

## ADVICE TO A YOUNG TRADESMAN

**A**S YOU have desired it of me, I write the following hints, which have been of service to me, and may, if observed, be so to you. Remember that time is money. He that can earn ten shillings a day by his labour, and goes abroad or sits idle one-half of that day, though he spends but sixpence during his diversion or idleness, ought not to reckon that the only expense; he has really spent, or rather, thrown away, five shillings besides.

Remember that money is of the prolific, generating nature. Money can beget money, and its offspring can beget more, and so on. Five shillings turned is six, turned again it is seven and threepence, and so on, until it becomes a hundred pounds. The more there is of it, the more it produces every turning, so that the profits rise quicker and quicker. He that kills a breeding sow destroys all her offspring to the thousandth generation. He that murders a crown destroys all that it might have produced, even scores of pounds.

Remember that six pounds a year is but a groat a day. For this little sum (which may be daily wasted either in time or expense unperceived) a man of credit may, on his own security, have the constant possession and use of a hundred pounds. So much in stock, briskly turned by an industrious man produces great advantage.

Remember this saying, "That the good paymaster is lord of another man's purse." He that is known to pay punctually and exactly to the time he promises may at any time, and on any occasion, raise all the money his friends can spare. This is sometimes of great use. After industry and frugality, nothing contributes more to the raising of a young man in the world than punctuality and justice in all his dealings; therefore never keep borrowed money an hour beyond the time you promised, lest a disappointment shut up your friend's purse forever.

The most trifling actions that affect a man's credit are to be regarded. The sound of your hammer at five in the morning or nine at night, heard by a creditor, makes him easy six months longer; but if he sees you at a billiard table, or hears your voice at a tavern when you should be at work, he will send for his money the next day; demands it, before he can receive it, in a lump.

It shows, besides, that you are mindful of what you owe; it makes you appear a careful as well as an honest man, and that still increases your credit.

Beware of thinking all your own that you possess, and of living accordingly. It is a mistake that many people who have credit fall into. To prevent this, keep an exact account for some time both of your expenses and your income. If you take the pains at first to mention particulars, it will have this good effect: you will discover how wonderfully small, trifling expenses mount up to large sums, and will discern what might have been, and may, for the future, be saved, without occasioning any great inconvenience.

In short, the way to wealth, if you desire it, is as plain as the way to market. It depends chiefly on two words, industry and frugality; that is, waste neither time nor money, but make the best use of both. Without industry or frugality nothing will do, and with them everything. He that gets all he can honestly, and saves all he gets (necessary expenses excepted), will certainly become rich, if that Being who governs the world, to whom all should look for a blessing on their honest endeavours, doth not, in His wise providence, otherwise determine.

*Benjamin Franklin.*



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Good Yeast  
Good Bread  
Good Health

Sell Your Customers  
**FLEISCHMANN'S  
YEAST**

## H. LEONARD & SONS

Announce the Opening of Their

## Toy & Fancy Goods Department

(Wholesale Only)

Without boasting we can say that not a wholesale store this side of New York offers a larger or better assortment of

### Holiday Merchandise

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Chinaware, Cut Glass, Silverware, Clocks

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**DON'T FAIL** to ask for catalogue or to visit our store in person.

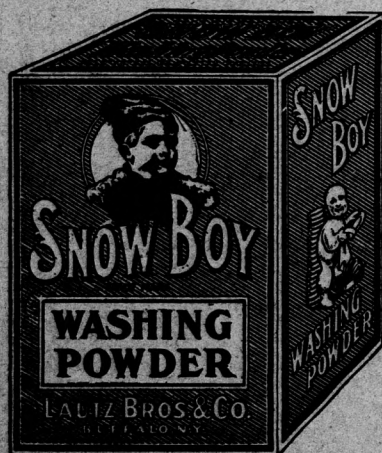
**OUR IMPORTED LINES** are, with a few exceptions, all in stock now.

Last Fall we were one of the few importers who **DELIVERED EVERYTHING SOLD** and we are now ready to do the same. Don't make a mistake, but place your orders where they will be filled as expected, *i. e.* at the well known

H. LEONARD & SONS

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GRAND RAPIDS



## SNOW BOY FREE!

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

### SNOW BOY WASHING POWDER 24s FAMILY SIZE

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25 boxes @ \$3.60—5 boxes FREE

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All Orders at above prices must be for immediate delivery.

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

Yours very truly,

Lautz Bros. & Co.

BUFFALO, N. Y., January 1, 1915.  
DEAL NO. 1600.



# MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, JULY 28, 1915

Number 1662

## SPECIAL FEATURES.

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## SOMETHING FOR NOTHING.

When anyone claims to be giving away something for nothing there is very probably an ulterior motive somewhere, but such is not the case with the Harvard System of Accounts for retailers, which is being distributed gratis by the Bureau of Business Research of Harvard University. We have from time to time mentioned in our columns the splendid work which is being done by this Bureau and heartily urge every groceryman to look into this system of accounting, with a view to establishing it in his own store.

One of the greatest needs of the retail trade is an adequate and uniform system of accounting. Just as the railroads and printers have profited by the adoption of such systems, so the retailer can better his condition by keeping his accounts in such form as will furnish him with the vital facts about his business. This is just what the Harvard System of Accounts will do for him. It is so simple that it can be used by the smallest store and yet has been adopted by and proved successful in numerous department stores throughout the country.

While it is worth everything to have a system so planned that it will show with sufficient detail exactly where you stand, it is even more important that you should have some way of knowing where you ought to stand. The chief advantage to you of keeping your accounts on this system is that it will enable you to compare your figures with those of other stores. By a comparison of the figures submitted by the hundreds of stores using the system, the Bureau is able to draw very important conclusions, which it publishes periodically in the form of reports and which are sent to all those who have co-operated. Even if you know whether you are making or losing money, you need standards for comparison. In no other way can you be certain that your expense is not too high at some point.

Mr. Walter E. Johnson, a representative of the Bureau, is in Grand Rapids this week for the purpose of interviewing several of the more prominent grocers in town. His time is somewhat limited, but he informs the Tradesman that he will talk with any responsible

grocerymen who may be interested in securing such a system. If you are interested drop him a card to the Herkimer and he will arrange an appointment with you. It will be well worth your while.

No sooner was the announcement made that Secretary Daniels of the Navy Department and others high in authority were disposed to seek the aid and advice of American ingenuity and American inventors than an abundance of it was showered upon them from all sources and sections. It is said that already information as to more than 3,000 plans for bombs, aeroplanes, submarines, guns and munitions generally have been forwarded to Washington. Some have sent letters, and some have sent samples, and it is evident that the American inventive genius has been stimulated wonderfully along destructive lines. Among them are suggestions for beating the submarine and defeating its purposes, and if that man has anything like what he represents, he ought to be able to sell it to England at a handsome figure. No other country is just now in greater need of something of this sort. While the great percentage of these suggestions are worthless, there are undoubtedly a few kernels of wheat in the bushels of chaff. Presumably there are some clever devices which will accomplish that for which they were designed, and if this is so, the result will be worth all the effort.

Reference has been frequently made in practically every newspaper in the United States to the LaFollette seamen's law passed by Congress and signed by the President, the practical effect of which is to take the Stars and Stripes off ocean-going vessels. The millionaires whose money is invested in boats with the primary idea of profit of course, but with the secondary thought that they were helping in building up an American merchant marine published the facts about it but were obliged to go out of the shipping business. Senator LaFollette, as the mouthpiece and personal representative of the labor unions, claimed that his bill was in the interests of American sailors and workingmen. It is interesting to note in this connection that organized labor is now joining capital in criticism of this statute and demanding its repeal. All of which goes to show how little reliance can be placed on the arbitrary demands of the labor unions. Their demands are always destructive—never constructive.

An egotist is a man who expects a woman to marry him for himself alone.

## CAUGHT BETWEEN TWO FIRES

Caught as the express companies have been between the two fires of the parcel post and the reduction of rates effective in February, 1914, there will probably be little opposition to the decision of the Interstate Commerce Commission granting a scale of charges from 1 to 4 per cent. higher. It has been well known that, with the exception of the Southern and Wells Fargo companies, express dividends have steadily decreased. The Commission's figures show how marked was the loss in revenue caused by the rate decision which became operative last year. For the full year of 1913 preceding the cut in rates, the decline in the gross income of all the companies amounted to about \$2,500,000. For the year following there was a decrease, according to the press reports, of more than \$13,500,000. "As a whole," the Commission admits of the companies, "they are operating at a loss." The new rates do not approach those of 1913, but they will afford substantial relief to the express companies, without working hardship to the business interests of the country. Above all, they may be interpreted as another earnest of the desire of the Commission to treat business liberally, and to correct hasty or mistaken decisions.

Mr. Gompers is quoted as saying that he is prepared to make good his statement that a German emissary had attempted to bribe labor men to bring about strikes in American ammunition factories. Until evidence of this nature is produced, the public will naturally be governed in its view of the probabilities of the matter by the course of events. There has been an epidemic of strikes and disturbances, in all manner of industries connected with the production and shipping of war supplies. Some of these appear to have been quickly settled, but on the other hand the indications are that there are plenty more to come. It may be possible to judge from the circumstances whether they are ordinary bona-fide labor movements or the result of alien instigation in the interest of a belligerent power. But the matter is too serious to be left entirely to that kind of judgment. Without undertaking to pass upon the truth of the assertions of foreign machination or conspiracy, the question is one that should engage the immediate attention of the Federal authorities. Doubtless agents of the Government are already at work quietly probing into the matter. Whether such enquiry will have the effect of quieting suspicion or of confirming it, the result in either case would be valuable. And in the latter

event, it would become the duty of the Government to take measures to protect American producers against alien interference with their lawful business.

When the European war broke out, what was prophesied would be one of the most annoying results in the United States was inability to get proper dye stuffs. A great deal was imported from Germany and the supply being cut off, it was necessary to secure a substitute. As a result Yankee ingenuity set itself to work very industriously and cold tar products have been utilized for this purpose very successfully. Now that this new dye stuff industry has been established it is already beginning to be afraid that when the war is over, Germany will begin exporting dye stuffs again and put the American concerns out of business. Accordingly steps are already being taken to see to it that the duty on dye stuffs will be fixed at a figure which will protect the American manufacturers. If this is done, Germany will lose one of its most profitable customers and that at a time when it will need all the money it can get.

The first passage of our large warships through the Panama Canal—the battleships Wisconsin, Missouri, and Iowa—saves the country from a peculiar mortification threatened by the last Culebra slide. The ships are bound for San Francisco, to assist in the celebration of the completion of a waterway that was built quite as much for naval as for commercial reasons. The slide was at first described as the most serious ever known, extending back 2,000 feet and involving an immense quantity of earth. It was stated that it would close the canal to large vessels for some time. The spectacle of part of our fleet being sent via Cape Horn to celebrate the opening of the Central American channel would have taxed even the ready enthusiasm of the West. It would have been possible, of course, to point out that mercantile vessels have seldom been delayed by the slides, the great majority of those trading through the canal being under 6,000 tons. Only recently have one or two boats of as large a tonnage as 12,000 been put on. But, according to engineers, the slides may continue for two or three decades, and one of unusual extent just now would have sounded to our navy like Tellurian and scornful laughter.

But in after years if a man refuses to let his wife buy his neckties she imagines that he has ceased to love her.

If a man coaxes his wife to accompany him on a business trip it is a sign that the trip is going to be short.



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, July 26—Learn one thing each week about Detroit: For use in chandeliers and other electrical fixtures one Detroit factory spins more than 100,000 pounds of brass yearly.

An opportunity for an up-state friend to insinuate that Detroit is noted for having a sufficient amount of brass.

The Kinzel drug store, corner of Michigan avenue and Griswold street, after a thorough remodeling and added floor space, presents a fine appearance and can undoubtedly be classed as among the finest drug stores in the State.

A Government investigation before is worth a million after a disaster.

Shroeder & Ensich, who have just embarked in the general dry goods business in Manston, Wis., were in Detroit last week purchasing their stock.

J. J. Guittard, Canadian hotel man and well known in Detroit, after an absence of about eight years, has again taken over the famous Hotel Sanita, at Chatham, Ont., about two hours ride from Detroit. The hotel has a wide reputation for its mineral baths and fine tennis courts and the return of the genial Jake Guittard to the active management means that the famous hostelry will again be at its best. Although ostensibly a resort hotel, Mr. Guittard is making low American plan rates and is giving special attention to the traveling men and their families on pleasure, as well as those on business bent. Mr. Guittard is the father of Harold Guittard, editor of the Dry Goods Optimist, published by Burnham, Stoepel & Co.

Charles Kraft has opened a confectionery store at 1234 Fisher avenue.

On Saturday, July 24, the Northern Navigation Co. transferred its southern terminal from Sarnia, Ont., to Detroit. The steamers Noronic, Harmonic and Huronic, a part of the company's fleet, are among the largest passenger boats on the great lakes and will make tri-weekly trips to Detroit. Eleven steamboat lines are now making stops at this city.

William Pohlman, representative for Cohn Bros. & Co., of Milwaukee, with headquarters in Marquette, is visiting with friends and relatives in Detroit. Mr. Pohlman, as the result of an automobile accident near Houghton a short time ago, in which one man was killed, was confined to the hospital and was only recently discharged. He shows no ill effects from his experience.

G. W. Pope, department manager for the Herpolsheimer Co., Grand Rapids, motored to Detroit last week. He was accompanied by his son, Gordon, who will remain in the city until the opening of the school season.

A gossip, according to G. Young, of A. Krolak & Co., is a person who multiplies 2x4 and gets 15 for the answer.

August Goettsche has succeeded A. W. Rupprecht in the grocery business at 687 Mt. Elliot avenue.

The United Cigar Stores Co. has leased the store at 23 Monroe avenue, in the Elks Temple building, for a term of eight years.

Will the money appropriated for submarines be called the sinking fund?

About 5,000 grocers, their clerks, families and friends attended the annual picnic and excursion of the Retail Grocer's Association at Tashmoo Park to-day. Two boats have been chartered for the occasion and plans have been laid for one of the most successful outings in years. Valuable prizes will be awarded the winners of the many events, athletic, aquatic and otherwise. One of the valuable prizes will be a motor cycle, given to the clerk who first succeeds in driving a rooster over the tape. This is about as easy as driving a balky husband.

It has been done, but takes much time and patience. Joseph Duprey, sales manager for the Williams Bros. Co. and Wm. J. Cusick, of Cusick Bros., 215 Jefferson avenue, E., will endeavor to shatter all cinder path records in order to carry home a barrel of pure cider vinegar. A box of lemons is offered for the woman who leaves the rest of the contestants in the fat ladies race in the rear. George W. Faulman, 31 Kercheval avenue, is President of the Association and Wm. J. Cusick is Financial Secretary and chairman of the entertainment committee.

John Edward Bullock is an American citizen and, what is more, is mighty proud of it. Jimmie, as he is affectionately called by his hosts of friends in all parts of the State, was born in the city of Stroud, England, November 11, 1885. That's why we take the pains to mention the fact of his unswerving love and loyalty to Old Glory, withal his admiration and respect for the home of his birthplace. Loyalty, by the way, is second nature to Jimmie. He received his early education in Stroud, where he attended school until he was 17 years old, which was the same year, together with his parents, that he came to this country, coming directly to Detroit,



JOHN EDWARD BULLOCK.

where he has lived ever since. Soon after the family arrived, young John secured work as flour packer for the David Stott Flour Mills. He remained at this work a short time, when he was promoted to shipping clerk, four years later being given a responsible position in the office. Each position Mr. Bullock held was with credit to himself. About eight years ago he resigned his position with the Stott Co. to act as representative for the Henkel Milling Co., now known as the Commercial Milling Co. To-day Jimmie Bullock is considered one of the most successful flour salesman traveling out of Detroit. September 11, 1911, Mr. Bullock and Miss Mary Clancy, a life long resident of Detroit, were joined in marriage, the union being blessed by a son, now sixteen months old. Besides his membership in Ashlar lodge, F. and A. M., Mr. Bullock is an enthusiastic member and officer of Cadillac Council, U. C. T. His hobby is automobiling and he seldom lets an opportunity pass to take mother and the baby for a spin. Our tribute to him is that if every citizen of this municipality were of the same type of manhood as John Edward Bullock, we would have such a model city; but then there is no place to name as an example.

Julius H. Jacobs, on July 20 opened a grocery and delicatessen store at 25 Warren avenue, W.

In the meantime Warsaw has saw-war.

The Gadabout Motor Corporation of New York has leased the two story

factory building at 182 Lafayette, E., for a short term of years.

D. A. Rothschild, formerly with the Prudential Insurance Co., has been appointed State manager of the Peerless Casualty Co., of Keene, N. H., and has taken charge of the newly-opened offices at 827 Chamber of Commerce building.

One evidence that the grocers' picnic will end without any blood being shed, is the fact that big John McManamy, of the Gordon-Pagel Bakery Co., will be unable to go through the "form" of umpiring the ball game.

The police arrested three men last week who had been systematically robbing the wholesale grocery firm of Lee & Cady of large quantities of sugar, over \$1,500 worth being taken before the men, who turned out to be employees, were apprehended.

Our old-time friend and neighbor, Frank Ederle, of Grand Rapids, recently played the role of hero. To those who bear more malice toward Frank than we do, we will give a synopsis of the plot. The full story can then be secured elsewhere. Time: about a month ago. Place: Bay City. Villains: Old Adam Schepper, of Schepper & Covert, and Bill Stay, representative for the Gary Steel Co. Hero: F. E. (in honest and conscientious pursuit of business). Accessories: Automobile, police, ravings (like one John McCullough), etc. Unlike all such stories, all nearly ends well, the hero is vindicated, but from this on the finis is different as both villains, who are not such bad fellows after all, go unpunished, at least temporarily.

Frank J. Ouellette and Jacob Leader have leased the factory building at 52 Baltimore avenue, E., to be used for the manufacture of rugs and as a carpet cleaning works.

The Hyatt Roller Bearing Co., 754-6 Woodward avenue, has confirmed contracts for the erection of a three-story reinforced concrete office and warehouse on Grand Boulevard.

What's become of the old fashioned summer, when old Pluvius took a rest for a day or two?

J. Hergenholder & Son will open a garage at East Jefferson and Phillip avenues about August 25.

Joseph McKeon opened a grocery at 340 Townsend avenue July 15.

Andrew, better known as Bob White, has succeeded John McMahon as special representative for Edson, Moore & Co. Mr. McMahon resigned to engage in the retail furnishing goods business with E. McLeish under the style of McMahon & McLeish.

In Lakeview lives our brother-in-law who is very solid with us. His name is Ivory.

Mrs. Runyon will open a restaurant and delicatessen store at 2058 Jefferson avenue, E., August 1.

Our office seismograph has not recorded any disturbances in the shape of council happenings from Cadillac's Secretary's headquarters, yet the belief about the State is that they are still in existence. Many, however, want the Missouri privilege.

J. E. Garlent has been appointed factory manager of the King Motor Co. For some time Mr. Garlent has been general superintendent for the Hupp Motor Car Co., which position he resigned to join the King Co.

Despite its delayed appearance, the mosquito still retains its old time sting.

The Davis 5 and 10 cent store has opened another store at 1359 Grand River avenue.

When a woman goes away for her vacation every moment of the time is usually enjoyed—by her husband.

Ours arrives home this week. James M. Goldstein.

One thing funnier than hearing a woman-whistle is to see her try.

If some people knew how little they know they would probably talk less.

## BANKRUPTCY MATTERS.

## Proceedings in the Western District of Michigan.

Grand Rapids, July 20—In the matter of G. W. Bisbee & Co., bankrupts, Fremont, the adjourned final meeting of creditors was held this date. Claims were allowed. The final report and account of the trustee, showing total receipts of \$182.30, disbursements of \$15 and balance of \$167.30, was considered and allowed. Supplement to final report and account showing additional receipts of \$13, and total balance of \$180.30 was considered and allowed. Final order for distribution made and first and final dividend of 9 per cent. declared and ordered paid.

