Executive Committee. He shall supervise all official correspondence, receive all the moneys due the Association at least once each month, turning the same over to the Treasurer at least once each month, taking his receipt therefor; issue all receipts for all dues paid him, issue all warrants on the Treasurer, have custody of all property not entrusted to other officers, and attend to such other duties as the Association or Executive Committee may direct. He shall sign all money drafts drawn on the funds of the Association, provided they are countersigned by the President. At each meeting of the Association he shall render a full report of the duties performed by him.

Section 4. The Treasurer shall have charge of the funds of the Association, pay all bills on vouchers signed by the President and Secretary when ordered by a majority vote of members present at any regular meeting. He shall render a full report at each meeting of the Association of duties performed by him, moneys received and paid out by him, and keep a full and accurate account of all the transactions of his office.

Section 5. The duties of the Credit Manager shall be to furnish the members in good standing reports on all delinquents and all others that he may be asked to furnish, collect all dues due the Association by its members unless otherwise authorized by the Executive Committee. He shall maintain a down town office at the direction of the Executive Committee. He shall pay to the members of the Association per check at the second meeting night of the Association of each month all money due the members less any back dues said members may owe the Association. He shall solicit membership and do everything in his power to advance the Association and its members.

Section 6. Duties of the Executive Committee: The Executive Committee shall have general supervision and control of the affairs of the Association, and shall be the official organ at all times and on all occasions, except when the Association is in session. Its actions shall be subject to the will of the next regular meeting of the Association. They shall have full charge of the property of the Association and be responsible for the same.

ARTICLE 7.

Section 1. All elections shall be by ballot and all terms of office shall begin with the close of each annual election, except the Credit Manager, who shall be under the direction of the Executive Committee.

ARTICLE 8.

Miscellaneous.

Section 1. Questions coming within the jurisdiction of this Association and not covered by the Constitution, will be referred to the Executive Committee, and they will make rules governing the same until the next meeting.

Section 2. Seven members present will constitute a quorum.

Section 3. The recognized rules of parliamentary procedure shall be observed and endorsed by the presiding officer, whose decision shall be subject to appeal, to the meeting by any five members.

Section 4. This Constitution can only be amended at a regular meeting of the Association and then only by a two-thirds affirmative vote of members present.

ARTICLE 9.

Order of Business.

1. Call to Order.
2. Roll Call of Officers.
3. Reading of Minutes.
4. Application of New Members.
5. Presentation of Bills.
6. Reading of Correspondence.
7. Reports of Standing Committees.
8. Reports of Special Committees.
9. Payment of Dues.
10. Report of Investigation Committee.
11. Admission of New Members.
12. Unfinished Business.
13. New Business.
14. Good of the Association.
15. Purchase and Sale of Goods.
16. Election of Officers.
17. Report of Secretary and Treasurer.
18. Adjournment.

Midland to Join in Bay City Outing.

Bay City, July 20.—As a result of the auto junket taken to Midland by the delegation of members of the Bay City Retail Grocers and Butchers' Association, the Midland Association will join in the big annual picnic and outing of the Bay City Association at the beach July 28, thereby increasing the size of the picnic by several hundreds of people.

The run to Midland and the partaking of the evening meal were accomplished without incident. Following supper the Midland Association and the Bay City delegates met in a joint session, at which time a number of good talks were made by members of both organizations, President Wm. McMorris, of the local Association, presiding over the meeting.

An exhaustive talk on the purposes and accomplishments of the Bay City Association was made before the joint meeting by former President, M. L. De Bats, of the State Grocers and Butchers' Association, at the end of which he was roundly applauded.

George Hawkins, Sealer of Weights and measures of Bay County, who accompanied the grocers and butchers from Bay City to Midland, gave an educational talk to the Midland Association on the value of organization and co-operation in connection with respecting and observing the State pure food laws. His talk was well received by the Midland Association members.

President McMorris talked on the importance of local and State organization by grocers and butchers for their mutual protection and for the securing of desirable legislation and defeating proposed laws which would prove detrimental to provisioners and consumers. He concluded his talk with a cordial invitation to Midland to lock up shop July 28 and come to Bay City and have a good time, assuring them that they would receive the best that Bay City can afford in the way of hospitality.

The talk of the President was received by the Midlanders in a most pleasing manner and the invitation was accepted to join in the big outing, promises being made to bring as many here from Midland as possible. A pleasing speech of acceptance came from President Winkler, of the Midland Association, and others followed him.