John H. Rigden, of Grand Rapids, has filed a voluntary petition in bankruptcy, adjudication has this date been made, and the matter referred to Referee Wicks, who has also been appointed receiver. G. S. Norcross is in charge as custodian. The assets are listed at \$1,298.65 and the liability at \$1,017.94, of which \$277.42 is secured by contracts on assets and \$40 preferred tax and labor claims. The following are shown as creditors of the bankrupt:

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |          |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| Preferred.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |          |
| Personal tax, City Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | \$ 2.44  |
| Board of Public Works, Grand Rapids, water tax                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1.75     |
| City Clerk, license tax                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 10.00    |
| Laura Ver Ways, Grand Rapids, labor                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 23.72    |
| Earl Reed, Grand Rapids, labor                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 3.50     |
| Secured.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |          |
| Leon Agon, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | \$ 25.00 |
| William Hoge, Grand Haven                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 269.00   |
| Godfrey Silvesberg, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 64.00    |
| Unsecured.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |          |
| G. R. Home Dairy, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$ 90.00 |
| G. R. Association of Commerce                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 15.84    |
| Sanitary Milk Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 6.00     |
| C. A. Scheffler, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 5.00     |
| Thomas Canning Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 4.50     |
| P. Ver Sluis, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10.25    |
| Valley City Candy Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 7.50     |
| Veldman Printing Shop, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 14.75    |
| Wolverine Spice Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 9.26     |
| Kahn the Tailor, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 9.00     |
| Mr. Chaap, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 9.00     |
| S. Meretsky, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 5.00     |
| Mr. Vander Veen, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 1.00     |
| Ellis & Bashara, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 15.00    |
| Helmus Brothers, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 5.05     |
| Vonk's Creamery, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 6.50     |
| A. E. Brooks & Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 7.75     |
| Boylard Creamery Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 17.37    |
| W. Batt, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 27.00    |
| Consumers Ice Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 62.00    |
| Chicago Oyster Pail Co., Chicago                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 22.15    |
| Citizen's Tele. Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 2.00     |
| Chicago Candy Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 34.10    |
| Confectioners & Bakers Supply Co., Chicago                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 9.20     |
| John R. Cregan, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 5.00     |
| Dierdorf Cigar Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1.75     |
| Decker & Cargill, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1.50     |
| A. Eldisveld, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 20.82    |
| G. J. Crane, Chicago                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 9.92     |
| Elks' Lodge, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 4.00     |
| East End Bicycle Shop, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1.75     |
| Chocolate Cooler Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 6.15     |
| Dr. Hake, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 15.65    |
| G. R. - Muskegon Power Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 8.32     |
| Guarantee Vulc. Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 19.00    |
| Leonard-Hobart Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 3.92     |
| Hershelmer Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 2.71     |
| Herald Pub. Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 32.83    |
| Charles Holt, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 12.40    |
| H. J. Heinz Co., Detroit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 7.68     |
| Hughes Gelatine Co., Detroit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 9.00     |
| Johnson Bros., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 2.00     |
| Jefferson Avenue Market, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 4.37     |
| Educational Tablet Co., Kalamazoo                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 16.74    |
| Dr. E. L. Kendall, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1.50     |
| Mich. State Tele. Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1.50     |
| C. W. Mills Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 6.62     |
| W. H. Murphy Co., Chicago                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 12.00    |
| National Biscuit Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 3.00     |
| Olthof Candy Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 21.81    |
| F. Oltman & Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 4.40     |
| John Powers, Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 16.05    |
| Rysdale Candy Co., Grand Rapids                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 35.05    |
| Nicholas Thomas, Appleton, Wis.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 127.25   |
| Wesley J. Gonderman, Lowell, has filed a voluntary petition in bankruptcy, adjudication has this day been made and the matter referred to Referee Wicks, who has also been appointed as receiver. The first meeting of creditors has been called for August 25, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may properly come before the meeting. The schedules on file at this office show a fund of \$2,180.60 in cash on hand, the assets of the bankrupt having been sold by a trustee under prior trust mortgage, and the liabilities are shown at the sum of \$12,153.15 and preferred tax claims of \$40. The following are listed as creditors: |          |
| Preferred.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |          |
| Taxes due Flint, Michigan                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$ 40.00 |
| Unsecured.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |          |
| Crown Paper Bag Co., Jackson                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 46.29    |
| Bostwick Braum Co., Toledo                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 35.40    |
| Lee & Cady, Saginaw                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 78.60    |
| Great Northern Rubber Co., Detroit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 124.34   |
| Butcher Folding Crate Co., Vassar                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 6.00     |
| Ohio Rubber Co., Detroit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 40.00    |
| Hunt, Helm & Ferris, Harvard                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 416.67   |
| Kalamazoo Corset Co., Kalamazoo                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 138.57   |



|                                           |          |
|-------------------------------------------|----------|
| Garton, Fisher Wills Co., Detroit         | 123.00   |
| Wm. Brummeler & Sons, Grand Rapids        | 36.49    |
| E. J. Brach & Sons, Chicago               | 149.39   |
| Standard Oil Co., Grand Rapids            | 37.88    |
| Toledo Stove & Range Co., Toledo          | 153.12   |
| Wiesman & Sons Co., Detroit               | 32.42    |
| Kimmel Rogers Millinery Co., Grand Rapids | 46.31    |
| Sommer & Reno, Detroit                    | 37.37    |
| Shields Bros., Bombay, N. Y.              | 18.05    |
| W. A. Patterson, Flint                    | 116.00   |
| C. B. Rouse, New York                     | 5,397.90 |
| Adam Gonderman, Weiser, Idaho             | 2,800.00 |
| National Biscuit Co., Grand Rapids        | 400.00   |
| Armour & Co., Chicago                     | 6.36     |
| M. Plowaty & Sons, Grand Rapids           | 22.55    |
| Carl Knott Co., Grand Rapids              | 28.00    |
| Reid, Murdock & Co., Chicago              | 388.11   |
| A. H. Foster, Allegan                     | 12.40    |
| J. Martin, Fowler, Mich.                  | 59.30    |
| Wm. Walke & Co., St. Louis                | 19.78    |
| Sanit-Batt Mfg. Co., New York             | 16.87    |
| McCall Co., New York                      | 190.73   |
| Butler Bros., Chicago                     | 44.63    |
| Michigan Tire Co., Grand Rapids           | 36.05    |
| Euclid Art Co., Cleveland                 | 13.61    |
| Fenton Bard Shoe Co., Columbus            | 16.40    |
| Republic Metal Ware Co., Buffalo          | 21.15    |
| Eclipse Paint Co., Cleveland              | 33.60    |
| Reed Bros., Cleveland                     | 948.62   |
| Refiners Factory Catalog Co., Chicago     | 25.00    |

In the matter of the Bel Car Mo Nut Butter Co., bankrupt, Grand Rapids, the trustee has filed petition for authority to institute suit against certain of the stockholders for alleged unpaid stock subscriptions and an order to show cause has been made returnable August 25.

July 21—In the matter of Harry Padnos, bankrupt, a special hearing was this day held on certain claims and the trustee's objections thereto. The bankrupt and claimants were sworn and examined and further hearing adjourned to August 26.

In the matter of Handy Things Co., bankrupt, Ludington, the Circuit Court of Appeals has affirmed the decision of the referee allowing attorney fees to Cleland & Heald as special attorneys for the trustee in this matter in the suit of the trustee against the Stearns Salt & Lumber Co. The trustee has been directed to pay the allowance and to file a supplement to his final report and account heretofore filed and the final dividend will be paid upon receipt of the same. A first dividend of 15 per cent. has been heretofore paid to creditors in this matter.

Henry R. Pierce, bankrupt, Grand Rapids, has filed in court his offer of composition at 25 per cent. and an order for a special hearing on the offer of composition has been made by the

referee, returnable August 26. The bankrupt's schedules on file at this office show the following: Preferred claims, \$60.53; secured chattel mortgage claims, \$500 and interest; secured real estate claims, \$7,671 and interest; ordinary or unsecured claims, \$2,356.20. The bankrupt also has a claim of real estate exemption of \$1,500, provided there is any equity over and above the mortgage security; also a trade exemption of \$250. The inventory and appraisal shows the following: stock in trade and machinery and fixtures, \$4,432.60; household goods, \$225.00; real estate, \$7,000; accounts receivable, \$300; total, \$11,957.60.

Elmer L. Brillhart, Ludington, has filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. The first meeting of creditors has been called for August 24, at which time creditors may appear, prove their claims and transact such other business as may come before such meeting. C. G. Wing, of Ludington, has been appointed as custodian and has been given order to sell all perishable assets at once. The schedules on file at this office show the following assets: Real estate, \$2,000; cash on hand, \$4; stock in trade, \$8,580; household goods, \$250; books, \$50; horses, \$125; carriages, \$50; farming implements, \$20; machinery, tools, etc., \$735; personal property, \$75; debts due petitioner, \$86; deposits in bank, \$39.12; property in reversion, \$1,200. The liabilities are listed as follows: Secured, \$3,875; unsecured, \$4,637.97. The following are listed as creditors:

|                                           |           |
|-------------------------------------------|-----------|
| R. M. Turner, Ludington                   | 1,000.00  |
| S. V. Vaile, Hart                         | 100.00    |
| J. S. Boursma, Ludington                  | \$ 193.29 |
| F. R. Pierson, Tarrytown                  | 14.00     |
| E. F. Winterson Co., Chicago              | 121.30    |
| Eli Cross, Grand Rapids                   | 54.85     |
| G. Whitford Co., Chicago                  | 7.40      |
| F. S. Schmeling, Wauwatosa, Wis.          | 45.00     |
| Robt. Craig Co., Philadelphia             | 5.10      |
| Weis, Schmit Pottery Co., Milwaukee       | 80.04     |
| W. W. Barnard Co., Chicago                | 51.20     |
| Times Hotel Register Co., Dubuque, Ia.    | 12.00     |
| Peter Dahm, Morton Grove, Ill.            | 108.95    |
| Ionia Pottery Co., Ionia                  | 36.30     |
| L. Wasserman, Muskegon                    | 8.75      |
| B. J. Goodsell Hardware Co., Ludington    | 81.78     |
| Mr. Gillead Pottery Co., Mt. Gilead, Ohio | 150.00    |
| W. H. Warner Coal Co., Detroit            | 206.61    |
| Chronicle, Ludington                      | 1.50      |
| Waters Hardware Co., Ludington            | 7.99      |
| Advance Co., Richmond                     | 3.60      |
| Siegle Cooper Co., Chicago                | 75.00     |
| C. W. Hills, Chicago                      | 60.00     |

|                                       |          |
|---------------------------------------|----------|
| W. McClellan, Pentwater               | 10.00    |
| Crawford Plumbing Co., Chicago        | 45.00    |
| Westerbeek & Klun, New York           | 17.00    |
| Poehlman Bros., Chicago               | 16.90    |
| Chicago, Carnation Co., Chicago       | 180.00   |
| J. Scheiden, Chicago                  | 66.00    |
| Hoffman & Billings Co., Milwaukee     | 29.23    |
| Henry Smith, Grand Rapids             | 72.60    |
| Grand Rapids Floral Co., Grand Rapids | 102.00   |
| Vaughn Seed Store, Chicago            | 74.10    |
| American Hotel Supply Co., Chicago    | 19.60    |
| A. L. Randall Co., Chicago            | 40.35    |
| Conrad Parsons Co., Ludington         | 6.62     |
| S. V. Vaile, Hart                     | 105.00   |
| J. Clark, Weare, Mich.                | 80.00    |
| Sarah Brillhart, Ludington            | 1,200.00 |

July 23—In the matter of the Welch-Atkinson Shoe Co., bankrupt, Grand Rapids, the assets have this day been sold to the G. R. Mayhew Shoe Co., Grand Rapids, for the sum of \$10,000 and the sale has been confirmed by the referee. The trustee has been directed to file his first report and account and the first dividend to creditors will soon be ordered paid.

July 24—In the matter of the Household Furniture Co., bankrupt, Grand Rapids, the trustee has filed his third report and account, showing additional receipts of \$400 and a special meeting of creditors has been called for August 27, for the purpose of declaring a dividend to creditors. This is a very old estate and has heretofore paid two dividends aggregating 33 1/4 per cent. The collection at this time is from unpaid stock subscription of certain of the stockholders.

#### Complain of Lack of Attention.

Written for the Tradesman.

The writer listened to an animated discussion recently, participated in by a group of ladies, on the subject of the conduct of sales people employed in the big stores of Grand Rapids. One lady declared that there is but one store in the city where the service is all that could be desired. It mat-

tered not how crowded the department might be, she had received prompt and courteous attention. She did not credit the suggestion offered by another that her trade was especially desirable. So far as she had observed, the attention she received was not exceptional. The group coincided with her views. The third lady declared that she rarely received prompt attention from the employees of a certain big store on the north side of Monroe avenue. Only the day before she had entered that store for the express purpose of buying several articles she needed. She passed slowly through the eastern section, crossed the store at the rear and, turning into the western section, passed through it to the entrance and crossed the street to another store. The employees seemingly were not interested in the lady. None at least approached her and tendered service.

At another store recently thrown upon financial rocks, it was voted without a dissenting voice that the service was fairly good. "One of the oldest, if not the oldest, store in the city needs a general shaking up of its sales force," the fourth lady of the group remarked, adding the name of the firm. "Customers rarely receive the attention their presence entitles them to." And so the discussion ran on indefinitely. Of the seven stores mentioned the sales service of but two were acknowledged to be satisfactory.

S. A. W.

Every man thinks he needs a wife until after he acquires one.

## Make Mutual Profits Certain for You and Your Customers

Every time you make a sale of Dandelion Brand you make a satisfactory profit. Every time one of your customers buys

## "DANDELION BRAND" BUTTER COLOR

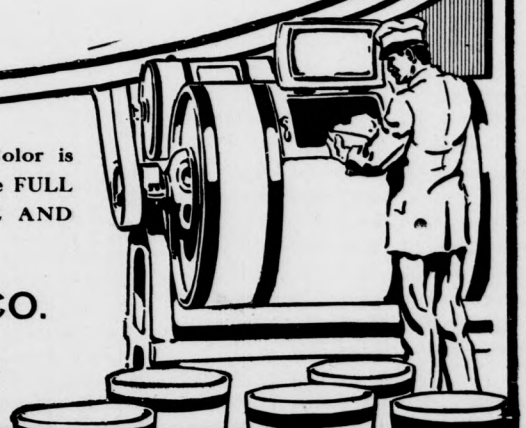
he adds to the profit he gets from his butter.

Push the sale of Dandelion Brand.

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

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

Manufacturers of Dandelion Brand Butter Color



# Dandelion Brand

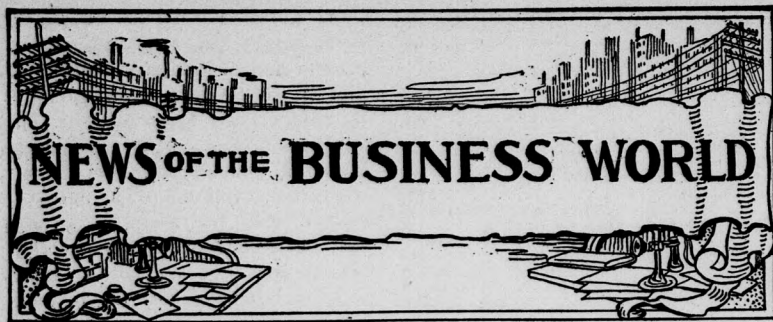


# Butter Color

The color with

the golden shade





### Movements of Merchants.

Logan—Scharan & Wilkison succeed L. N. Lake in general trade.

Vermontville—W. J. Helm has engaged in the shoe business here.

Maple City—Clavette & Luczek succeed S. R. Burke in general trade.

Charlotte—F. L. Thompson & Son have engaged in the garage and auto supply business.

Hastings—Victor C. Roblin, recently of Charlotte, will open a bazaar store here about August 1.

Kalamazoo—Ben B. Canfield has opened a wall paper and paint store at 606 North Burdick street.

Saranac—Joseph Bussier has purchased the G. L. Wasnick bakery and will continue the business.

Hillsdale—The Central Dry Goods Co. has changed \$12,800 of its \$40,000 capital stock to preferred.

Port Huron—The Summers Linen Co. sustained a loss by fire July 21, which was covered by insurance.

Mt. Pleasant—Roy S. Dean has sold his jewelry stock to Arthur Harding, who will take possession about August 1.

Fowlerville—The Miner-Johnson Co., general merchandise, has changed its name to the Oral V. Miner Co.

Marquette—Muntigu Bros. & Gattie, of Racine, Wis., have opened a fish house at the corner of Washington and Lake streets.

Crystal—Walter Beard has purchased the Youdan store building and will occupy it with a stock of confectionery about August 15.

Zeeland—Nykamp Bros., dealers in harness and vehicles, have purchased the store building which they occupy, of John Van Gelderen.

Fennville—Burglars entered the W. E. Shiffert general store July 18 and carried away some stock and the contents of the cash register.

Charlotte—Frank E. Thomas, who conducts a rural grocery store, has sold his stock to Herman Griffith, who will take possession August 1.

Ludington—Fire destroyed the Duncan & Burke meat market and the Emory Young restaurant July 24. The loss is covered by insurance.

Thompsonville—A. A. Morrill has purchased the flour and feed stock of E. A. Gardner, who will continue the business at the same location.

South Boardman—Spencer Covert has leased a store building at Lodi, and will occupy it with a stock of general merchandise August 1.

Bethel—C. V. Crull has traded his store building and stock of general merchandise to Roy Wilcox for his farm and has given possession.

Pontiac—Thomas Bros., who conducted a confectionery store at Grand

Ledge, have sold their stock there and engaged in a similar business here.

Lansing—G. E. Pulver is remodeling the store building at 122 South Washington avenue and will occupy it with a stock of hardware about August 1.

Houghton—Harry Alberts will engage in the wholesale and retail cigar and confectionery business in the Dee building, on Sheldon street, August 1.

Eaton Rapids—George Rogatz, dealer in shoes and clothing, has removed his stock to a town in Wisconsin and will continue the business.

Jeddo—The Jeddo Elevator Co. has been organized with an authorized capital stock of \$10,000, of which amount \$6,700 has been subscribed and paid in in cash.

Fenwick—Robert Chapman and John Walters have formed a copartnership under the style of Chapman & Walters and will deal in general merchandise and automobiles.

Saginaw—John A. Watson has leased the store building at 123 North Franklin street and will occupy it August 1 with a stock of ready-to-wear furs, skins and fur supplies.

Ludington—Sherman Bros. are closing out their stock of jewelry and silverware and will devote their entire attention to their stock of books, stationery and sewing machines.

Hillsdale—E. V. and D. V. Buchanan have purchased the stock of the Central Dry Goods Co. and will continue the business as one of their chain of stores in Michigan, Illinois and Iowa.

South Haven—The Cain-Mann Shoe Co. has been organized with an authorized capital stock of \$5,000, of which amount \$4,000 has been subscribed and \$1,000 paid in in cash.

Walkerville—Chaney & Purdy, undertakers and furniture dealers, have dissolved partnership and the business will be continued by D. I. Purdy, who has taken over the interest of his partner.

Grand Ledge—George Ligos, formerly of Lansing, has purchased the confectionery and ice cream stock of Thomas Bros. and will continue the business under the style of the Palace of Sweets.

Saranac—An explosion recently occurred in the Faxon drug store, which wrecked the entire interior and front of the building, which will have to be entirely remodeled. There was some insurance.

Leslie—Harry J. King has sold his interest in the drug stock of King & Young to Paul Young, of Benton Harbor, and the business will be continued at the same location under the style of Young Bros.

Woodland—Mr. Hershberger, who recently took over the E. E. McHaney & Co. stock of shoes and clothing to se-

cure indebtedness, has increased the stock and employed Lloyd Hitt as manager of the store.

Belding—Asa E. Dorr has consolidated his stock of agricultural implements and vehicles with the produce and grain stock of Post Bros. and the business will be continued under the style of the Belding Implement Co.

Menominee—A. E. and E. Guensburg, who have conducted the Grand department store for the past seventeen years, have sold their stock to the Wilson-Henes Co., which will be incorporated and take possession about August 10.

Jackson—McQuillan & Harrison are closing out their stock of children's clothing and will devote the space to a line of young men's clothing and furnishing goods in connection with their stock of men's clothing and hats.

Detroit—The Seitz & Schippert Co. has been organized to buy and sell groceries at wholesale, with an authorized capital stock of \$10,000, all of which has been subscribed and \$4,735 paid in in cash and \$265 in property.

Carson City—Joseph Bower, of Pewamo and Nicholas Geller, of Fowler, have formed a copartnership and purchased the F. A. Wright & Co. hardware stock and will continue the business under the style of Bower & Geller.

Bay City—The Clute Coal & Supply Co. has been organized to deal in fuel, sewer pipe, drain tile, builders and masons' supplies, etc., with an authorized capital stock of \$40,000, of which amount \$30,000 has been subscribed and paid in in property.

Pontiac—Bird & St. Louis, dealers in clothing and men's furnishing goods have incorporated with a capitalization of \$12,000 and will conduct the business as a corporation instead of a partnership in order to give employees of the store an opportunity to take stock in the company.

Escanaba—J. P. Trottier, Escanaba's original popcorn men, has opened what is believed to be the smallest store in the Upper Peninsula. The store building has a frontage of less than four feet. The stock of the store is made up wholly of crispettes, peanuts, popcorn and chewing gum.

Garden—Ralph D. Kuehn, the Garden druggist who pleaded guilty to violation of the liquor law, was sentenced by Judge Flannigan to pay a \$200 fine and spend ten days in the county jail or, in default of the fine to spend forty days in jail. Kuehn pleaded guilty to selling intoxicating liquor to John Nolan, a minor, who shared it with James Broody and Louis Mercier, the latter two afterward meeting death when the Dan Seavey mill burned at Gouley's Bay.

Detroit—Frontage at the northwest corner of Woodward avenue and Henry street, valued at approximately \$200,000, has been purchased by the Kern Realty Co. from Miss Minnie Booth, whose family has retained possession for more than thirty years. The property consist of a one-story building with frontages of 58 feet on Woodward avenue and 123 feet on Henry street,

now occupied by John Blessed & Sons, grocers. The Kern Realty Co. also bought the lease held by the grocery concern, having a number of years to run. Ernest and Otto Kern, owners of the Ernest Kern department store, are the principal stockholders in the purchasing company, which was recently incorporated with a capital stock of \$400,000.

### Manufacturing Matters.

Detroit—The Detroit Battery Co. has increased its capital stock from \$10,000 to \$60,000.

Detroit—The Michigan Steel Casting Co. has increased its capital stock from \$210,000 to \$280,000.

Charlotte—The Hancock Manufacturing Co. has completed a steel and brick addition to its plant, 80 x 160 feet.

Detroit—The Standard Tool & Manufacturing Co. has increased its capital stock from \$20,000 to \$35,000.

Jackson—The O. F. Schmid Chemical Co. has changed \$70,000 of its capital stock of \$250,000 to preferred.

Edmore—The Roach cannery here recently packed 3,070 cans—893,680 cans—of peas in one day of twenty-four hours.

Rapid River—Efforts are being made for the resumption of operations at the old Rapid River cheese factory which has been idle for a number of years.

Detroit—The Falcon Motor Truck Co. has been organized to manufacture and sell motor trucks with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Hamtramck—The John E. Smith Cut Stone Co. has been organized with an authorized capital stock of \$25,000, all of which has been subscribed, \$2,000 paid in in cash and \$23,000 in property.

Rogers City—It is expected that in the very near future Rogers City will have a modern creamery, Fred Repke, who has given the matter considerable study during the past year expecting to engage in the business shortly.

Detroit—The Detroit Motor Car Co. has been organized to manufacture automobiles, supplies and accessories, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$15,000 paid in in cash.

Detroit—The Detroit Optical Manufacturing Co. has been organized to manufacture optical goods of all kinds, with an authorized capital stock of \$5,000, all of which has been subscribed, \$2,500 paid in in cash and \$2,500 in property.

Detroit—The Cravette Glove Manufacturing Co., which has leased the building formerly occupied by the Albion postoffice, will operate a branch plant there. The Detroit plant will be continued, according to the Cravette officials.

Detroit—The Boerder Process Steel Co. has been organized to manufacture steel and other metal and manufactured products with an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed and \$2,000 paid in in cash.





### Review of the Grand Rapids Produce Market.

Apples—Harvest varieties command \$1 per bu.

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

Beets—15c per doz. for home grown. Blackberries—\$2 per 16 qt. crate.

Butter—Receipts are fairly liberal and the consumptive demand is fairly normal. The weather is still exceptionally good for the production of good butter and the market is firm, unchanged and healthy. If the weather becomes warm the production will be affected and prices will probably advance. 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—50c per bu. or \$1.25 per bbl.

Cantaloupes—Arizona Rockyfords command \$3 for standards and \$2.75 for ponies; Illinois flats, \$1 per crate of 12; Indiana Gems, 75c per basket; Indiana Standards, \$2.75 per crate of 45.

Cauliflower—\$1 per doz.

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 is nearly marketed.

Cocoanuts—\$4 per sack containing 100.

Cranberries—Reports from the cranberry sections of Cape Cod, New Jersey and Wisconsin state that in consequence of the cold weather a few weeks ago the cranberry crop will be short. Last season there were 625,000 barrels from these three sections, but according to best estimates now the coming crop will not exceed 400,000 barrels.

Cucumbers—40c per doz. for hot house.

Currants—\$1 per 16 qt. crate.

Eggs—Receipts continue liberal, but the demand is only moderate. The quality is fair, under the circumstances, but nothing like it was a few weeks ago. 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, 50c 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—Home grown command \$1 per bu.; Louisville, \$1.75 per 70 lb. sack.

Parsley—25c per doz.

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

Peaches—Georgia Elbertas are in large supply, selling readily at \$1.50@1.75 per bu. or 6 basket crate.

Pears—California Bartletts, \$2.50 per box.

Peas—Home grown are in ample supply at \$1.25 per bu.

Peppers—40c per basket for Southern.

Pieplant—75c per bu.

Plums—California, \$1.25 per box.

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 60c per bu. or \$1.50 per bbl.

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

Raspberries—\$1.75 per 16 qt. crate for black and \$2 for red.

Squash—75c per hamper for Southern grown.

Tomatoes—Home grown hot house command 80c 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 market shows no change for the week. Raws are incidentally where they were a week ago and so is refined. The condition is a conundrum to all concerned.

Tea—The market is firm, especially for the black kinds, the spot supply of which is small and does not increase from the moderate arrivals. The ordinary consumption of the country suffices to absorb the available supplies, and with this the case sellers have no difficulty in getting full values. This is especially true of India-Ceylons, for which the demand is good, and the receipts of which are small, largely trans-shipments from London. In the primary markets the same strength is noted, despite the high prices prevailing. The competition of the Russians and Persians may be less keen, but the tonnage question is a prime influence. The Japanese are taking care of their own shippers, which explains the accumulation of tea in China and the light exports of the same to this country.

Freights are 25 per cent. higher than a year ago, and tend upward. Under the circumstances it is felt that, barring an early ending of the war,

which few people expect, the market will be sustained and distributors compelled to pay the price.

Coffee—There has been no change in the market during the week. Buying is for actual wants only and prices are about steady. This applies to everything in Rio and Santos grades, also on milds. The poorer grades of coffee are neglected.

Canned Fruits—Apples are a little firmer, but not in very much demand. California canned goods, both spot and future, are unchanged and in light demand. Small Eastern staple canned goods are unchanged and dull.

Canned Vegetables—The whole tendency of the tomato market is inclined to have an easy tone, according to reports which the Tradesman has received from all sources. If anything, peas are a little weaker, as the supply is undoubtedly in excess of the demand. Corn is unchanged, both spot and future.

Canned Fish—There has been an increased firmness to the spot salmon market for several days. The trading in Alaska reds has been more active than that which has been in progress on any line, and supplies both here and on the Coast are said to be disappearing rapidly. Pinks are inclined to have a weakening tendency, according to at least one report which is current in the market. Chums are becoming gradually cleaned up at the prices which are generally being quoted. Additional advices have been received confirming the shortage in the Alaska red pack for 1915. It seems almost certain from the information which is being sent that the coming pack will be at least 30 per cent. less than the one made a year ago. The pack is practically over, the operators in the Behring Sea not daring to extend the season much beyond August 1 on account of the ice pack coming from the North and closing the inlets. The pack last year of Alaska red salmon was 2,172,000 cases which was a record pack. Domestic sardines are finding only a moderate demand, and the market appears to be in somewhat unsettled condition, owing principally to the smallness of the pack which is being made and to the rumors which refuse to be dispelled that outside packers are cutting prices. The buying in the spot market is only being done for very limited quantities. The principal run of fish this year is expected to be about two weeks late, according to advices which are being received from Eastport, and will not start, it is thought, until the middle of August.

Dried Fruits—Apricots are cheap, probably cheaper than for many years past. The market is 3 cents per pound lower than a short time ago. In spite of this, the demand is very slack. In anticipation that prices which will be made on the 1915 pack will be lower than the ones which are now being quoted by the California packers, there is no inclination to lay any heavy stocks of old crop prunes. The prices now ruling are very high, and with a large crop

being reported from the Coast for the coming season, there appears to be no fear here that there will be any difficulty in obtaining sufficient quantities from the new pack. Raisins are very strong, with a decided strengthening tendency. The stocks of old crop which are available are becoming very scarce, and good quality fruit is reported to be exceptionally difficult to locate. European countries are facing a shortage owing to the operations in the Eastern Mediterranean, where the Allies are still trying to force the Dardanelles, and both England and France are turning to the United States for stocks both from old crop and from the 1915 pack. The demands which are being made for August-September shipments upon the basis of the prices made some weeks ago by the Associated Company is said to be very satisfactory. With England in control of the Persian Gulf and the port of Bussorah controlled by the Allied forces, shipments of 1915 dates should be gotten off at the usual time, and not a month or so late, as was the case last year, when the district was in the hands of the Turks. Reports say that the crop will probably be larger this year than last season, but the increased value of the casewood boxes and supplies for packing the fruit are expected to more than counterbalance any tendency toward lower prices which the size of the crop might bring. For prompt shipment from Greece currants have a tendency to advance, owing it is said, to the scarcity of superior quality stock in that country. A part of the old crop is said to have been seriously damaged by the rains.

Rice—The tone is steady, with no pressure from the South, where the remainder stock is light, especially Blue Rose and screenings. New Orleans advices state that the rough rice market is dull owing to the lack of offerings. Cleaned rice is steady, with a quiet demand. The new crop is making progress, but the active movement will be delayed.

Cheese—The market is steady and unchanged, with a moderate consumptive demand. The receipts are liberal, owing to the very good producing weather. There is no particular export demand, and the market is therefore dull. No important change is in sight.

Provisions—All grades of smoked goods are steady and unchanged from a week ago. Pure lard and compound are dull, with prices about unchanged. Barrel pork is unchanged and in light demand. Dried beef and canned meats showed an improvement in demand, but no change in prices.

Salt Fish—The outlook for new Norway mackerel is firmer than ever on account of rumored purchases by Germany. Spot Norway mackerel are unchanged for the week, but are still firm. Irish mackerel and domestic shores are not occupying important situations in the market. Cod, hake and haddock are unchanged and dull.



## STOCKS, BONDS, GRAIN AND PROVISIONS

### Features of the Stock and Grain Market.

July 27—Wheat: A decline in Liverpool of two pence attributed to better weather in Europe was ignored, market starting steady under unsettled conditions over the northwest and forecast of showery conditions over the entire belt. Strength and a moderate advance appeared under the influence of numerous claims of rust in Minnesota, South Dakota also in North Dakota and major portion of the reports stated that present weather was favorable for spread and development of rust. A moderate sale to seaboard was in evidence, sales disclosed at time of writing 150,000. Three hundred thousand was reported sold to go to store. New York claims 40,000 sold for export and that Holland was in the market. Yields in this State show large average and indicate final crop larger than recent estimates, however Northwest reports and weather conditions will govern conditions for the time being.

Corn: Extreme dullness has characterized this market throughout the entire session with trade mainly professional. Unsettled conditions over Central and Northwestern portion of the belt and the forecast of country shut off the country offerings entirely and stimulated the Eastern demand to some extent. This item together with the action of wheat brought about a moderate advance but with no feature in the trade. Morning temperatures were little more favorable but are still too low over the West and Northwest, conditions over the Southern portion of the belt are more favorable and crop progressing rapidly.

Oats: The demand from July shorts not as urgent to-day as recently, trade in the entire market being very light and featureless. Such new oats as are arriving are being taken by large elevator interests and shipped on prior contracts. Bids meeting with practically no response.

Provisions: Irregular with further scattered liquidation in the entire list, support being mainly from shorts, although there was little buying of the ribs by packing interests.

New York: The market was largely Bethlehem and Crucible steel until last hour when rumors were afloat of an increase in rates being granted the Western railroads. This seemed to start a movement that looked like sales of industrials and purchases of rails. The speculative traders require action and as industrials have had a great advance the movement in rails will be welcomed by this group of the market. There is probably a fairly large short interest in rail stocks, accumulation of months, it will mean much to the roads if the rumor proves true and also to the steel company and equipment companies as the railroads will be enabled to purchase supplies. The steel earnings showed larger than expected. The present quarter will undoubtedly show still greater returns.

U. S. steel earnings past quarter \$27,930,000. Regular dividend declared on the preferred.

New certificates of Anaconda Copper Mining Co. par value of \$50 will be ready in exchange for present out-

standing certificates of par value of \$25 on and after July 22. One of \$50 par will be issued for each two shares of \$25 par. In cases where exchange cannot be made into full shares a bearer scrip certificate will be issued for half share. After July 22 dividend will be paid only on full shares of \$50 par. Stockholders who receive scrip certificates should also convert them into cash or buy enough to make up one share as holders of scrip certificates will not receive dividend on same.

Reorganization plan of Electric Boat Co. may be made public before the close of the week. That basis of exchange of new stock for old will be ten to one is admitted. It is again pointed out that preferred stock will receive same privileges as common stock. A representative of company says both the stock and certificates will be treated alike in reorganization. Initial dividend on new stock will be at rate of \$6 or more per share.

Stewart Warner Speedometer Co. declared regular quarterly dividends of 1½ per cent. on the common and 1¾ per cent. preferred stock, payable August 1 to stock record July 26.

Cleveland Leader says merger of independent steel companies is under way to be headed by Chas. M. Schwab.

Attorney General Gregory when asked about the report from Cleveland that merger was proposed of several of independent steel companies said he had no official knowledge of any such merger.

Lord Robert Cecil in British House of Commons intimates Great Britain will not put cotton on contraband list.

In the last hour, railroads shares took the leadership, which imparted strength to the entire market. The date for the I. C. C. decision on Western freight rates must be close at hand. Evidently from buying in railroad stocks to-day the financial community is discounting a favorable decision. In any event strength in railroads securities is most welcome. It has long been desired to give stability to the general market. With bountiful crops this year all lines are assured immense tonnage, which, if handled on any increased rates schedule, will make for additional prosperity all around.

### NEW YORK STOCKS.

|                     | High | Low  | Close |
|---------------------|------|------|-------|
| Atch. ....          | 102½ | 100¼ | 102¼  |
| Amal. Cop. ....     | 71¼  | 69¼  | 71¼   |
| Anaconda ....       | 67¼  | 65¼  | 66½   |
| Am. Smelt. ....     | 77½  | 76½  | 77½   |
| Alka. Gold ....     | 33¼  | 32¼  | 32½   |
| Am. Can. ....       | 61½  | 59½  | 59½   |
| Am. Hide ....       | 57½  | 56½  | 56½   |
| Am. C. & Fdy. ....  | 53½  | 52½  | 52½   |
| Am. Loco. ....      | 55½  | 52½  | 54¼   |
| Am. Beet Sug. ....  | 70   | 69   | 69    |
| Butte & Sup. ....   | 82   | 78½  | 82    |
| Bal. & Ohio ....    | 87   | 86   | 86¼   |
| Bkln R. Trans. .... | 250  | 224  | 247   |
| Beth. Steel ....    | 85   | 83   | 84    |
| Bal'n Loco. ....    | 40½  | 38½  | 40½   |
| Ches. & O. ....     | 145  | 139½ | 145   |
| Can. Pac. ....      | 44¼  | 43¼  | 44    |
| Chino. ....         | 37   | 35¾  | 36    |
| Colo. Fuel ....     | 42¼  | 41¼  | 41½   |
| Cent. Lea. ....     | 26½  | 25½  | 26½   |
| Erie ....           | 40¼  | 38¾  | 40¼   |
| Erie, Ist. ....     | 53½  | 51¼  | 52½   |
| Goodrich ....       | 118½ | 115¼ | 118½  |
| Great Nor. ....     | 184½ | 180  | 184   |
| Gen. Motors ....    | 21½  | 20¾  | 21½   |
| Int. Met. ....      | 30   | 29½  | 29½   |
| Inspiration ....    | 143½ | 141  | 143½  |
| Lehigh Val. ....    |      |      |       |

|                     |      |      |      |
|---------------------|------|------|------|
| Mo. Pac. ....       | 2¼   | 1¾   | 2¼   |
| Maxwell ....        | 35   | 29½  | 31   |
| Nat. Lead. ....     | 62½  | 62   | 62   |
| N. Y. Cent. ....    | 88¾  | 86   | 88¾  |
| Nev. Cons. ....     | 107¼ | 103½ | 107¼ |
| Nor. Pacific ....   | 61   | 58¼  | 61   |
| New Haven ....      | 49½  | 49½  | 49½  |
| Psd. Steel Car .... | 107  | 106  | 107  |
| Penn'a ....         | 37¾  | 36½  | 37   |
| Rep. Steel ....     | 12¼  | 11¼  | 12¼  |
| Rock Island ....    | 22½  | 22   | 22½  |
| Ray Cons. ....      | 147¼ | 144¾ | 147  |
| Reading ....        | 84¼  | 78¾  | 83¾  |
| St. Paul ....       | 86¾  | 83¾  | 86¾  |
| So. Pac. ....       | 83   | 80½  | 81½  |
| Studebaker ....     | —    | —    | 147  |
| Sears ....          | 36¼  | 35¾  | 36¼  |
| Tex. Oil ....       | 65½  | 64¾  | 65½  |
| Tenn. Cop. ....     | 129½ | 125¾ | 129½ |
| U. S. Steel ....    | 64¾  | 63¾  | 64   |
| Union Pacific ....  | 45½  | 44½  | 45¼  |
| Utah Cop. ....      | 109½ | 106¾ | 107½ |
| U. S. Rubber ....   |      |      |      |
| Westinghouse ....   |      |      |      |

### GRAIN AND PROVISIONS.

|            | High | Low  | Close |
|------------|------|------|-------|
| July ....  | 113½ | 111½ | 112½  |
| Sept. .... | 108½ | 106½ | 108½  |
| Dec. ....  | 110¼ | 108½ | 110¼  |
| July ....  | 80   | 78¼  | 80    |
| Sept. .... | 74¾  | 74   | 74¾   |
| Dec. ....  | 64   | 63¾  | 64¾   |
| July ....  | 53½  | 51¼  | 53½   |
| Sept. .... | 38¾  | 37¾  | 38¼   |
| Dec. ....  | 39¾  | 39¼  | 39¾   |
| Sept. .... | 1350 | 1310 | 1350  |
| Sept. .... | 785  | 767  | 780   |
| Sept. .... | 952  | 932  | 945   |

### The Question.

Miss Wells, the teacher, was delivering the final lecture of the term, and she dwelt with considerable emphasis on the fact that each student should devote all the intervening time preparing for final examinations.

"The examination papers," she said, "are now in the hands of the printer. Are there any questions to be asked?"

Silence prevailed for a moment and then a voice timidly enquired:

"Who's the printer?"

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

Buffalo, July 28—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., 15@18c; cox, 11@12c; fowls, 15@16c; 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, \$1.25@1.40 per bbl. Rea & Witzig.

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## UPPER PENINSULA.

## Recent News From the Cloverland of Michigan.

Sault Ste. Marie, July 26—This is Chautauqua week at the Soo and another one of those successful affairs is being pulled off here. The Lincoln Chautauqua has made quite a hit. Dave Eliasof, chairman of the ticket committee, has been working overtime to see that his thirty-five co-workers were on the job every minute, but the sale of tickets has been so gratifying that Mr. Eliasof is well pleased with his endeavors. It was largely through his efforts that the tickets were sold in advance and from the amount of gate receipts for cash fares, the Soo should net a snug sum for the benefit of the hospital. Everyone is well pleased, especially with the young ladies who go to make the Chautauqua a success.

During July the Soo has been the mecca for the tourists, celebrations, entertainments and activities in various amusement lines which has kept up a lively spirit over the entire community.

Our police judge, Rock D. Frederick, has just returned to the Soo with his bride. Mr. Frederick was united in marriage over a month ago to Miss Iva E. Murray, of Kalispel, Montana, at which place the ceremony took place. After a short visit in Montana, they left for the Coast and visited the Panama-Pacific exposition, at San Francisco, the San Diego fair and many other points of interest. The judge is one of the Soo's most popular young men, having been elected over all opponents last spring, and while he is not what you call a politician, his good qualities and ability for the office won for him an overwhelming majority. The young couple have the best wishes of the entire community for a long and happy career.

St. Ignace lost one of her prominent citizens last week in the person of John Irving, prominent lumberman, who died of heart failure last Tuesday. The deceased was 57 years of age and a large part of his life was spent in lumbering. At the time of his death he was associated with Hon. M. Chambers, operating eight miles from Hessel.

"Many a man who has a steady aim in life forgets to pull the trigger at the right time."

"When a man is the butt for too many jokes, he becomes to feel that someone is making a goat of him."

Chippewa county strawberries are now being brought to market and some splendid berries they are in quality.

"Ready money is what our friends want us to have when they want to borrow some, and what our friends never have when we want to borrow some."

A. H. Eddy, one of our energetic

merchants, has opened a branch at Sailors Encampment, where he will keep a fresh supply of groceries and baked goods on hand. He is now in a position to furnish the resorters with all the seasonable delicacies, as well as staple groceries, so the tourists will be able to enjoy life at the Shallows without making special trips to the Soo for supplies, which will be greatly appreciated by the inhabitants. "A friend in need is a friend you ought to help."

C. J. Byrns returned last week from Chicago and Milwaukee, where he has been for the past few days. Mr. Byrns states business is rather dull in Chicago, but Milwaukee is booming and shows signs of prosperity.

Menominee is now considering the advisability of establishing a city market and installing a municipal dock. A committee of the City Council has been appointed to investigate the matter. Menominee like other Michigan cities is growing tired of supporting commission men and is anxious to establish a system of more direct selling with greater profits for the producer.

"The war must bring peace; it will, if the mother of peace is poverty."

A large force of men are now employed on the Portage avenue paving work, which is being done by the Cleveland Trinidad Co.