The delegates from Bay City were loud in their praise of the manner in which they were received and entertained at Midland, where an orchestra furnished excellent music throughout the meeting, which was closed with light refreshments.

Wholesale Grocer Heads Commerce Board.

Alpena, July 20.—F. I. Holmes, head of the wholesale grocery firm of Holmes & Son, and one of the most highly regarded of Alpena's young business men, has been elected President of the Alpena Chamber of Commerce. N. M. Eddy and H. M. Howe have been elected Vice-Presidents and the following were named directors: J. L. Bertraud, H. K. Gus-

tain, Edward C. Spens, Robert H. Rayburn, John Beck, Fred H. Orcutt, Charles J. Cronin, Dr. E. E. McKnight, O. W. Bishop, H. C. Masters.

Mr. Eddy and Mr. Howe received the largest vote of the candidates for directors and, in accordance with the recommendation of the nominating committee and the election inspectors will be named Vice-Presidents by the board of directors.

The selection of Mr. Holmes for the office of President is one that meets with general satisfaction.

Martin Martinson, the other candidate for President, to-day declared that a better choice for the position could not have been made.

The new board of directors will hold a meeting very soon to consider plans for the reorganization of the Chamber of Commerce along the lines proposed, with the various interests included in the membership divided in bureaus. A complete revision of the constitution and by-laws is planned. It is certain that one of the strong features of the organization will be the retail bureau. The retail merchants long have felt the necessity for an organization peculiarly their own, and under the new plan they will have this within the Chamber of Commerce.

W. Hartwell Johnston, son of Valda Johnston (Carhartt Overall Co.), who has been employed by Wm. Wrigley, Jr., the Chicago gum manufacturer, for the past three years, has been notified by his employer that he is to go to Australia soon to establish a branch factory at Melbourne.

L. Vallier, formerly engaged in the retail grocery business at Fremont, has purchased the hotel at Elk Rapids and renamed it the Vallier. He will give the premises a thorough renovating and bespeaks through the Tradesman the patronage of the traveling public.

BUSINESS CHANCES.

For Rent—Two brand new stores in Grand Rapids. Choice location for drug store and meat market. Good place for young man to establish a life business. O. J. Hessel, 1014 Fairmount street, Grand Rapids. 308

Live, up-to-date grocery stock and fixtures for sale. Inventory about \$2,000; cheap rent; good location. Apply promptly to box 221, Birmingham, Michigan. 309

For Sale—Drug store, first-class, good location, business steadily growing; ill-health compels sale. Drug 24, care Tradesman. 310

Salesman with small line wishing to make towns within 75 miles of Grand Rapids can travel in automobile with our salesman at small expense. Folger's, 553 Broadway, Grand Rapids, Michigan. 312

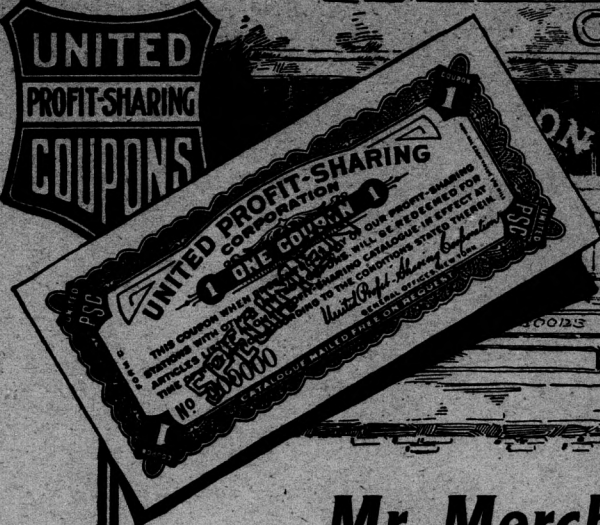
Business For Sale—With profit of over \$32,000 in the last 9 years. Address W. X. Y. Z., Janesville, Wis. 313