County Clerk Parsille returned home last week from Kalamazoo, where he attended the meeting of the Michigan County Clerks Association. While away he visited Mildmay, Ontario, and was present at a partial family reunion in celebration of the birthday of his mother.

William G. Tapert.

## Gabby Gleanings From Grand Rapids.

Grand Rapids, July 27—Of all the relics of our forefathers and boyhood days that have passed into oblivion there remains one that seems to be able to hold itself up before the public gaze without restraint, namely, the roller towel. We who are living in an eugenic and sanitary age seemingly have no ambition to see one of the most intolerable eye-sores of the present day abolished. Perhaps none of you have ever been stung by the germ bee, but some day that bee is going to back up to you and push and when it is too late you will realize you have been stung. Is it at all pleasant, after washing the dust of travel from your face and hands with sand stone soap, to have a many-times used towel to stare you in the face? We feel and appreciate the fact that all inn keepers are trying to do everything in their power for the comfort of the traveling public, but when they have abolished all the old roller towels and have replaced them with individual linen, we will feel that they have done the most commendable act of their lives.

Boyne City has the record, so far

this season, for large fish, as a sturgeon measuring seven feet and four inches came in and allowed himself to be warped to the dock. Of course, his spirit had departed and seemingly he cared not what became of his body, for he was floating leisurely about when discovered. Evidently he mistook a boat propeller for a trolling spoon and, as the result, met an untimely end.

Brother counselors, your presence is requested at our August meeting, as we will have some very good material to work on. We want to out do our attendance at the July meeting at least. L. V. Pilkington.

## Chirpings From the Crickets.

Battle Creek, July 26—W. H. Brown was a business getter in South Haven Monday.

W. S. Grolle, of Kalamazoo Council, was married at the home of his bride's parents in Bay City early last week. We all hasten to congratulate Bill and wish Mr. and Mrs. Grolle a long, prosperous and happy life.

The summer trade at the Michigan resorts is below that of past seasons. The condition is laid to the popularity of the auto, unsettled business conditions in general and the cool weather.

The Haskell-Barker car shops, at Michigan City, Ind., continue to put more men back to work.

The M. C. R. R. still uses a string of branch line coaches for its depot, baggage room, ticket office, etc., at Michigan City.

The factories at Buchanan are all enjoying good business and the merchants naturally are feeling good.

A large delegation of Seven Day Adventists from Berrien Springs attended the funeral of Mrs. White, at Battle Creek, Saturday.

Geo. C. Steel has sent to Bros. Mills and wife a poem expressing sympathy on the death of their only son, a child of eleven years.

The Battle Creek Candy Works closed its factory July 1 for a month for repairs and inventory. The salesmen's orders were so large and plentiful that it was necessary to open all departments July 19. This concern ships goods all over the country, enjoying a large and growing trade in the city and through Southern Michigan especially. Guy Pfander.

## Allies Order American Milk.

The John Wildi Evaporated Milk Company is reported to have secured an immense order from the British government to furnish 220 carloads of evaporated milk for the soldiers in the British army, and shipped the first carload Saturday. They are also supplying milk for some of the other European countries.

A good many people would say more if they didn't talk so much.

## Boomlets From Bay City.

Bay City, July 26—E. L. Worthington, Bay City, formerly with W. F. McLaughlin & Co., Chicago, is now handling J. A. Kasper & Co.'s line of teas and coffees, covering Northern Michigan territory.

The stock of general merchandise belonging to the estate of the late P. K. Kimball, of Onaway, was sold last week to S. C. Waggoner, who will continue the business.

The McIvor Elevator Co., McIvor, recently organized, is building an elevator at that point and will do a general elevator business.

E. J. VanSickland, general merchant at Clifford, will engage in the drug trade in Detroit. He expects to be ready for business next month.

The pioneer shoe store of Gartner & Long, Wyandotte, has been sold to Long Bros., who will continue the business at the same location.

Clark & Ballard, of River Rouge, general merchants, have closed out their stock of shoes. They say they may restock later.

Fire believed to have been of incendiary origin did \$2,000 damage to the J. W. Grant bakery, at Gaylord, Tuesday night.

The Alpena Home-Coming week will be August 1 to 7, inclusive. The big day, Lake Huron Shore Day, will be Wednesday, August 4. The Foresters Association of Eastern Michigan will run special excursion trains on that day. The committee in charge of arrangements are preparing for the large crowds which are expected from Cheboygan and other points on the D. & M. Railway, as well as many former residents in other parts of the State who will, no doubt, take advantage of the occasion to visit old friends and relatives.

Bay Council will hold its annual outing Saturday, July 31, at Wenona Beach. It will be an old fashioned basket picnic affair. Saginaw Council, which helped make the outing last year a success, has been invited to join us again this year.

Superintendent E. L. Dunbar, of the water works department, who was the first and only superintendent that Bay City has ever had for its water works department, has sent in his resignation to take effect within six months. Mr. Dunbar expects to leave for the West to join his son and daughter, who live in Pasadena, Calif.

Owing to the beautiful surroundings, good fishing and boating, Sage Lake, one mile wide and three miles long, located fourteen miles Northwest of Prescott, is getting to be a very popular summer resort. W. R. Campbell, general merchant, and Harry Eymer, hardware and implement dealer of Prescott, recently purchased forty acres of the Southeast shore and will plat it in lots suitable for summer cottages. They have decided to name the resort Camp-mer. W. G. Ballamy.

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E. A. STOWE, Editor.

July 28, 1915.

**MORE PITH AND POINT.**

The last note sent by the United States to Germany has more pith and point to it than its predecessors. Despite the circumlocution of diplomatic correspondence, it says something and says it so plainly that not only he who runs can read, but can understand as well. It is evidently designed to serve notice that there was a meaning to the other communications which even if veiled in formal language had some real significance and that the United States does not desire to be led away into discussion of side issues. Previously the position was stated and by it this Government proposes to stand. Perhaps there is no more in the meaning, but there is more backbone in sight in this note than in the others. There is less going around Robin Hood's barn and more coming out in the open where speech is so plain as to leave no loophole for misunderstanding. It is brief, but clear and very much to the purpose. Withal, it is dignified and courteous and should call out a straightforward response and a direct answer to the questions raised. The Tradesman has no idea that such a result will be secured, because the United States is, unfortunately, dealing with a monarch who makes military necessity his sole aim in life and, in pursuance of that aim, violates every law of God and man and sets at naught all the tenets of civilization and the cardinal principles of humanity.

At the outset disappointment is expressed with the evasive character of the German note, and says in so many words that it fails to touch the actual issue. International law covering the points raised is definite and is based on recognized principles. One government is supposed to know them as well as another and, moreover, to respect and observe them. Obviously the United States can not take up questions concerning England in treating with Germany. One thing at a time is an established maxim. That modern warfare involves the use of new devices unknown years ago is an incident of progress, but does not remove any obligation nor can it affect the application of any acknowledged principle. The puerile suggestion that Germany will graciously permit the United States to sail ships on the high seas under conditions which it imposes, is treated as it deserves. As yet it is not necessary for an American vessel flying the Stars

and Stripes to ask or receive consent to go wherever it pleases. In perfectly plain English the note concludes with the statement prompted by friendship that a repetition of disregard of rights will be regarded as a deliberately unfriendly act. In this note the administration stands firmly on its rights and indicates its determination. It does not mean war, is not an invitation to it, nor anything of the sort, but is simply a respectful and self-respecting declaration which one great nation addresses to another nation drunk with war for its information and consideration.

**STATUS OF THE WAR.**

Germany's latest campaign against the Russians is proceeding with great strength and precision. At last we are seeing the historic tactics of the German General Staff in successful operation—the plan, that is, of hurling converging armies upon the enemy. This beat Austria in 1866 and France in 1870. It failed, however, against France in 1914. General von Kluck's army swung clear, but the other armies that were to join him before Paris were not able to break through the heroic French defence. Thus that campaign failed, but now the process of catching the Russians between the two jaws of the German vice is going on in the eyes of the whole world. As to the actual result of the movement on Warsaw there is still doubt, but to make the outlook for the Allies as dark as even the most optimistic German sees it, let us assume that Warsaw will soon fall, and that the Russians will be driven out of nearly all of Poland.

On this basis, what are the reasons why the Allies should lose no jot of heart or hope? One reason may be seen in the attitude of the German government itself. It is unquestionably ready for peace. And it would accept a peace which, from the German point of view, would be on very reasonable terms. These, of course, have nowhere been formulated. Yet the intimations of their general nature have been too thick and too authoritative to admit of much doubt that if, for example, Germany could end the war to-morrow by going back to the status quo ante, she would jump at the chance. Now, what does this signify in a military sense? The inference is unavoidable that the Germans no longer think themselves able to impose their will upon Europe. Great and wonderful as has been their display of fighting power, they are not deceived by it into thinking that they can change the map of Europe at their pleasure. They know what a terrible price they have already paid. Moreover, the greater their exertion of military strength, the clearer the evidence of its real failure. This is not meant as a paradox. The whole German theory of the war was that it was to be short. By a series of swift and bloody strokes, Germany was quickly to garner the advantages of her long years of preparation. Paris was surely to be taken last September. By January, Germany was to be in a position to dictate peace. But here we are at the end of July, with the prospect of the war going over another winter. Germany may hold out a while longer, but her plans of last year have

broken down and her rulers and her people know it.

And if, from the fluctuating battle-lines, west, north, and south, we look to the large and steady elements of strength on the part of the Allies, we may well understand how they believe that time is fighting on their side and that all they have to do is to set their teeth and see the thing through. First of all comes the great fact of their having absolute control of the sea. From it German commerce has been swept clean. The German navy for offensive purposes—excepting the submarines, and even they have been able barely to gnaw at the real sea-power of England—is as if it did not exist. This hampering of Germany, heightened by the spectacle of her colonies falling one after another, is likely to be even more severe and telling as the months go by. A nation whose whole industrial life has been for years shaped for over-seas commerce cannot be cut off from the ocean indefinitely without receiving vital injuries. And the Dardanelles campaign is not to be thought of as an isolated venture. It is, in the first place, one evidence more of what sea-power means, and it is also a far-sighted movement which, if pushed to success, may prove far more important than any battle fought in Galicia or in France. With Constantinople captured, Russia free to come and go in the Black Sea and the Mediterranean, and all the Balkan states wheeling into line with the Allies, the German cause will have suffered a fatal blow. In that case, the Allies, too, would have their giant pincers, closing upon Germany from the North Sea and from the Bosphorus.

A cool estimate of the actual forces pitted against each other is not so discouraging for the Allies as the present superficial military situation might seem. The ultimate resources are theirs; and if determination is not lacking—as there is not the slightest evidence that it is—they will be the lords of their fate.

A vivid reminder of the insecure and perilous footing of our relations with Germany was given by the news Monday of the sinking of another American ship by a German submarine. It is appalling to think that the two countries might be plunged into hostilities through the rash act of a naval commander, yet that possibility has all along existed. In the case of the Leelanaw, we must wait for details. If fair warning was given, and all pains taken to secure the safety of the crew, the thing would obviously be different from torpedoing first and enquiring afterwards. The affair would then be very like the sinking of the Frye by the Eitel Friedrich. That was admitted by the German government to be in violation of our treaty rights. A similar admission may be made now by Germany, with a like offer to pay damages. Our Government may be depended upon to take the proper steps, but there is no denying the gravity of the occurrence, both in itself and as an indication of what may happen any day by a nation drunk with war to take the whole question out of the realm of peaceful negotiations.

**ANOTHER BIG WHEAT YEAR.**

Is last year's good fortune of the American grain trade, with its unprecedented export of wheat to Europe at almost unprecedented prices, to be repeated in the next ten or twelve months, or not? The question is more of a puzzle than it seemed to be a few months ago. Just now, the wheat market is going through the re-adjusting period, and, until it is over and stocks are increased to proportions such that export sales already made can be filled, a nervous market with wild fluctuations is to be expected. There has not, in fact, been enough wheat at any of the big markets to permit large orders to be filled for nearly a month.

In that time export houses have made liberal sales for loading in August and now have to get the wheat. So far, the movement has been light and the total for the month is expected to be small, unless there is a big increase this week. Sales of hard winter at the Gulf have been made as high as 11½ cents over Chicago September for first half of August loading, a high premium, and showing the scarcity of wheat available for loading in the near future.

A New York exporter was asked the other day how much wheat had already been sold to go out the next two months. He put the figure at 8,000,000 bushels and said it was more than they wished they had sold, as it has been difficult to get the wheat. More than two months ago an exporter who is in a position to know, when asked how much wheat had been sold to go out from the new crop, placed the figure at 20,000,000 bushels. He was bullish at that time, but a few weeks later he became bearish, and then the figures on sales were reduced to small proportions.

Taking the reports of export sales the past three weeks, they aggregate over 12,000,000 bushels. This is a very small total as compared with last year's big business, and considering the fact that the war is still on, and in the face of assertions by exporters that Europe will want as much foreign wheat as last year. On this basis there will have to be an enormous increase in the buying the next six months to come anywhere near the sales of last year.

Based on present crop prospects, the United States can easily spare over 350,000,000 bushels of wheat this season, and some statisticians say 400,000,000 bushels. To export 300,000,000 bushels for the next twelve months, however, would require clearances of over 1,000,000 bushels per day. To dispose of 350,000,000 bushels in the season it will take a much larger figure than seems possible under existing conditions, as it may be difficult to secure the ocean tonnage, although the wheat may be available. Were we to export 7,000,000 bushels per week for the next fifty-two weeks, it would make an aggregate of 364,000,000 bushels. It is a high average, and not regarded as probable, but there will be a good export trade.

A wise man makes the best of it when he gets the worst of it.



### THE AGE OF THE DAUGHTERS.

In Washington on the evening of July 11, 1890, there was a banquet of the Sons of the American Revolution at which sixty people were present, a third of whom were women. John Sherman, then United States Senator from Ohio, was one of the speakers and he paid an eloquent tribute to the activities and patriotism of the women in colonial times. In the course of his remarks he suggested the propriety of a feminine organization along the lines of that some time before established by the men. His speech was printed in the Washington Post the next morning and among those who read it was Mrs. Mary S. Lockwood. So much impressed was she that she wrote a communication published in the Post endorsing Senator Sherman's suggestion and this was the beginning of the organization known as the Daughters of the American Revolution which last week celebrated its twenty-fifth anniversary. Various preliminary meetings and gatherings were held and in the following October the Association was formally instituted with Mrs. Harrison as the first President General. There were seventeen charter members and the society sprang at once into popularity.

Among the objects of the organization are the preservation of historical records, the promotion of greater patriotism, the marking of historic spots and the general diffusion of knowledge, which shall develop larger capacity for the duties of American citizens. The D. A. R., now one of the best known and widespread organizations of the sort in the country, needs no commendation or printed praise. It has accomplished a great deal of actual and substantial value. It has unearthed and brought to public notice numerous valuable historic facts and records, has promoted the publication of various historical volumes, erected monuments to mark places of historic interest and done much to promote the study of American history about which too much cannot be known by American citizens and the importance of which is not likely to be overestimated. One of its most important activities in many places is the work it is doing among foreigners with the idea of informing them about American laws and customs and assisting them not only to citizenship but as well helping them to be good citizens. The Connecticut Daughters took the initiative in this matter by the publication of a small volume in five languages giving the fundamentals which every alien should know. This movement was taken up in other states and has resulted in the publication of thousands of pamphlets, widely distributed. In some places night schools are conducted where, with electric slides, the uninitiated are taught something of American history and what the various incidents and events stood for at the time and what they mean now in the later development. The D. A. R. altogether has accomplished a very valuable work and is now so firmly establish-

ed and so well thought of that it is recognized as a permanent institution and a valuable influence in American life.

### "UNNECESSARY RISKS."

"It is not a sacrifice of rights to avoid unnecessary risks," said Mr. Bryan in a recent speech. The words have a plausible moral ring to them, but, when examined with regard to their application, they deserve to rank along with such other Bryanisms as: "You shall not crucify humanity upon a cross of gold." If some part of the city through which law-abiding people are accustomed to pass should become infested with dangerous characters, law-abiding people might avoid risk by taking the trouble to go some other way. Good citizenship, however, would insist that the usual and natural route be made safe, rather than that a timid acquiescence should give license to the marauders to commit still further and greater offenses. Mr. Bryan meant, of course, that it would be no sacrifice of American rights to allow Germany to dictate under just what circumstances our citizens might be allowed to cross the Atlantic without fear of unforewarned death from one of her lurking submarines. Stripped of its specious rhetorical dress Mr. Bryan would hardly risk uttering such a sentiment before any representative American audience.

In the same speech a similar Bryanesque falsehood was swaddled in the following words: "Each individual may have his own opinion as to the inhumanity of drowning or starving noncombatants." In one of his first sheaf of statements as to his resignation, he exposed even more plainly his inability to draw any moral distinction between the kind of blockade of food supplies which Great Britain is enforcing against Germany and the submarine activity of Germany against Great Britain, in which the slaughter without notice of a shipload of non-combatants is an incident. Let us hope that the past year's experience of Bryan, followed by a man of real insight and attainments like Lansing, will make it forever hereafter impossible to trifle with momentous international interests by filling the office of Secretary of State with a Bryan in deference to the supposed exigencies of internal politics.

Not least among the reasons for calling war barbarous, brutal, and unintelligent is the impetus which it is said to have given to the movement for the recrudescence of the whisker. Under guise of a scientific pronouncement that shaving the upper lip affects certain optic nerves, and that the resultant irritation is likely to impair the sight, military authorities have not only insisted upon the comparatively inoffensive mustache, but directly encouraged the whisker. The exclusive war service of this column reports that this is done for the purpose of breaking down the morale of the enemy. For its confirmation this report asks only a glance at the specimens of facial landscape gardening which adorn many a photograph album of an earlier generation.

### KEEP ON TRYING.

The world's big rewards are for the man who tries and who keeps on trying.

External conditions may vary, but they cannot alter the fact that a man's rewards are proportionate to his efforts. The man who tries the most—and the most intelligently—achieves the most. In times of stress he may merely hold his own while others are going backward—but all the while he is building the trying habit, the habit of trying—trying, relentlessly trying—which will bring him a generous harvest of achievement and reward when times are flush.

The trouble with many people is that they have come to rely, not on themselves, but on external influences and conditions. The weather is depressing, the crops are bad, the financial outlook is poor, so you can't expect them to attempt anything just now; but when times pick up—then look out.

And all the time the man destined to achieve things "when times pick up" is resolutely hammering his way ahead.

The man who lets up the struggle because of outside conditions is the man who drops behind in the race. He is looking, not for opportunities, but for excuses. The man who wins ultimately is the man who, when conditions are unfavorable, as rapidly as possible adjusts himself—and all the while keeps full steam ahead.

Here is a man who has cut off his advertising. "I'll start again as soon as times pick up a little," he explains, apologetically. And then he wonders why his competitor, who has kept on advertising, is holding his business together so wonderfully well—possibly doing a little better than he did a year ago.

He kept on trying. There's the secret of it all.

There is a professional man of my acquaintance who works his very hardest on rainy days. "I get the benefit when the sun shines," he says. "Then I am ahead of my work and have time to get out and enjoy myself."

It is the same with advertising. The man who advertises when business is hard pulling gets the benefit when better days come. More than that, he gets an immediate benefit. If, in times of stress, you let your efforts slacken, you lose ground—and the man who gains what you lose is the man who keeps on trying, regardless of the outlook.

That is true of advertising. It is true of all forms of business effort. When things are dull is the very time when you need the helping hand of advertising the most.

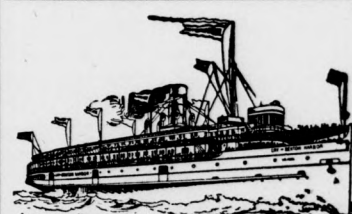
That is the key to success—to try, to keep on trying; and, if immediate results do not come, to try harder still.

"Right on the heels of the outbreak of the present war," says the opening sentence of the German reply to the Bryce report, "a turbulent insurrection broke forth in Belgium against the German troops. This was in flagrant

violation of international law, and brought the heaviest penalties on the Belgian land and people." Coming from the German government, so totally guiltless itself of any violation of international law, this accusation against the Belgian people will carry crushing weight. Of course, if the Belgians had risen against an arrogant and lawless invader, who had trampled under foot his own solemn treaty promises—who, after guaranteeing the safety of Belgium from such invasion, had himself shamelessly, upon two days' notice, sent his numberless legions into the country—if that had been so, there might have been some excuse for "a turbulent insurrection" even if it were more or less in "violation of international law." But resistance to German aggression—aggression which could not have been in violation of international law, because Germany's rights are well known to be exempt from the obligations of the law—what words can do justice to this inhuman wickedness of the Belgians?

"The American grievance against Germany for its treatment of Belgium," says Dr. Meyer-Gerhard to his countrymen, "the average German can scarcely understand, for he knows that Belgium long ago had surrendered her neutrality by an agreement with Germany's enemies." But the average American has every bit as much opportunity as the average German to "know" the truth about Belgian neutrality, and no subject has engaged more earnest or more prolonged attention among those Americans who are the leaders of opinion in this country. And with an almost absolutely complete unanimity they reject as worthless—and worse than worthless—the pitiful bits of so-called evidence that Germany has put forward to sustain her accusation of perfidy against that country upon which the German Chancellor himself, at the beginning of the war, publicly confessed that Germany was about to perpetrate a crime justified only by the doctrine of military necessity. Nothing in the German attitude has been more offensive than the constant complacent assertion of the notion that what Americans think about the war is sure to be due to ignorance when it does not agree with what Germans "know" about it.

It is easier to land a husband than to keep him landed.



## CHICAGO BOATS

Graham & Morton  
Line

Every Night





### Often Possible to Make Returns Unnecessary.

Written for the Tradesman.

This happened in a little notion store. A lady was examining some embroidered collars of the kind so much worn with the coat of a suit. She was greatly pleased with one of fine sheer cloth and dainty pattern, one of the highest priced numbers in the assortment. She also seemed to regard favorably two others, less expensive than the one, but both very pretty. Still she hesitated about coming to a decision.

"If I take one of these, may I return it if it does not fit me neatly?" she asked. "My neck is quite short," she further explained, "and I find I can not wear some of the collars that look very nice on women who have longer and slimmer necks."

It happened that the proprietor of the shop was waiting on her. "We prefer not to have these collars returned," he answered very courteously, "because the thin organdy sometimes would become creased and wrinkled. But we have a mirror over there, and Mrs. Stedman will help you adjust them. I think you can find out right here whether any of these will answer. If not, perhaps I have some others that will."

The lady readily consented to this arrangement, and in a moment she had crossed the store and was standing in front of the large looking-glass, while Mrs. Stedman's deft fingers were tucking the ends of one of the white collars inside the collar of her coat. All three styles were tried. It was found that the finest one fitted perfectly, while of the other two neither one was shaped just right for the customer's somewhat peculiar neck and shoulders.

As soon as the lady saw how the other two looked on her, she quickly made choice of the one that was right, paid the money and walked smilingly away with her purchase.

It occurred to me that this little matter was handled very sensibly and cleverly. Without refusing the return privilege, by a little thought and painstaking the necessity for a possible return was obviated, and in a way that was perfectly satisfactory to the customer, and that could not fail to appeal to her as being entirely fair and reasonable.

Speaking in a general way, the return privilege, troublesome as it is to the merchant, must be regarded as a permanent feature in merchandising. In a few lines it is cut out for sanitary reasons. This is done, not for the benefit of the dealer, but for the protection of the public. In lines

where it is freely granted, progressive merchants have found that limiting the time during which goods may be returned, and requiring that they be brought back in good condition, unworn and unused, lessens their (the merchants') losses and protects from imposition at the hands of the unscrupulous; and without occasioning any serious inconvenience to honest customers.

But these necessary restrictions do not place in question the general principle that being free to bring back an unsatisfactory purchase is a benefit to the customer and a privilege that is highly prized, and that the good faith and good feeling engendered by this privilege is, in the long run, an advantage to the merchant as well as to the customer. All this is true, and the writer of these lines would regard a merchant who would want a customer to keep an ill-fitting or otherwise unsatisfactory article, as behind the times and lacking in ethical development.

But, as in the little notion shop in the instance just cited, it often is practicable to forestall the necessity for bringing a purchase back. Particularly is this true regarding small items. All help should be instructed in the tactful art of making returns unnecessary in just as large a proportion of their sales as possible.

Take the case where a customer sends in for goods by her husband or by a child or a friend—some one who does not clearly know just what is wanted. If possible it is well to have some saleswoman who is acquainted with the customer and knows what she usually gets fill the order. And let care be taken. If a skein of wool or a spool of silk of a particular shade is desired, let the sample be matched exactly. There are heedless salespeople who in filling an order of this kind, put in whatever comes handy, with the result that a large share of the items have to be returned, to annoyance of the customer and the possible loss of the sale to the store.

When the customer comes herself, sometimes the exercise of a little tactful judgment on the part of a competent salesperson will aid in guiding her into a better selection than she would make of herself, and one which will be kept while her own choice would have to be returned.

Every one who has had experience selling children's wearing apparel knows how the youngsters grow clear beyond the knowledge of the mothers who are right with them. When Johnny and Mary accompany their

mamma to the store, the practiced eye of the salesperson may see that they require No. 8 or 8½ hose, while the mother supposes that 6½ or 7 is the right size. And just so with regard to their underwear and dresses and suits and shoes. It is a matter requiring tact, and the will of the customer never must be antagonized. But if, by a little delicate suggestion she can be made to see what is required, and the right size taken in the first place, there is a great saving of bother on both sides.

It is well to encourage the trying on of garments in the store whenever this is practicable. This is however, something that should not be urged too far, since some customers plainly prefer to take wearing apparel

home for trying on. But the garment that is known to be right before it leaves the store makes the sale that sticks.

Ways will suggest themselves by which the number of returns may be greatly reduced, simply by taking a little pains to make the bringing back of goods unnecessary in most cases. This very desirable reduction can be effected while still granting the return privilege freely. The knack is in suiting the customer so well that usually she will have no desire to bring an article back. Fabrix.

The obese female goes on half rations for a week and reduces her weight two ounces; then she gets outside a glass of ice cream soda and, lo, she gains three pounds.

## SPEED UP Your Hosiery Sales

A comparison invariably shows that the dealer pays less for Bear Brand Hosiery from the jobber than he would for similar merchandise directly from the mills. Every number is a quick seller, and our sales helps, furnished free, will help introduce and move your stock quickly.

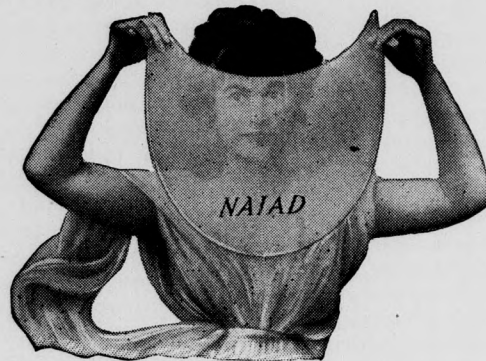
We carry a large stock and can fill your orders promptly.

**Paul Steketee & Sons**

Wholesale Dry Goods Co.

Grand Rapids, Mich.

"The Crowning Attribute of Lovely Woman is Cleanliness"



## NAIAD Dress Shields

add the final assurance of cleanliness.

**FREE FROM RUBBER**

Can be quickly sterilized in boiling water. All styles and sizes to fit every requirement.

Regular, Full Dress, Shirtwaists are made in flesh color. Guarantee with every pair.

**Naiad Waterproof Sheeting  
for the nursery and hospital**

**The C. E. CONOVER CO., Mfrs.**  
101 Franklin St.

New York



## Variety and Change in One's Recreation.

Written for the Tradesman.

How frequently nowadays one hears the term "Outing." And it's a good word. I like it.

Out of what? Out of the city with its din and heat and grind and monotonous routine. Out of the hot, suffocating office, with its business cares and drudgery; out of the factory, with its clatter and dust and unending responsibilities; out of the store, the shop, the marketplace, with their familiar and wearing associations and limitations. Out of the old familiar streets between home and business. Out of the crowded street cars filled to suffocation with strap-hangers. Out of, and away from, shop-talk and shop problems. Out of the glare of the artificial illumination by night, and reflected heat-rays by day; out of the roar of the city, and its perils; out of the multitude of busy, hard-driven city dwellers.

In a word, out for a season from all that hinders or mars the inspiration and the sheer gladness and joy of life and of service, into God's great out-of-doors. And it's good to fare forth on an "outing." He who is too much pent up in four narrow walls is apt to become dwarfed in mind and sympathy and outlook; and the subtle tyranny of routine has a way of de-vitalizing the soul, dulling the sparkle of life and sapping its spontaneity. Continual work under high pressure, which we all seem to think is the only accredited way of working nowadays, is wearing to a degree; and there are many weary workers, from those who occupy the most subordinate positions to the men "higher up," who need the advantages of a few weeks—or at least a few days—recreation during the hot, trying season that is now upon us.

### The Recreation Element.

Outings are of many kinds.

There is the same variety of requirements and tastes about the summer vacation that there is about everything else that affects human welfare. Some people need one kind of a vacation, some another; and each one's preference is—or should be—based upon his own personal requirements.

Some people prefer to travel in foreign lands; but owing to the great war now going on in both Europe and Asia, American tourists will wisely avoid the danger and difficulties incident to foreign travel in war-ridden countries. Many of them, doubtless will wisely decide to explore some of the wilder and less frequented regions of our own great country—not neglecting to take in the great exposition.

But a vacation laid out along such pretentious lines requires a lot of physical endurance as well as the necessary means and leisure. The alluring literature gotten out by the railroads and the hotel people plays up the delightful features of these big, cross-the-continent tours, but they go on the soft pedal concerning the cost, and neglect to say anything at all about the physical strain and drain

connected therewith. They are great trips, mind you. I would not be understood as knocking. But they are not suitable summer excursions for people who are reduced by illness, feeble by reason of age, or, for any cause, physically unfit. Continual travel by day and night; a constant succession of great and picturesque scenes; days of strenuous sight-seeing, and rigorous side trips—all make a demand upon one's physical resources that cannot be met by any one in a run down condition. These are trips for able-bodied, red-blooded people; people who can go far and endure much. People who can digest three big meals a day, and sleep sound at night, and wake up trim and fit the next morning. I know of people who are booked for such long tedious trips, who are physically unfit to endure them. And I know they will come home completely "done up." The pace is too strenuous for them.

Many people prefer the sea-side resort, where they may inhale the salt air, bathe in the surf, and listen to the thunder of its waves. To many of us there is a perennial charm about the ocean. Its sublimity and power, its deep, unexplored depths, and its tonicful tang—all make their appeal. But others had just as soon go to the lake-side resort. From the shore of any of our great inland lakes one gets substantially all the benefits and impressions of the sea-side. The water is fresh, to be sure, but the bathing and boating are quite as inviting, and perhaps a bit less dangerous. Still others prefer one of our many smaller lakes to the great lakes, as an ideal resort. And still others prefer mountains to lakes; and so betake themselves far inland to some retreat noted for the kind of things that appeal to them: scenery, cooking, fishing, solitude, or what not. And a great multitude of people, who cannot afford any of these more expensive vacations, are quite satisfied to get away for a few weeks—or even a few days—to some country farmhouse, where there is wholesome food to eat, good, cool water to drink, plenty of shade, and opportunities for one's favorite summer pastime. The outstanding qualifications that such a place should possess are: accessibility and inexpensiveness.

### Change From the Accustomed.

Obviously, people who go on outings for recreation purposes, should not all proceed in the same direction.

What is good for one is not necessarily good for another. The one principle that should guide everybody in deciding upon his vacation is this, that it should be a change from the accustomed life. The main charm of the outing lies in the fact that it is a change. People who are used to a level, flat country enjoy getting into the broken, hilly country, or the mountain regions. People who live in broken sections, far from large bodies of water, will naturally enjoy the lakes or the seaside. Those who live in communities where the timber has been cut long ago, may enjoy the great forests of the North. Anglers living in the localities where

fishing is poor and unpromising, look wistfully to the well-stocked streams and lakes of Michigan. City dwellers hanker for the country, the fresh air, the blue-vaulted sky; and the quiet and restfulness that come from a temporary sojourn far away from the populous city.

But, on the other hand, people who live in small insular towns and sparsely settled sections, may very well find rest and recreation by going into the city for a change. The business men of some of our more progressive cities have wisely hit upon the plan of giving mid-summer city outings. They advertising shopping concessions, get reduced rates on the railroads and interurban lines, and work up city sight-seeing schedules, banquets, concerts, street parades, fireworks, etc. In other words, they exploit the city as a desirable outing-realm for out-of-town people and try to put on stunts that will appeal to the out-of-town people and induce them to come in for a few days. And there is a double-barreled merit in this form of an outing: it's a good thing for those who are persuaded to come to the city, and a good thing for the business men of the city. It serves to liven up the mid-summer trade. The more strangers you can get into the city, the more business there will be for everybody.

All of which is only another way of saying that variety and change are the main elements in one's recreation; these, together with a contented mind and a cheerful disposition—a constant

desire to make the best of everything as it comes, and not to worry over-much about anything in particular—this surely is the way to go about getting a real outing.

Chas. L. Phillips.

### Does Not Blame the Angels.

The new baby had proved itself the possessor of extraordinary lung power. One day baby's brother, little Johnny, said to his mother:

"Ma, little brother came from heaven, didn't he?"

"Yes, dear," answered the mother.

Johnny was silent for a minute, and then he went on:

"I say, ma."

"What is it, Johnny?"

"I don't blame the angels for slinging him out, do you?"

### How Long Will the Ice Last?

A hardware dealer aroused a good deal of interest by a somewhat unusual form of guessing contest. He advertised that at a certain time he would place in a refrigerator in his window a sixty-five pound cake of ice and give \$5 in gold to the person guessing closest to the number of hours the ice would last. The guesses ranged all the way from ten to four-hundred hours.

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

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

## Men's Furnishings

Our road salesmen are now showing  
complete lines of

**Men's Dress Shirts**  
**Boys' Dress Shirts**  
**Men's Flannel Shirts**  
**Boys' Flannel Shirts**

Everything in Gloves and Mittens  
for the Fall and Winter

An inspection of the sample lines will convince  
you that we are headquarters for Men's  
Furnishings of all kinds

Mail orders promptly and carefully filled

**Grand Rapids Dry Goods Co.**

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.



## THE MEAT MARKET

### Formula for the Manufacture of Cervelat.

Take 40 pounds of beef chucks, very lean and entirely free from all sinews; 90 pounds pork trimmings, trimmed in the same manner; 20 pounds shoulder fat, cut into strips about 2 inches and then cut into shavings as fine as it is possible to get them; 5 pounds 12 ounces salt; 2 ounces whole white pepper.

Grind the beef, then chop and mix together with the fat and salt for about 5 minutes. Add the pork trimmings and chop and mix the whole for about 25 to 30 minutes. Throw in the whole white pepper about 5 minutes before stopping.

Take the mass to the cooler, where the temperature should not be lower than 38 degrees F., nor higher than 40 degrees F. Spread it on benches provided for this purpose to the thickness of about 10 or 12 inches. Allow it to remain there for three days, after which stuff in hog bungs or beef middles as required.

The sausage is then taken to the hanging room and allowed to hang for two or three days, according to the weather, at a temperature at from 48 to 50 degrees F. If the weather is damp great care must be taken to prevent the sausage from sliming, and it is sometimes necessary to keep the sausage up to 55 degrees F. in order to keep the room as free from dampness as possible. If the sausage begins to slime there is great danger of it becoming sour or hollow in the center. It is always advisable, if it be impossible to otherwise keep the sausage from sliming, to put it into smoke as soon as the slime is detected, which puts a stop to it.

When the sausage is ready to smoke it should be hung in a smokehouse, where the temperature is about 48 degrees F. and gradually heated until the temperature reaches 70 degrees F. It must be kept at this point throughout the entire process of smoking, or for about twenty-four hours for beef middles and forty-eight hours for hog bungs.

In starting a fire in the smokehouse as little wood should be used as possible, say, one stick of ash cord wood, just enough fire to keep the fire smoking without blazing. Keep adding sawdust until there is a sufficient fire to scatter it over the bottom of the smokehouse, keeping the sawdust ignited only from the coals of the wood with which the fire was started and which generally last through the entire process of smoking. If the smokehouses are naturally cold it may

be necessary to keep more fire than is mentioned here to hold the temperature of the smokehouse at 70 degrees F.

The making of this sausage requires the greatest possible care. If the temperature is allowed to rise too high for any length of time it will sour. If the fire is too low and the smoke too dense there will be a smoke ring, especially so if the sausage is not properly dried before it goes into smoke. It is not wise to dip into hot water after smoking, as some manufacturers do. Do not expose the sausage to a sudden change in temperature.

### Product Used in Sausage.

The following products are used in sausage-making after being cured or pickled. They have little value except in the cured condition, hence it is necessary, in order to make use of them and put them in a marketable condition, to first cure them. The products are pork snouts, pork hearts, pork cheeks, pork skins, pork heads, pork hocks, pork ears, pork tails, beef hearts, beef cheeks, ox hips and sheep hearts.

These products should be thoroughly chilled by spreading them out on racks and placing them in a chill room having a temperature of from 35 to 38 degrees F. They should be turned over while being chilled, so that the animal heat has a chance to get out of them. After being thoroughly chilled for from twenty-four to thirty-six hours they should be put in vats or tierces with an 80 degree plain pickle, sprinkling the meats with about eight ounces of saltpeter to the 100 pounds. A wooden frame is placed on the meat in order to keep it immersed in the pickle. It is customary to cure these meats in vats or hogsheds, using the following quantities of pickle: For 1,400 pounds of meat, 54 gallons

of pickle; for 1,000 pounds of meat, 42 gallons of pickle; for 800 pounds of meat, 36 gallons of pickle.

### Pickle for Extra Mild Cure.

Pickle to produce articles of this grade should register about 72 degrees on the salometer. The sweetening in this pickle should be about 750 pounds of cane sugar and 150 pounds of saltpeter to the mixing vat of 2,000 gallons. The 750 pounds of sugar are put into the sweetening tub and the 150 pounds of saltpeter dissolved in warm water with plain pickle, the whole agitated and then run down to the mixing vat, with the full strength of the pickle, until the vat is barely two-thirds full, when it is diluted with fresh water to the required strength salometer. This pickle, taking into consideration the amount of salt and the amount of sugar contained in it, is usually as mild as can be used with safety as a curing agent.

### Hashing Fat.

The advantage of hashing fat before it goes into the lard kettle lies in the fact that it melts more readily than if it is put in in larger pieces.

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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### What Is the Business Man's Greatest Asset?

Written for the Tradesman.

I have put the heading of this article in the form of an interrogation because I want the reader to do a little thinking for himself.

If somebody should ask you the question that I have here recorded, what would your reply be? Would you say: credit, honesty, knowledge of human nature, merchandising ability, the good will of one's customers or what?

Admittedly the phrase, "The Business Man's Asset" covers a good many things, and it depends a good deal upon one's individual point of view in giving priority to any one feature.

I am wondering, therefore, if you will agree with me when I say that, according to my notion, stamina is the business man's greatest asset. The "supporting vitality or staying power." It indicates the kind of stuff that everybody must have who succeeds in putting anything over in this world of competitive effort.

Credit is a great asset, to be sure; but credit alone never made any business successful. And honesty, as a matter of course, must be assumed, for without it no abiding business institution can be built. And the head of the business institution can not get very far without a knowledge of men. He necessarily serves the public largely through others. He must be able to select his co-laborers advisedly, and train them for efficient service. He must know men. But that isn't enough. He must have a sort of merchandising sense. He must know what to buy and how to sell it. And he must secure the good will of his patrons, for this is the greatest advertising medium in the world.

But important as all of these qualities (endowments or attainments) are, they are not sufficient. One may have them all and still make a miserable failure of his business enterprise.

Stamina is the quality par excellence. It is the man of stamina that invariably brings home the bacon. Far better than sheer brilliancy is stamina. Many ponies get off with a dash—and look as if they are sure shots—but they don't all do it. "Also ran," is what the sporting reporter says of their performance. And in the race of life it's a good deal with men as it is ponies.

Did you ever see a seasoned bird dog hunting with a couple of brilliant but green youngsters? The old dog is just as keen as the youngsters but he curbs his enthusiasm and saves his vitality. With heads in the air the young dogs range over the field in great circles, taking fences at a bound, looking in all sorts of unlikely places for the covey, and covering the same ground time and again. But the veteran hunter doesn't do any fool things like that. He ranges splendidly with nose in the air, looks for the birds in likely places, and does not cover the same ground twice. And in the middle of the afternoon when the young dogs are trailing at

your heels with their tongues out, the veteran is still ranging, finding the birds and enjoying the game. Nose no better than the youngsters—but more stamina.

Now the difference between success and failure, between getting business and not getting it, is not always (nor generally) so much in the quality of the effort put forth as in the amount of it. In other words, the effort which gets business frequently differs from that which does not get business, more in degree than in kind. Men who do things, and are heard from in this world simply because they do things, after all do their work a good deal like thousands of other men who are never heard from at all. The only difference is that they are a little more intense; work just a trifle harder, perhaps; and stay on the job longer. They don't give up. It isn't in them to quit. They hang on. When the other fellow slows up, they forge right on; when the other fellow stops altogether, saying and believing the situation is utterly hopeless, the man of stamina makes another big effort—and wins out.

There is a kind of capriciousness in success—in fortune, favor and the desirable things that men long for and strive after. Why is it these things are placed just beyond the grasp of say nine men out of ten? The tenth man may not be one whit better than any of the nine who failed; but he has a somewhat longer reach—just a little more tenacity of purpose, endurance, stamina—and he gets the prize. Some people chafe and say, "It isn't fair!" But it is fair, for such are the rules of the game of life. And we can't get back of the rules. If we play at all, we must play according to the rules.