For Sale—Big stock of drugs; cheap. Address Frank Schulte, Sigel, Illinois. 314

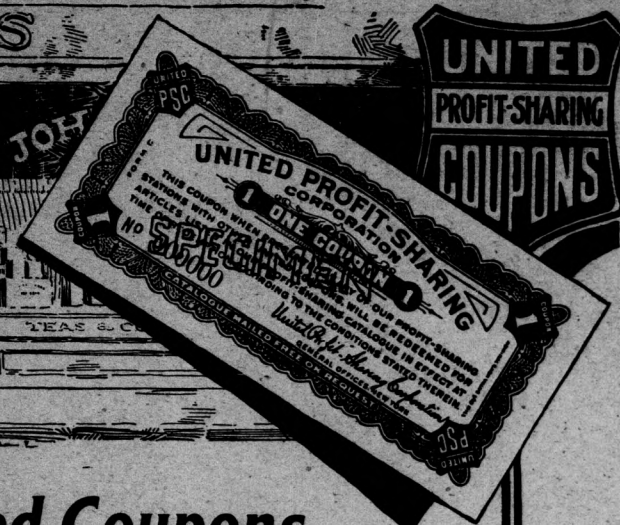
MR. MERCHANT is your store overstocked? If so, it is the biggest drain and parasite in your business. To-day if you are a thinker you can no longer be willing to admit that being overstocked is a necessary evil because my personal services are a remedy for this great economic waste. Hundred of merchants have employed me to their satisfaction; my methods are endorsed by leading wholesale houses; also, if you wish to dispose of your business, remove, reorganize, etc., write me for my services contain I believe the most inexpensive, practical proven and permanent solution of these great problems. W. G. Montgomery, Hotel Charlevoix, Detroit, Michigan. 315

For Rent—August 1, fine store-room with large basement. Big territory; any line. Steam heat furnished. Very reasonable rent. Also have good location for a doctor. Good income business flat building for sale. Address for particulars, C. M. Andrews, 1328 South Michigan street, South Bend, Indiana. 311

For Sale or Rent—Thirty-room building, fine location for good hotel or rooming house. Hanselman, Manistee, Mich. 316



GROCERIES



Mr. Merchant: United Coupons will help you get 100 per cent. of your customers' trade.

Mr. Merchant, of course you know that you do not get *all* the trade of even your steadiest customers.

You know that if every family on your books would buy all its groceries of you, you would be very much more prosperous.

Mr. Merchant, the United Profit-Sharing Plan will help you get *all* the trade of *all* your customers.

The United Premium Catalog, giving a list of the goods now containing United Coupons, goes to millions of homes, many of them the homes of *your* customers.

This catalog tells them to buy such goods as teas, coffees, baking powder, soap, etc., etc., "from their own dealer."

That's you, Mr. Merchant.

Unlike most catalogs, this catalog helps *you*. It does not take trade out of your town. It brings it in.

This trade will come to you if you stock and feature goods containing United Coupons—goods the United Premium Catalog *makes people want to buy*.

The manufacturer pays for these coupons, not you. He packs them with his goods as a part of his advertising appropriation spent for your benefit in your store.

The manufacturers are your friends. They want to help you win back the 52% of profitable business that belongs to you but is going to the big mail order houses.

Give the United Plan a fair trial. Get the catalog and its list of profit-sharing goods. Your name on our list will bring you free information about the plan and will show you the premiums your customers can get without cost to you.

Address Service Bureau, Department 18

United Profit-Sharing Corporation

44 West 18th Street, New York City

The Nation's Leading Brands of Flour

Let Us Line You Up
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Made from Soft Michigan Winter Wheat

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this side of New York offers a larger or better assortment of

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all marked in plain figures to sell at popular prices.

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OUR IMPORTED LINES are, with a few exceptions, all in
stock now.

Last Fall we were one of the few importers who **DE-
LIVERED EVERYTHING SOLD** and we are now ready to do the
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they will be filled as expected, *i. e.* at the well known

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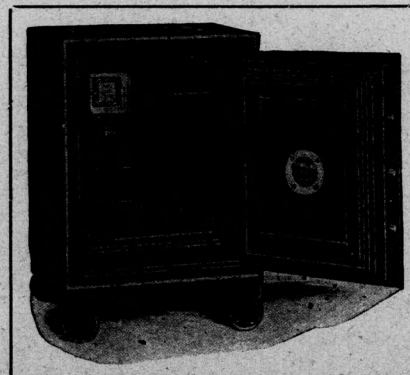


Whenever you run across a man who brands all business
men as thieves and liars, you'd better play safe and make him
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You bet you had. We never knew a man who was sus-
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not to do business with.

We have said it before and we say it again, there are other
safes made just as good as ours but none any better. If there-
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we should like mighty well to tell you all about our safes,
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can offer you.

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