Now let us suppose a case: two men of fairly equal capacity, business competitors in the same town. Both honest, capable, progressive, ambitious, and full of vitality. For a long time they go neck-and-neck, as it were; each holding his own, and both doing well. But one of the two has, let us say, about 2 per cent. more stamina than the other; and in the long run he begins to forge ahead. He hammers along with his advertising when the other man begins to let down just a little bit. He runs in a few leaders and specials and between-season tempters that the other man doesn't show. He keeps his windows trimmed a trifle smarter; his stock just a little bit cleaner; and there's just a suggestion of superiority in respect of the business snap—one of them having it on the other just a little bit.

Which of the two do you think will ultimately dominate the trade of that community? The man of 100 per cent. stamina. The other fellow was (and is) a worthy competitor, having, let us say, 98 per cent. stamina; but the 2 per cent. excess of the other fellow will turn the trick.

Now it's worth while thinking about this during these hot summer months when so many merchants are easing up. Take a clean, fresh card and write on it in ink the word Stamina, followed by a colon or a dash, and

then the words of the definition, "Supporting Vitality or Staying power." Stick the card in a prominent place on your desk where you can see it—where you can't help seeing it. And remember as you look at the little card with its six words that you are looking into the secret of every successful man's success. Did he do things that other people didn't do, or couldn't do? He did it because he had more stamina than others. Did he rise from obscurity to prominence, win a name for himself, and a big place in the estimation of others? He had more stamina than those about him. Did he carve out a tremendous business success and build him a palatial residence on some Easy street, in the fashionable suburb of his home town? He did it because he had more stamina than his competitors.

We are likely to have lots of hot, dusty weather this summer. The streets of your old town will fairly sizzle with heat, I suspect, and your citizenry will perspire profusely and abuse the weather eloquently; and some of your merchants will ease up along with the rest of the people who haven't any business that will suffer because of their easing up. Displays will fade because of the hot glare of the streets, and if you'll observe closely, you'll discover a fine layer of dust over the merchandise in those windows. Appearances inside will take on a mid-summer look—sort of tousled and slipshod and hot-weather disarray. And the newspaper announcements will read as if the fellow who wrote them were fairly stewing in his own perspiration. Now the question is, will you be like the rest? Will your windows look as slipshod as other windows? Will the interior disarray be perceptible in your store, as it will be in others? All of these things will be, if you have no more stamina than the others. But why can't you be the man of your town with 100 per cent. stamina? Why can't you keep up steam in spite of the hot weather? Why can't you go after business just as aggressively during the months of

July and August as at any other time of the year? You can if you will. If you have "supporting vitality" or "staying quality"—in other words Stamina, this greatest of all the business man's assets, you'll do this—and profit accordingly.

Frank Fenwick.

### Not Practicing.

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

"Who's dead?" he enquired of the corner storekeeper, who was watching from his door.

"Chon Schmidt."

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

"Vell, by golly," said the grocer, "vot you dink dey doing mit him—bracticing?"

This is the season when the old hen peeps through a knothole in the back fence and smiles as she observes the man next door making a garden.



It takes years for a manufacturer to gain the confidence of the public, and it takes careful manufacturing to maintain a reputation for quality after it is established. Reynolds, pioneer manufacturer and inventor of the Reynolds shingles, has been manufacturing roofing materials for nearly fifty years, and no instance is known where he has forfeited his reputation for quality and the square deal.

You are taking no chances when you use Reynolds shingles—the experimental stage was passed years ago. Get "Reynolds" in the first place and your repair trouble will have been solved for more years than with any other roofing.

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The reassuring word from the White House was timely and highly useful in view of apprehension which had existed for some days respecting the dispute with Germany. Our business men are constantly following out to its ultimates, in their own minds, the present drift, firmly believing that President Wilson will maintain the ground he has held all along and also convinced that Germany will not give up its submarine campaign. The logical conclusion is that the two countries will come to the point of war or at least a discontinuance of diplomatic relations. This reasoning does not take due account of the function of diplomacy and the history of its workings these many years. While one cannot speak with assurance, it is quite among the probabilities that the discussion will be carried on for a long period or that other means will be taken by the disputants themselves to stand off an event which would be a calamity to both. It is hardly conceivable that the Kaiser wants war with the United States until after he has disposed of the several nations with which he is now in conflict.

The impressions made by the varying aspects of this affair are most distinctly visible in the New York stock market because there they are in the form of tangible figures. The effect of an unsatisfactory outlook however is usually in a restriction of transactions rather than in any great decline in prices. When prices go down sharply it is usually because they have been pushed up unreasonably on rumors of war orders. The country may congratulate itself that liquidation has been so thorough that dangerous inflation in securities does not exist save in a few instances. The country is in a position to receive a great shock without widely disastrous effects. Nevertheless such a shock would push the rates of money up rapidly, and no doubt in mercantile and industrial lines many men now in a precarious position would fail. As to large sales of American securities by Europeans there is no present occasion for anxiety. The countries that are sending back our stocks and bonds are also sending us the money to buy them with.

It is still the unpleasant duty of the chronicler to record that the manufacture of war munitions is the principal business of our industries. This business has no essentially new aspects but unquestionably it is on the increase and the distribution is widening all the time as those concerns receiving the primary orders find it

impossible to fill them completely in their own plants. The manufacture of explosives has increased far beyond that of any other industry in the country in the past twelve months. It is meeting considerable embarrassment from time to time through labor troubles, which, however, are not likely to be of grave importance, for on the one hand the supply of labor is great and on the other hand the contracts are so profitable that the companies will not allow the work to be curtailed by unwillingness to pay the employees a little more money.

As to the course of business in general the continued low rates of interest are the most striking evidence of slackness. Bank clearings are showing a slight increase and now and then comes a gross increase in railroad earnings. This week reports have been current that the decision of the interstate commerce commission on the question of increasing Western freight rates would be favorable to the roads. Nobody knows this but certain evidences have appeared in the relations of the representatives of the roads to the commission. The Pennsylvania road, serving a region thickly studded with industries, reports for the first half of July 335,969 cars passing eight representative points, an increase of 15,658 cars over the record of a year ago. As to the iron and steel trade good authorities are predicting much activity the remainder of the year. A decrease of 23 per cent. in building throughout the country during June is not a pleasant showing. This industry has been declining for several years. The total for 65 cities the first half of 1915 was, according to Bradstreet's report, \$297,889,480 against \$319,896,819 the first half of 1914 and \$382,498,361 as far back as the first half of 1909.

The most interesting thing in the iron and steel trade is the purchase of railroad equipment, for the war orders have become commonplace. The public service commission of New York has placed a contract for 35,500 tons of open hearth rails and other materials for a local transportation project, the entire order amounting to \$1,200,000, and the Baltimore & Ohio has ordered cars to cost \$2,500,000, a portion of the business going to the Pullman Company, while the Omaha road has ordered a large number of forty-ton steel underframe automobile cars from the American Car and Foundry Company. The record of the week in this line is by no means a brilliant one, but looks good after the

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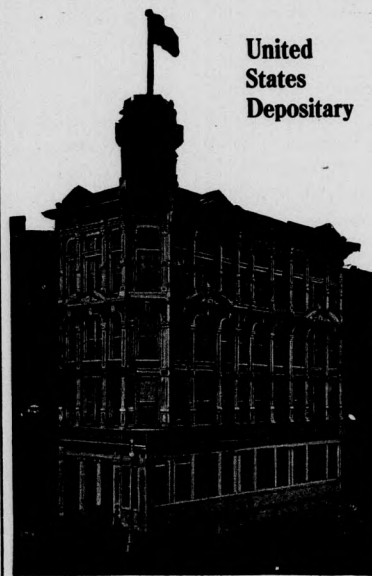
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Service does not consist in the offering of specific information or accommodation—rather in the constant willingness and the perfect ability to meet another's needs—usual and unusual—skillfully. It is this sort of usefulness that is the mark of the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

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



long period of dullness. The Russian government order for rails has been decidedly elusive. It was originally stated at 400,000 tons, and it is now understood that half of this total has been awarded, the Cambria Steel Company getting 125,000 tons and the Lackawanna 75,000 tons. Russia's failure to place large contracts in this country has been due to the terms of payment offered, which have usually included a tender of bonds. Spot payments and not deferred payments are what American manufacturers are demanding. The equipment called for by that government is wanted for the reconstruction of the Trans-Siberian Railway. Equally railroad equipment is wanted in another part of the empire, for it appears that Russian military supplies are blocked not only at Vladivostok but at Archangel for lack of transportation. The steel works of the country are now in pretty full operation, some of the mills having just started up after an idleness of nearly a year and a half. Prices continue to tend upward. Youngstown reports sheet bars up \$2 to \$23.50, and a similar advance has been made on less than carload lots of steel boiler tubes. Semi-finished steel is getting scarce. The United States Steel Corporation has just bought 75,000 tons of open hearth billets. The improvement in the pig iron market continues and transactions are now on a liberal scale.

The weakness in copper persists. Sales of electrolytic are said to have been made in New York at 19 to 19½ cents. The reasons given by the authorities are not altogether convincing, and one may fall back on the great capabilities of the mines now in operation and coming into operation. There is no commodity which can respond more promptly to a big demand than copper, and a flooding of the market has been a frequent experience in the past few years.

In agricultural products wheat shows the effect of a large crop, but on the other hand signs of a materially improved export demand. Cotton has wavered between 9.15 and 9.40 for middling uplands in New York. The British government is moving in the matter of paying for detained cargoes and has disbursed \$3,500,000 on that account since March 11. The number of vessels with cargoes solely or partly of cotton diverted to British ports since that date is sixty. It is not surprising that there has been much apprehension among vendors of that commodity. For fabrics the demand appears to be fairly satisfactory but the market is patchy and the manufacturers are in a hazy state of mind as to what the future will bring forth. Dress goods have been going off at a better rate than formerly, and prices have been advanced 1 to 5 cents per yard, for the spring trade, while the American Woolen Company has raised its figures 5 to 30 cents per yard for men's wear.—Economist.

Conlen, Kingsbury and Crosby, former stockholders in the Lennon

Bank, will appeal from Judge Miner's decision refusing their release from liability on notes. The suit involves at present only the costs in the law suit as the Flint Trust Company holding the notes has released the plaintiffs from liability.

The State Railroad Commission recently listened to arguments in behalf of a \$7,500,000 increase in the stock of Detroit City Gas Company, a part of which includes a stock dividend to the stockholders of the concern amounting to more than \$1,750,000.

The plan which the company desires the commission to approve, is one of the most comprehensive filed at Lansing. Several years ago the company was authorized to issue \$7,500,000 worth of stock. Of this amount, all but \$920,000 was issued. Now the company wants to double its capital.

The \$920,000 of the old issue, plus \$208,000 of the new issue, making \$1,128,000 all told, is to be used to pay for betterments and service changes which the growing condition of the city of Detroit demand. New mains and plants are contemplated, and the petition recites that such are absolutely necessary to care for its growing business.

For the last few years, it was argued before the commission, no dividends on the stock had been paid, although the business of the company warranted them. Instead the money was put right back into the business in laying of new pipe lines into recently added districts of the city, etc. In order to reimburse the stockholders for dividends which they should have had, but did not draw, the company wants the right to issue at once \$1,792,000, of the increased capital of \$7,500,000 and hand it to the stockholders in lieu of the past dividends.

The commission took the proposition under advisement and a decision will be reached later.

Automobiles may be as expensive as wives, but one can trade his old auto in on a new one every two or three years.

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

#### August Hints for Hardware Dealers.

Written for the Tradesman.

In August, the hardware dealer prepares for the fall and winter months. One preparatory item is the pushing out as thoroughly as possible of the lagging items of summer stock. Particularly is it the part of wisdom to clear off the broken lines.

A thorough clean up is advisable for three reasons. First, the carrying over of goods until next year entails an incidental loss, through interest on tied up capital, depreciation and storage. Second, the room these goods occupy is needed for new fall stock. Third, the more spare cash you have, the more advantageous your buying will be. Hence, the hardware dealer is well advised who, instead of carrying over summer goods, converts them as far as possible into cold, hard cash.

Pushfulness in the early part of the season of course, reduces the amount of hold-over stock to a marked degree; but the merchant who, in spite of all his efforts, finds some odds and ends of summer stuff still on his hands may find it advantageous to stimulate August business and clear out his summer stock at the same time by holding a bargain sale of summer goods. A hammock, for instance, is worth less in August than it is in June; but the hardware dealer who shades his price just a little can sell it in August readily enough to the bargain hunter, of whom there are plenty in every community.

This does not mean or necessitate wholesale price cutting. Habitual price cutting is one thing; the clearing out of unseasonable lines at special prices is another. The one is a detriment to honest business; the other is a recognized method of clearing out odds and ends of stock which because of the lateness of the season, are actually worth less than they were a couple of months before. At that, it is a method which should be utilized only in connection with goods that are becoming unseasonable, and only when pushfulness and aggressive salesmanship have failed to clear these goods out at standard prices.

If you decide to hold a sale, make it a feature. It may run through two or three weeks in August; it should be featured in the newspaper advertising and the window displays, and

price cards should be used liberally. No bargain sale is complete without price cards on everything. Extensive publicity will bring many people to the store and these people can be interested, not merely in advertised bargain lines, but in staple goods. Such sales are excellent opportunities for the holding of demonstrations of one sort and another. Preferably, these should not be demonstrations of the bargain goods; the bargain prices should be utilized as an opening for introducing lines on which the merchant can make a full margin of profit. The clearing out of summer lines should lead on logically to the opening up of all goods.

If you hold a sale, get your money's worth out of it. Go after it wholeheartedly; and what you sacrifice in immediate profits, make up in the advertising value the sale brings you, and your store.

Another item in August preparation for fall trade is the fall ordering. There are, indeed, many fall and Christmas lines already ordered. The merchant should carefully consider his fall requirements, jot down ideas as they occur to him, size up the purchasing power of the community, and when the travelers come around, meet them thoroughly posted regarding his needs.

Too often a merchant will postpone all thought of his fall orders until the travelers step into his office. The result is detrimental in many ways. For one thing, off hand buying is never good buying. Good buying can not be given too much thought. The merchant must review his stock carefully. He must remember what were the outstanding features of last year's fall trade, what lines sold well and what lines fell flat. Then, too, he should take time to size up the changes in business conditions and in his constituency generally, and determine as nearly as possible what effect these changes will have on the extent and nature of the demand.

Then, too, where the buying is given little preliminary thought, important items are apt to be overlooked at the last moment; which in turn necessitates the sending of hurry up orders, double shipments, extra freight charges, and delays. Delays are fatal in business, where the great point is to have what the customer wants just when he wants it; and where the assurance that a certain thing is "on order and may be in any day" is apt to send him to another store.

As in midwinter, so in midsummer it is timely to plan the next six months' campaign. No store methods

are ever so perfect that they cannot be improved; in August, when business is normally somewhat slack, is a good time to institute improvements. These may be improvements or alterations to the store premises; or changes in the store system and the store organization.

"Never swap horses while crossing a stream" applies to the hardware business. It doesn't pay to introduce improvements when business is at its height. Changes, particularly in the store system, should be made when they least affect business; for no change is so good that it will not jar things somewhat at first. Then, when business is light is a good time to try out new ideas in store system, and to study their effect, with a view to introducing them permanently. The merchant who is planning changes should carefully weigh the pros and cons and be convinced that the move under contemplation is really beneficial before he puts it into effect.

The merchant should find time in August, also, to push his collections, and, if possible, to improve his system of supervising credits. Credits should be closely watched at all times of the year, accounts should be rendered regularly every month, and delinquents should be pressed for payment at the psychological moment, whether that moment comes in April or August. August, however, affords perhaps the best opportunity for getting after slow pays with both feet.

A good plan with the out-and-out delinquents is to detail one of the clerks to look after them. Duncans sent by mail are all right in their way, but the personal collector is the most efficient collector.

Many merchants are timid in the matter of pressing payment of long overdue accounts. The necessity of taking extreme measures can to a large extent be obviated by care in the granting of credits in the first place, by fixing terms of payment when credit is given, and by acting instantly the credit limit is overstepped. But where an account is allowed to go delinquent, there is nothing left but for the merchant to insist on what is his due—or to stand the loss.

It is a mistaken kindness to extend too long credit, or too large an amount of credit. No customer, in fairness to himself, should be allowed

to purchase beyond his power to pay. The merchant who, in August, or at any other time, insists on the delinquent paying up should realize that he is merely insisting on square dealing, and that protracted credits are prolific breeders of dead beats.

William Edward Park.

#### The Ventilation of School Rooms Is a State Law Requirement

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

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

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

Steam and Water Heating with everything in a material line.

Correspondence solicited.

THE WEATHERLY CO.

218 Pearl Street Grand Rapids, Mich.

#### Heavy Team Harness

Bridle— $\frac{3}{4}$  inch sensible blinds, flat checks, band fronts.

Hames—500 steel brass ball top.

Breeching folded with layer.

Traces—1 $\frac{1}{2}$  three ply leather.

Lines—1 in. x 20 ft. with snaps.

Martingale—1 $\frac{1}{2}$ , breast strap

1 $\frac{1}{2}$ , brass buckle shields.

No. 1 oak tanned leather, \$45.00

SHERWOOD HALL CO., LTD.

30-32 Ionia Ave., N. W.

Grand Rapids, Michigan

## 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. HOKIE, M. D., Supervising Physician

ALVAH BROWN, President

S. V. MAC LEOD, Secretary

JESSE J. FOX, Superintendent

MRS. MAE HAUCK, Supt. Ladies Dept.

Send for Cancer and Eczema Booklet

## Foster, Stevens & Co.

### Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.

Grand Rapids, Mich.



## DEVELOPING SALES.

## Some Advantages of Co-operation Between Salesmen.

Written for the Tradesman.

The "Come, let us reason together" policy maintained by the largest sales organizations in the country as exemplified by conventions and gatherings of salesmen of such houses has unquestionably resulted in the building up of a success not otherwise possible. When men are gathered together for the purpose of discussing how a larger business may be done the stimulus to new ideas and real constructive thinking is generated which contrives to bring results much beyond what individual thinking can accomplish. A sharpening of the wits by the interchange of ideas builds such sales organizations into powerful machines whose ability to overcome competition is best evidenced by the volume of business booked.

The sales convention has, therefore, come to be an inherent part of the general plan of operation in the sales-department of the leaders in almost every line of trade. Annual, semi-annual, quarterly, monthly and frequently weekly gatherings are held. National conventions are naturally held less frequently than district meetings. It is, however, not my purpose to discuss conventions in detail but rather to tell of a method which is being used successfully in conjunction with an annual convention held by a St. Louis concern whereby the enthusiasm kindled in January burns as brightly in July and with but little difference as late as November.

To maintain that spirit of optimism which is engendered by the gathering together of their men at what they call the "annual round table" was a problem which for a long time proved puzzling. It did not seem right that such a splendid supply of enthusiasm should gently filter itself away through the months of the campaign immediately following the January meeting. If all the strength of purpose and enthusiastic opinions could be all bottled up and then distributed through the ensuing twelve months as occasion seemed to demand it was thought a much larger and more satisfactory business would result.

The fruit of planning how to best

conserve this energy so as to make it last over a longer period was in the simple expedient of making the "round-table" run twelve months instead of three days. Naturally this does not mean just what it says for that would be a case of "eating your cake and having it too." The method pursued was simple in the extreme. By the use of the mails a mail-order "round-table" came into being. At the real "round-table" each man brought up problems which were puzzling him and immediately had the advantage of the counsel of his fellows. After the adjournment of the "round-table" such problems were usually brought to the attention of the house and assistance secured from that source. This served very well but the theory of the sales manager was that the men out on the firing line should still be called into counsel and an interchange of opinions and suggestions thus be enjoyed to the direct advantage of all concerned.

For instance the man in Southeast Missouri seemed unable to get his business booked for as early delivery as the man in Northern Illinois. A query letter went out to the man in the North explaining the difficulty which the Missouri man seemed to be up against and suggesting that since the Illinois man had been particularly successful in handling his business for early delivery a letter to his brother salesman in distress would be appreciated. The house reserved the privilege of using the letter in a general bulletin if the reply had the "punch."

When the reply came through headquarters it was found to have many points which others of the force could use to advantage in their work. Instead of the letter passing on its way to the man addressed it became the chief feature of a special bulletin whereby the good selling ideas contained in it became disseminated to all the rest of the sales force. Thus the "round-table" kept up its good work. Naturally full credit was given the Illinois man in the bulletin for this encourages others to an effort when problems are put up to them.

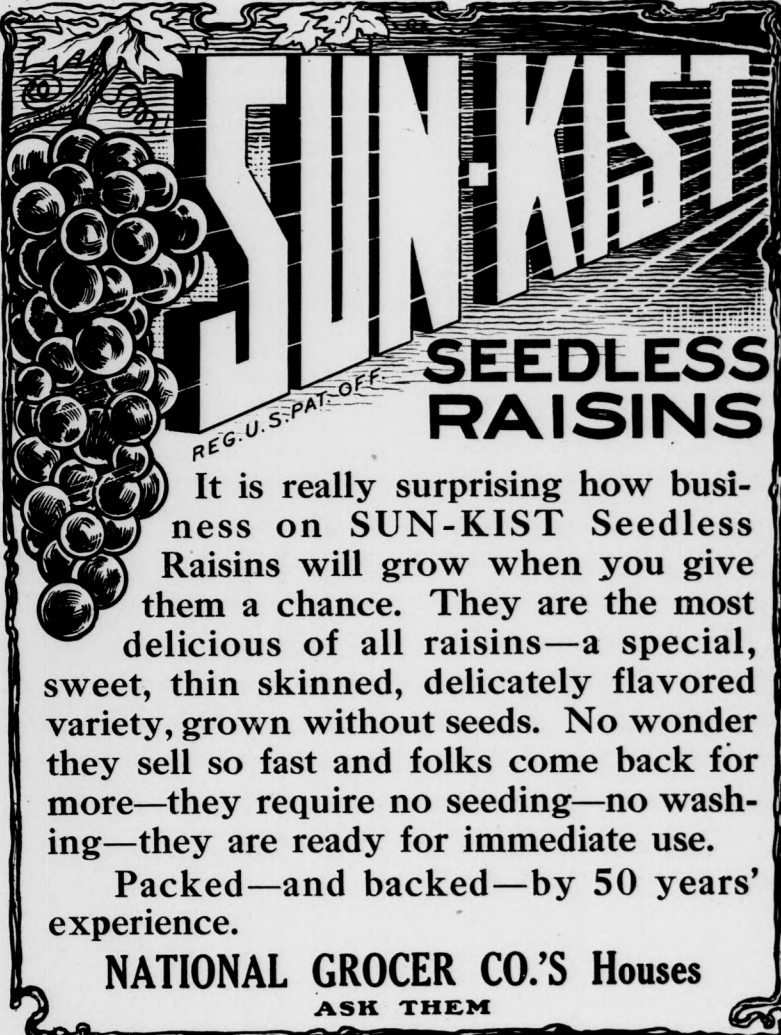
Hardly a week passes but what the by-mail "round-table" has an inning. It ties the whole organization together. It works like a piece of well oiled machinery. Another week a splendid letter to a young man about

to become one of the junior salesmen for the house was reproduced. The senior salesman who wrote the letter had no idea that the house would reproduce it in bulletin form. It, however, so soundly built for loyalty in the new man and at the same time described the difficulties which were to be confronted that it was quoted at length to show the value of creating complete confidence in the mind of the new man before he goes to work.

Questions as to certain policies to be used under certain conditions, etc., all come up through this system of a "round-table" by mail. Although the men are located at widely removed points they still have the advantage of each other's counsel, the house acting as a clearing house of ideas.

In connection with this plan there is now being perfected by this same house a plan for a circulating library of business books. The concern over a period of years has accumulated quite a few volumes on advertising, salesmanship and kindred subjects which rest on their shelves dormant yet full of power. They have no power unless their contents can be transferred to men's brains. The plan is to number each volume as in a regular library and send out a book to each salesman with the understanding that it may be retained two weeks when it must be returned to headquarters and sent on to another man. In the period of a year the men who care to utilize expert knowledge will have enjoyed an unusual opportunity.

Earl D. Eddy.



**SUN-KIST**  
SEEDLESS RAISINS

REG. U. S. PAT. OFF.

It is really surprising how business on SUN-KIST Seedless Raisins will grow when you give them a chance. They are the most delicious of all raisins—a special, sweet, thin skinned, delicately flavored variety, grown without seeds. No wonder they sell so fast and folks come back for more—they require no seeding—no washing—they are ready for immediate use.

Packed—and backed—by 50 years' experience.

**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

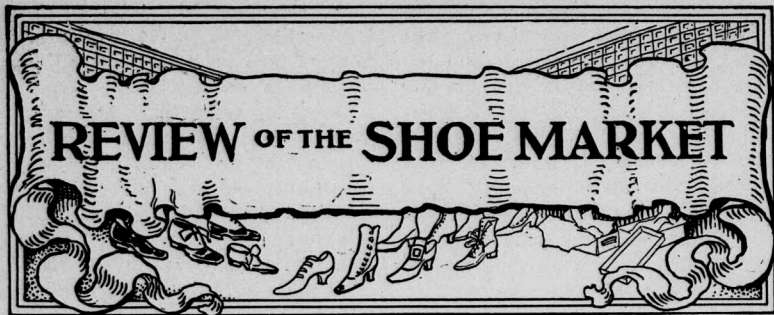
#### A Partial List of Authorized Bottlers:

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.





### Shoe Store Fixtures and Accessories.

Written for the Tradesman.

Shoes must be displayed adequately and attractively to bring out their good qualities and accentuate their want-provoking endowments.

The artistic and skilful display of shoe store merchandise is no less important than stocking up with the right sort of goods.

Personally, I have always regarded the store front beautiful, electric signs, window illumination, valances, and window fixtures, together with all and sundry of the interior display and decorative accessories as advertising adjuncts for the shoe store. To charge the original cost and subsequent upkeep of them to equipment, and to think of them merely as such, is an error. There is a kind of equipment that not merely equips, but also advertises, the shoe store. So far as utilities are concerned, very plain and inexpensive furniture and window fixtures and accessories would serve the purpose quite as well as the more elegant and expensive sort; yet it is undoubtedly true that many shoe dealers would make an obvious mistake in installing plain and inexpensive furnishings. And purely decorative accessories serve no utilitarian needs in the shoe store; but in spite of that fact are often a good investment—indeed, I am inclined to think one might put the matter even stronger, and say they are almost invariably a paying investment.

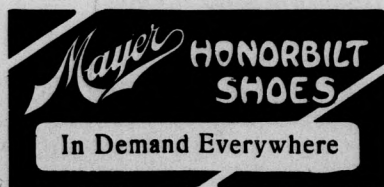
Why should the retail shoe merchant—or any sort of a merchant, for that matter—make his store front more elegant than other plain-fronts round about him? Why should he install the very finest and most attractive window fixtures with which to display his shoes and footwear accessories? Why should he purchase an electric sign? Why illuminate his windows at night when the store is closed and the clerks are gone? Why should he install interior display cases and cabinets? Why should he yield to the architect's suggestion and provide his store with one or more of those new and nifty built-in cabinets? Why have mirrors, potted plants, and other ornamental features, which might be dispensed with in most any shoe store? Obviously, by cutting down here and cutting out there, by ruling out this and tabooring that, it would be perfectly easy to save a lot of initial expense, to say nothing of the cost of subsequent upkeep.

The answer to all of these enquiries is one and the same—and perfectly obvious at that: Good Advertising. The shoe dealer's elegant store front advertises the store and its merchandise

to the people who pass by, and in passing, stop to look. Appropriate and attractive window fixtures accentuate the drawing qualities of good footwear, and thus directly or indirectly lead to sales. And the electric sign at night flashes out your name, and helps to make that name a synonym for desirable footwear in your community. And the right sort of window illumination stays on the job when the clerks are home, and it's playing up your shoes, findings, hosiery, and whatever else in the footwear line you may happen to have in your windows. Paving the way for sales to-morrow, next week, next month, or some other time in the future. Interior cases and cabinets for the display of fine footwear, findings, hosiery, footwear jewels, and the like, do by day on the inside precisely what the store windows do by night on the outside. They are business builders. Mirrors, flowers, and all manner of decorative accessories (if they are really true to their nature as decorative adjuncts), belong in the same category; they too are business builders.

One does not have to be gifted with any special insight to observe that the more progressive shoe dealers everywhere are becoming increasingly awake to the advertising value of this sort of equipment. It costs money, to be sure; but money invested in the sort of shoe store equipment that helps to sell the goods, is certainly money well invested. In a sense, it is, as I have pointed out, an advertising appropriation.

Now take, for example, valances for shoe store windows. Just now they are growing in popularity. They have a rich and classy look. They smack of refinement, prosperity and modern aggressiveness. Made of quite a number of different kinds of material, chiefly silk and cloth, more or less richly designed, fringed, and made ornate with the dealer's initials, or the firm's monogram or trademark in gold or contrasting colors. Valances are scheduled for a real vogue. And yet the shoe merchant can very easily keep right on doing business without them. They are purely decorative. At the same time they justify themselves by results. They are business-builders.



## This "Adv." Shows

ONE LINE OUT OF A GREAT MANY CARRIED IN STOCK. THEY ARE NUMBERS THAT HAVE HELPED MAKE OUR "BERTSCH" LINE FAMOUS

Seldom Equalled—Never Excelled



960—Men's Gun Metal Calf Blucher, Goodyear Welt, Half Double Sole, Modified High Toe, D & E..... \$2.35  
979—Same only Button..... 2.40  
913—Same as 960 only extra fine quality..... 2.75  
914—Same as 979 only extra fine quality..... 2.75

In Stock  
for  
At Once Shipment  
Complete  
Catalogue or Samples  
on Request

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Mfrs. Serviceable Footwear

GRAND RAPIDS, MICH.

## Solid Shoes for Boys



No. 8390



### "Our Star Line" Shoes for Boys

Are built to stand the hard knocks of every day wear. The high quality upper and sole leather used in this line is seldom found in shoes of their price.

We carry them in stock in boys', youths' and little gents' sizes.

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.



Shoe dealers frequently make a mistake—unconsciously, I am inclined to think—in assuming an unsympathetic and skeptical attitude towards the newer, more attractive and more artistic creations in shoe store furniture, window fixtures and interior accessories. They often get the impression that the people whose business it is to design and build these appliances are almost undesirable citizens; that they are attempting to apply the principle of vogue to such matters so as to shift the currents of "style" in shoe store equipment and ornamentation, thus having dealers the country over practically at their mercy. But those who have any such ideas are very much mistaken. Manufacturers of shoe store furniture, window fixtures and the like, are actuated by one and the same desire, namely, to surpass their own best previous efforts; to bring out products that will have the maximum of trade-building value for those merchants who install and use them. No shoe dealer or merchant who carries shoes as well as other classes of merchandise, is under obligations to buy any new thing in the furniture or equipment line unless he is able to see for himself that the investment is a practical one; that it can be justified fully on the ground of expediency. If the new device possesses business-building qualities of such bona fide merit that the initial cost is more than met by results attained, why worry?

As has been hitherto pointed out in these columns, the business of selling shoes in this country is going to be developed intensively rather than extensively, in the days to come. Most dealers now spread over as much territory as they are able to cover, and to attempt to spread further simply means that they shall overlap the other fellow's territory. What most of them should do, therefore, is not to enlarge their trade-zones, but rather develop the undeveloped business within their own territories. There are perhaps very few communities in this country—even in congested centers of population—where the people are buying shoes up to their capacity. More shoes could be distributed judiciously in every community than are now distributed. And everywhere—more especially in the small cities and towns and hamlets and country sections—there are countless numbers of people who do not purchase as much footwear per annum as their position, requirements and purse would allow. This is latent, undeveloped, embryonic business—and most of it lies right at the door, so to speak, of some retail shoe dealer.

Thus, I repeat, the thing that is needed just now is intensive shoe distribution. Going after the business near at hand—and going after it in earnest. All of which, to be sure, require that one have "an eye for business," in the first place, and in the second place, that he make up his mind that it can be captured and brought in. But how? That is the question. And the answer is, by better retailing methods. And funda-

mental in this matter of better methods is advertising. And equipment, window fixtures, interior appliances and decorative accessories—all this can very readily be linked up with, and made a part of, one's advertising scheme. Such things advertise your store. It all helps to build up confidence in you as a shoe dealer. It creates for you the impression of prosperity, alertness, and aggressiveness. It makes them feel that you are in the running—not a has-been, but a coming man. And the selling of merchandise always did, and always will, depend upon the kind of an impression you create in the minds of your prospective customers. Nothing succeeds like success—don't forget the central truth in the old saw.

Cid McKay.

#### Saved by a New Front.

John Milton operated a retail shoe store in the suburbs just like several thousand others. Trade was fairly good and about the same year in and year out. He kept his old customers, but somehow or another he did not get much new trade. For a long time he couldn't think of what to lay it to. His shoes were all right and the people in his neighborhood bought just as many shoes as the people of any other neighborhood.

It took him quite a while to realize that the only new business he got was what happened to come in case of emergency—when the sole of the woman's only pair of shoes had come off and she could hardly get down town. Soon he saw that there was

nothing interesting about his place—nothing to attract anyone. No stranger would ever guess that back of that old dingy front there was a mighty good stock of shoes. No woman would come into a place with such dirty windows.

As a result of this drop to himself he did everything he could to make the old front inviting. He washed the windows daily, put on some loud paints, and hung out bright signs, but all to no avail. The more he studied the matter the more convinced he became that nothing would do but a new front. He secured catalogues and prices from various store front specialists. He visited the modern shoe stores in all the suburbs thereabouts and studied conditions.

Finally he put in an up-to-date front with windows in which he could make a display and he has had a fine display every day ever since. A look at his sales book nowadays tells of his success. He had placed his business on a new footing. The front paid for itself within a year and works right along paying his rent. This happened in the suburbs of a city where such a change in the results would hardly be thought possible.—Shoe Retailer.

#### The Hardware Man.

Gabe—There is a man who calls a spade a spade.

Steve—What is he? An author or a reformer?

Gabe—Neither. He's a hardware dealer.

## 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.

## HOOD TENNIS

Are Made in Many Grades

We give below short descriptions and prices on men's only.

You should have our catalogues.

|                                                              | Bals   | Oxfords |
|--------------------------------------------------------------|--------|---------|
| Men's "Korker," Black .....                                  | ...    | \$0.40  |
| Men's "Riverside," Black or White .....                      | \$0.60 | .50     |
| Men's "Bayside," all White, Pressure Cured .....             | .63    | .53     |
| Men's "Manhattan," all White, Pressure Cured .....           | .70    | .60     |
| Men's "Tuxedo," Drab, Pressure Cured .....                   | .80    | .70     |
| Men's "Lakeside," all White, Pressure Cured .....            | .86    | .76     |
| Men's "Lenox," all White, Pneumatic Heel, Pressure Cured ... | 1.10   | 1.00    |
| Men's "Holiday," Drab, Pneumatic Heel, Pressure Cured .....  | 1.05   | .95     |
| Men's "Crescent," White, Pressure Cured .....                | 1.15   | 1.00    |
| Men's "Vacation," White, Pressure Cured .....                | 1.35   | 1.20    |
| Women's Pump, Pneumatic Heel .....                           | 1.10   | 1.10    |
| Women's Mary Jane, No Heel .....                             | ...    | .90     |

KEEP IN TOUCH

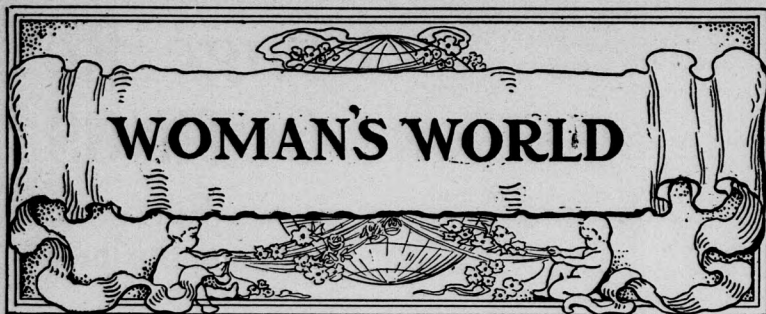
GET OUR CATALOGUES

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids





### Not Always Practical to Mix Friendship and Business.

Written for the Tradesman.

Mrs. Barlowe lately bought expensive material for an evening dress, and yesterday took it to Mrs. Harmon, the most capable dressmaker in town, to have it made.

"I could hardly bring myself to do it," she confided to her chum, Miss Wetherby, "for you know Jennie Merivale sews, and she is such an old friend of mine. I hate it dreadfully, for I know Jennie will be all broken up. I would do anything in reason for her, because I love her dearly, only not quite well enough to have the best dress I have indulged myself in these three years spoiled by her careless fitting and slipshod sewing. She has made a botch of every one of the last three pieces of work I have taken to her. I really feel that she has abused my forbearance. This time I decided to take my dress to some one who is not an old friend and whom I could deal with on a business basis. I told Mrs. Harmon that I feel particular about this dress—I want it should have style and distinction and be perfectly finished. Now I never should dare to talk to Jennie like that. But with Mrs. Harmon I feel at liberty to tell her how I want it, and to hold her to meeting my requirements. With Jennie I always have felt obliged to take indifferent or even very poor work without protest, and to pay whatever she asked."

Harry Whipple, a young man of thirty, lacking capital for his growing business, has decided that it is best to take in a partner. Ned Christie, who grew up next door to the Whipples and always has been a close friend of Harry's greatly wishes to become the partner. Ned has three or four thousand dollars, left him from his father's estate, and would like to invest it in some established business in which he could draw a good salary for his own time. There is another man, Howard Newkirk, who would like to buy an interest in the business. Howard has been in Harry's employ for some years, and is now acting as a sort of foreman and assistant manager. He has saved up some money and is ambitious to get ahead.

Harry Whipple usually talks over his plans with his uncle, Hiram Brady, a shrewd, farseeing old gentleman who has experienced the ups and downs of fifty years of active business life.

Having outlined the proposition, Harry asked, "Now, Uncle Hiram,

which of the two, Ned or Howard, is the one to whom I would better make the offer? I have every reason to suppose that either one will take me up the moment I speak the word."

"Give it to Howard, of course," was Uncle Hiram's prompt reply. He noted that his nephew's face quickly fell. "I really am surprised, my boy, that you have considered Ned for a moment. Ned is a charming fellow personally, always smiling and happy and full of agreeable small talk. But honestly now, isn't that about all you can say for him? He has held a position in Barnaby and Baxter's office for two or three years, but his father was their best customer and they have felt they must do something for Ned on account of the old man. They never have paid him much of a salary, and I know they have never considered him in line for promotion."

"Of course you know that you can not treat a partner just as you do a man you hire. Once let Ned feel that he is his own boss, and he would not get down to the plant until 10 o'clock. And he'd expect to be out in his machine half of the afternoon. He might get a little business from among his personal friends, but in the main you would find he would be just a load for you to carry. He lacks energy and force and thinks of nothing beyond a good time."

"Now Howard Newkirk is no drawing-room ornament. He wouldn't know how to act in a dress suit. Socially he never can shine like Ned Christie. But he's a pleasant-mannered fellow and people like to deal with him. And he's a pusher. You know how faithful and dependable he has been in your employ. My word for it, as a partner he would work even harder. Don't consider Ned for a moment. Make your offer to Howard."

Breakfast was over and in five minutes John Milburn must start for his car. Mrs. Milburn, petite and charming in her rose-colored kimono, sat behind her plate and began a final appeal.

"John, dear, I wish you would reconsider your decision about letting the contract for the store building," she pleaded, "and give it to Tom Forbes. His figures are only a few hundred higher than Haskins and Smith's, and you know Mrs. Forbes has been so nice to me—invited me to everything—while Mrs. Haskins never has so much as noticed us at all. And I know both Mrs. Forbes and her husband will feel dreadfully hurt if you give the contract to Haskins and Smith. The other members of the

firm have put it all in your hands and they tell you to go ahead and do just as you think best. Now you ought not to let a few paltry hundreds stand in the way of doing our friends a great favor. Besides," and here her wistful little face brightened, "I think if you would tell Tom just how it is, that he would meet Haskins and Smith's figures."

"Lucile, can't I make you understand? It isn't wholly or largely a matter of the price, although the firm is not in circumstances that we can afford to squander what you call 'a few paltry hundreds.' But even if Tom's price were no higher than Haskins and Smith's, I couldn't honorably give him the work. The buildings he has put up show inferior materials and faulty construction, and are not to be compared with those built by Haskins and Smith. I would not trust Tom Forbes with a job that was wholly my own—surely I would not be justified in placing the building for my firm in his hands. I am awfully sorry to hurt you, Lucile, but I see no other way than to turn down Tom's bid."

Some tears followed on the part of the disappointed little wife, and a few hot and angry words on the part of her husband, after which he ran to catch his car.

Many more instances could be given showing the difficulties likely to arise from attempts to mix friendship and business. Women often have to do with these unpleasant situations. In their own affairs they are under the same necessity as men for dealing with others on a business basis. In the affairs of their husbands they often have to bear the brunt of ill feeling when business exigencies and social favor get at loggerheads.

All right-minded persons like to do all they can for their friends, but the disturbing fact remains that some of the people who are most agreeable and charming in social life are not efficient and dependable in business and industrial capacities.

And thus it comes about that friendship that has its beginning in satisfactory business relations is lasting and pleasurable, while a business affair that is compelled by friendship or social indebtedness is apt to be galling on both sides and result in the rupture of all amicable relations. Quillo.

### Selling Groceries by Sample.

A novel arrangement for a grocery is found in a new store in Lexington, Ky. The salesroom of this store instead of containing the regular stock of groceries has exhibited only one article of each kind and size.

In comparatively small space they are able to display every article carried in stock. Everything is marked plainly with its price. All orders are filled from the packing room immediately behind the display room. This seems to condense the stock on display in a very compact space, and facilitate delivery service.

And some men are so full of human nature that they have no time for principle.

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

THEY ARE GOOD  
OLD STAND-BYS

### Baker's Cocoa and Chocolate



Registered  
U. S. Pat. Off.

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

Trade-mark on every genuine package

MADE ONLY BY

**Walter Baker & Co. Ltd.**  
Established 1780      Dorchester, Mass.



### A Safe Match

Means a Safe Home



Every responsible grocer wants to sell his customers matches which are nothing short of the safest and best made. Thereby he safeguards the homes of his community.

Any grocer who is not handling "SAFE HOME" matches, should take steps to do so at once. Ask any wholesale grocery salesman about them or drop a line to the manufacturer, who will have his salesman call and explain their superiority.

Every "SAFE HOME" match is non-poisonous, strikes anywhere, is extra strong and sure, is chemically treated to prevent afterglow when blown out, and is inspected and labeled by The Underwriters' Laboratories, Incorporated.

Made Only by

**The Diamond Match Company**





### Meeting of Michigan Clothiers at Muskegon.

The officials of the Michigan Retail Clothiers' Association are planning for the largest gathering in their history when the 1915 convention is called to order at Muskegon on August 24 and 25.

A meeting of the Muskegon clothiers will be held shortly to discuss plans for the entertainment of the visiting merchants. It is expected that the first day's programme will be held in the Occidental Hotel and on the following day the clothiers will meet at the Lake Harbor Hotel, one of Michigan most enjoyable summer resorts, a short distance from the city of Muskegon.

This hotel is the summer home of many clothiers from outside the State, and it is expected that there will be a number of these guests at the meeting.

The programme of the convention has not as yet been completed, but will be published in full in a subsequent issue of the Tradesman. One of the men who will address the convention is T. F. Pevear, advertising manager of the Stein-Bloch Company, Rochester, N. Y. His subject will be, "Advertising a Retail Store."

The Michigan Retail Clothiers' Association was instrumental in helping to kill an undesirable bill introduced at the recent session of the Legislature. A bulletin just issued to the clothiers of the State comments on this action as follows:

"As an example of the work we are doing—at the last session of the Legislature a bill was introduced to compel all retailers of wearing apparel in the State to stamp every garment with the percentage of wool, linen and cotton it contained, and to write the same information on the sales slip when the garment was sold. Every clothier knows how difficult it would be to comply with the provisions of such a law. Our officers took up the matter in co-operation with other commercial organizations of the State, and the bills was not reported out by the committee. This is only one of the ways in which the Association works for the retail clothier—working most of the time without the knowledge of the dealers for whom the efforts are being put forth. Isn't such work worthy of your recognition?"

### Chicago Retailers Urged to Postpone Sales.

The following letter has been sent out to members of the Men's Furnishing Goods Association of Chicago, by President Z. Z. Jackson:

"The period is now approaching when dealers in some of the lines handled by members of this Association feel that it is expedient to reduce prices and to make a special effort to dispose of their stock of seasonable goods. Judging from past experience, we may anticipate before very long a cut in the price of straw hats by some one or more dealers. It is not the purpose of this Association to take any action whatever that may even seem to restrict competition or tend to regulate prices contrary to the laws of this State.

"It occurs, however, to your President to suggest that the dealers acting individually should learn to protect themselves against the growing tendency on the part of the public to await the mid-season sales at cut prices before making their annual purchases. It seems that this suggestion applies with unusual force to the conditions of the present year, as the unusually cold weather prevailing during the months of May and June has increased the tendency to delay above referred to and has relieved very many of feeling any necessity for the purchase of seasonable articles up to the present time. This applies more particularly to straw hats.

"It is not intended to suggest any concerted action whatever, nor to bind the members of this Association to any suggestion here made, but it would seem that there is certainly no need to be in a hurry to start mid-season sales when by reason of weather conditions the season has little more than opened. Such sales should be deferred until, in the judgment of the individual dealer, they can be held relatively as late in this unusual season as were similar sales in previous years when ordinary weather conditions prevailed."

### She Was Ready to Advertise.

The small daughter of an Ionia family had been praying each evening at bedtime for a baby sister. The other morning her mother, reading the paper, exclaimed: "I see Mrs. Smith has a little daughter."

"How do you know that?" asked the child.

"I read it in the paper."

"Read it to me."

The mother read: "Born on April — to Mr. and Mrs. — Smith, a daughter."

The child thought a moment, then said:

"I know what I am going to do. I am going to quit praying and begin advertising."

One might keep a secret by putting it in cold storage and losing the key.

### Advertising Words, Phrases and Combinations. Written for the Tradesman.

V.

Opportunity.

Stock-reduction Opportunities  
Pre-inventory Opportunities  
Peerless Opportunities  
Opportunities Galore  
Opportunities Without End  
Opportunities Thick as Clover Leaves  
Big Opportunities  
Rare Opportunities  
Saving Opportunities  
Exceptional Opportunities  
Unmatched Opportunities  
Unparalleled Opportunities  
Unprecedented Opportunities  
Extraordinary Opportunities  
Opportunity-day Specials  
Opportunities You'll Appreciate at a Glance

The House of Opportunity  
A Week of Opportunity  
A Month of Opportunity  
A Season of Opportunity  
Peerless Opportunities  
Attractive Opportunities  
Alluring Opportunities  
Seductive Opportunities  
Surprising Opportunities  
Special Saturday Opportunities  
Every Item a Money-saving Opportunity

Front-rank Opportunities  
Mark-down Opportunities  
Pickings.

A Handful of Pickings  
Odd Pickings From the Countless Bargains  
Choice Pickings From Many Departments

Tempting Pickings From New Stock  
Some Pickings You'll Appreciate  
June Pickings at Left-over Prices  
July Pickings at Left-over Prices  
August Pickings at Left-over Prices  
Good Pickings, Small Asks  
Weed-end Pickings  
Month-end Pickings  
Pre-inventory Pickings  
Pre-reduction Pickings  
Price.

Attractive Prices  
Attractively Priced  
Reasonable Prices  
One Price to All  
The One-price House  
Our Prices Are Right  
Our Prices Are Reasonable  
Priced Strictly According to Quality  
Our Prices and Our Values Agree  
The House of Keep-busy Prices  
Counter-crowding Prices  
Trade-pulling Prices  
Our Prices the Talk of the Town  
Good at the Price  
A Snap at the Price  
Unbeatable at the Price  
Better Than the Price Would Indicate  
Surprising Good at the Price  
The Price is Below the Actual Value  
Price Reduction.

Price-reduction Specials  
Price-reduction Week  
Price Reduction Time  
Price-reduction Period  
An Aggressively Conducted Price-reduction Sale  
We've Cut Prices to the Quick  
It Took Nerve, but We Did It—Cut Prices Radically  
Astonishing Price-reductions

Unheard of Price-reduction  
Unparalleled Price-reductions  
Radical Price-reductions  
Striking Price-reductions  
Price-reductions in All Departments  
Mid-Summer Price-reductions  
Blue Tickets Mean Reduced-price  
Specials

Prices Reduced in All Sections  
Remnant.

Remnant Items  
Remnant Sale  
Remnant Budget  
Quick-moving Remnant  
Busy Remnant Counters  
Remnant Counter Pickings  
A Ransacking Sale of Remnants  
An Array of Remnants  
A Collection of Remnants  
An Aggregation of Remnants  
An Assemblage of Remnants  
An Assortment of Remnants  
Our Keep-busy Remnant Sale  
Clean-up Remnant Sale  
A Sacrifice of Many Remnants  
Remnants and Left-overs Without Reference to Price

Frank L. Fenwick.



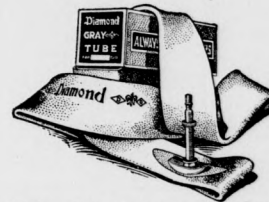
### Make Out Your Bills

THE EASIEST WAY

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

There's nothing better in Automobile Inner Tubes than the old reliable

### Diamond



SHERWOOD HALL CO., LTD.  
Distributors Grand Rapids, Mich.

### "Sunbeam" Luggage



TRUNKS, SUIT CASES  
AND BAGS

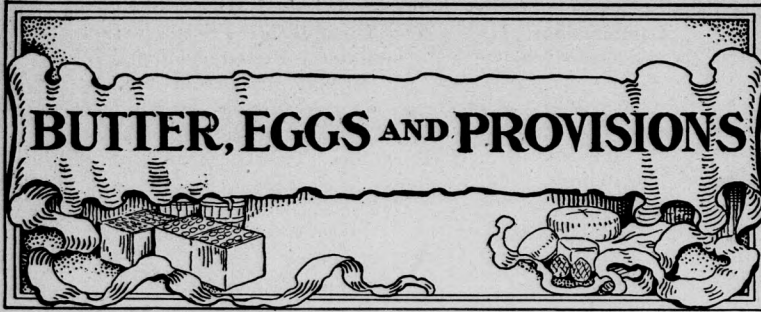
RIGHT NOW is the time to stock up on these excellent values, with the spring and summer travel just ahead of you.

"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





#### 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.

#### Held Eggs Never as Good as Fresh.

The following advice is printed in blackface letters in a recent issue of press items, published by the University of Wisconsin:

Now is the time to begin preserving fresh eggs to sell for better prices in the fall and winter months.

Water glass is often used, but one pound of air slacked lime to five gallons of boiled water will do just as well and cost much less, according to M. E. Dickson, of the Poultry Department, University of Wisconsin.

Only clean, fresh eggs should be packed and the lime water level should be kept about two inches above the eggs.

It is best to pack in a common stone jar, and keep it in a cool dry place.

Eggs which are in a good condition when placed in lime water have after six months' time the "bloom" of newly laid eggs and are fully as palatable.

In the light of all the facts it is worth considering whether it is just or wise to encourage farmers to preserve eggs in this way "to sell for better prices in the fall and winter months" under an authoritative statement that limed eggs after six months holding have "the bloom of newly laid eggs and are fully as palatable."

There are several methods of preserving eggs from the time of abundance to the time of scarcity and high values for new laid stock. Commercially the process of liming has given way to cold storage and this would not have happened if cold storage had not been found to produce the best results. Practically, in commercial usage, few eggs are now preserved in pickle and these are largely stained and dirty eggs, the washing of which has no bad effect when the stock is placed in pickle and the pores of the shell filled with the lime deposit.

The holding of eggs for market in the future—whether by liming or cold storage—is inherently a speculative proposition. It is an essential feature of the trade and those who engage in it perform a distinct public service. There is no reason why egg producers should not engage in this business if they so desire and if they conduct it honestly, selling the limed or refrigerated eggs for what they are, separately packed and branded. But if they do go into this speculative business they must expect to make losses as well as profits. The successful liming of eggs in a commercial

way is not such a simple matter as appears from the bulletin quoted above; there are many failures and among the limed eggs there is a considerable range of quality depending not alone upon the quality of the eggs when limed, but upon the character of the pickle, the temperature at which it is held and the general management of the process. It is most deceptive to say that limed eggs—or eggs preserved by any known process—after six months' holding "have 'the bloom' of newly laid eggs and are fully as palatable." And such statements tend to encourage farmers to mix these preserved eggs in with their few new laid eggs in the fall and winter in the hope of getting for them the value of new laid eggs—a hope that is vain and that leads to no end of trouble and dissatisfaction.

There is of course no reasonable objection to the carriage in pickle of some surplus eggs on the farms for the family needs. Neither can there be any objection to farmers becoming speculators in eggs by engaging in preservation for commercial purposes—but if they do this they will find cold storage a better preservative than either lime or water-glass solutions and if they expect to sell either cold stored or pickled eggs in the fall and winter for the value of new laid eggs at that time they will be grievously disappointed.

It strikes me that our poultry experts at the colleges, who are really doing a lot of good and valuable work in some directions are likely to add to what is already a serious evil in the egg trade if they create among producers the false belief that held eggs (by any process) are just as good as fresh and thus induce them to mix the held and fresh together and attempt to market them all as "fresh." It is a fallacy and a bad policy.—New York Produce Review.

#### Marketing Our Surplus Cheese.

We have received from a reader the following communication bearing upon the cheese situation and the export trade:

During the early stages of the war, cheese became one of the British army rations. The Canadians were able to supply the demand until Christmas. It is customary for the cheese to be shipped out of Canada during the season when they are made, and the winter supplies are carried by the English dealers. On account of the special demand, Canadian supplies were exhausted early in January, and from that time forward until the first of May a most unusual quantity of 'States' cheese were shipped to England to fill this demand. It is now reported that the cheese from this country shipped during the past two

months have proved very unsatisfactory, as they have not the keeping qualities. The soft and fat cheese so much liked in this country do not stand the damp, warm weather and the necessary exposure for army purposes in England and France. The question naturally comes

## HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

### Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan



Fine Flavor  
for summer desserts.

## Mapleine

is dainty and delicious  
in ices, puddings,  
pies.

Order from  
Louis Hilfer Co.  
1503 State Bldg.  
130 No. 5th Ave., Chicago, Ill.  
CRESCENT MFG. CO.  
Seattle, Wash.

## Rea & Witzig

PRODUCE  
COMMISSION  
MERCHANTS

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

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.

### 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.

# "FOLGER'S" SOFT DRINKS

Are known everywhere for *their high quality and flavor*. Our "Graino" is the best imitation beer on the market today. Write us. ☞ ☞ ☞ ☞ ☞

"45 YEARS ON BROADWAY"

"Folger's"

Grand Rapids

Mail us sample any Beans you may wish to sell.

Send us orders for FIELD SEEDS.

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

## The Vinkemulder Company

Jobbers and Shippers of  
Everything in

## Fruits and Produce

Grand Rapids, Mich.



up, in all the cheese making sections, as to whether our cheese will be used for home purposes or shipped, and if so, when should it be shipped. The Canadians are making a sufficient supply for all the summer and fall demand from England, both for war and other purposes. If we crowd the United States cheese into the English market at the same time, very low prices will be the result; but if we put our cheese into cold storage, allowing the Canadians to exhaust their supply, as evidently they will, will we not be able to repeat the tactics of last year, and obtain a very much better price for our cheese than we otherwise would? This is an important question for our cheesemakers and merchants to decide.

It is useless to attempt to plan the disposal of the 1915 cheese crop months in advance. American operators will store for their own account just as much of the future make as conditions indicate as offering a chance for profit. If we accumulate cheese more rapidly than the interests concerned think safe we will fall to an export basis to relieve our markets. And as the season for selling our surplus passes we will unload either here or abroad as individual traders' views dictate. There will not, nor can there be any concerted action, or any uniform policy when the number of storers of American cheese runs into the thousands, each acting independently. It may be that this country will be able to consume all its present surplus and the remainder of the 1915 crop, without permitting prices to fall again to an export level—some few operators so believe. But while future influences bear-

ing upon production and consumption may change conditions, the general opinion among traders here is that with the present scale of production and rate of domestic consumption it will not be possible to maintain our markets above an export basis through-out the remainder of the producing season.

As to the dissatisfaction with American cheese on the English markets, mentioned by our correspondent, we have no doubt that at least as concerns a part of the cheese shipped from here he is altogether correct. Many of the American cheese sent abroad this season have been under-grade and we have wondered that more complaints than experienced were not received from the other side. However many of our exports have shown as firm a body and as fancy an export quality as any Canadian cheese and they have been very favorably received.—New York Produce Review.

#### Catching the Early Morning Trade.

Instead of opening up an hour earlier to catch the scattering morning trade, a market in the busy part of Chicago has placed a small receptacle resembling a mail box outside the door. This has a slit through the top, and a sign tells the shopper to leave a note inside telling what he wants; also the hour when he will call. He is informed that his order will be wrapped and waiting for him when he leaves for home after work.

#### Some Advantages of Print Over Bulk Butter.

Elmford, N. Y., July 26.—I have read with much interest, the notes of some creamery managers in regard to the cost of making print butter. Now the trouble with this discussion in regard to handling butter is, that the consumer is seldom taken into consideration.

In the first place, the creameries wish to make butter of the finest quality and handle it at the lowest possible cost. Here their interest ends. If the butter is shipped to the commission merchant in tubs it takes but a short time to go through a large lot of butter and inspect every tub, whereas, if it is shipped in prints, it is almost impossible to examine every print, and see that the quality and weight are correct; especially if it is put up in cartons. Therefore, if the commission merchant sends it out without an examination, he does so without knowing whether it is just the kind of goods he wishes to send his customer and at the risk of being caught with under-weight prints. Certainly the commission merchant or jobber knows better what his customer wants than the creamery—a creamery perhaps a thousand or more miles away. I contend, therefore, that it is better to ship the butter in tubs and let the commission merchant or jobber select the kind his trade requires. In this way they have two means of disposing of their butter. Of course, for creameries that dispose of their butter locally, the method of putting up prints at the creamery is, undoubtedly, more satisfactory. However, I contend that it is better and more economical in every way to the consumer, to buy butter in prints than cut out of a tub, although they pay two or three cents per pound extra. In this way they will save more than the difference, in waste, to say nothing of the protection of the quality of the butter in handling it.

As everyone knows there is not one household refrigerator in a thousand that hasn't an odor that is detrimental to the butter. Now then, what is the use of the farmers buying high-priced cows and handling the milk in the best possible manner—and the creameries using the most scientific and expensive machinery in order to make the best butter possible, if it is going to be spoiled before the people have a chance to eat it? Certainly, it costs more to cut the butter into prints and put them in cartons, but the saving in waste and protection to the butter far overbalances the cost; besides, the commission merchant or jobber is making a good reputation for himself, which everyone knows is not only worth money, but a great satisfaction, at the same time adding immensely to the pleasure of doing business. R. F. Stewart.

#### A Domestic Problem.

A woman says that the best cook she ever had had left her good job to get married. The cook's new husband didn't turn out to be such a hero as he was expected to be and the cook came back to confide her troubles to her former mistress.

"He's a pretty good husband, ma'am," she said, "but he licks me so often I can't hardly stand it no more."

"Why don't you have him arrested?"

"I've been thinking of that. But I got a lame back and can't wash no more, and how would I ever get the money to pay his fine if he was pinched?"

Go to a friend for advice, to a stranger for charity and to a relative for nothing.



## EVERY INDUCEMENT

LITTLE BUSTER POPPING CORN offers the dealer every inducement for stocking and systematically pushing it.

LITTLE BUSTER pays the dealer a handsome profit.

LITTLE BUSTER is a repeater. One package sold will bring a dozen more orders.

LITTLE BUSTER stimulates the sale of many other articles which enter into the preparation of pop corn for human food.

LITTLE BUSTER gives the consumer the largest obtainable value for his money—sixteen full ounces to the ten cent package.

## Stock Little Buster Popping Corn

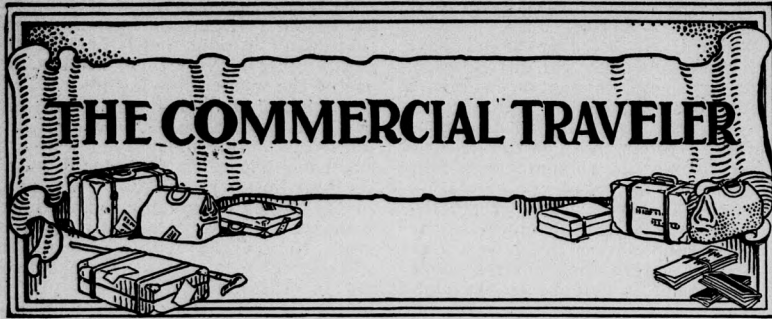
Make a window display of the handsomely designed packages, and the cut-outs furnished with every case. Then watch the department make money for you.

Comes in case (48) and half case (24) lots.  
Ask your jobber to send you a case to-day.

THE ALBERT DICKINSON CO.

CHICAGO, ILLINOIS





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### The Law and the Sleeping Car.

When the Supreme Court, a few weeks ago, gave its decision on the Wisconsin statute prohibiting the making up of an upper berth in a sleeping car until the berth is engaged, we ventured to say that in the majority and minority opinions on the case there was likely to be highly instructive material bearing on legal theory. The standpoint of the majority, which pronounced the statute invalid, it was, as we said, easy enough to conjecture; but it was not quite so easy to guess just what were the grounds of dissent on the part of Judges Holmes and McKenna. The majority opinion is now before us; but it appears that the minority judges filed no written opinion, so that the chief part of our curiosity has to remain unsatisfied. But for this there is compensation in the interesting nature of the points brought out in the majority opinion, points which relate not only to the law but also to the facts.

Of course, the gist of the whole matter lies in the circumstance that the Wisconsin statute seeks to compel the company to furnish to the man who has paid for a lower berth, unless the upper berth happens also to have been engaged, all that accommodation to which he would have been entitled if he paid for the whole section. This constitutes on its face a taking of private property without compensation; and the burden of proof naturally rests upon the upholders of the statute to overthrow this presumption by showing that the regulation serves a public purpose, coming either within the general police power of the State or within those

special powers which it may exercise in the regulation of common carriers. If we may hazard a guess as to the grounds upon which the dissenting judges based their action, we should say that they are probably to be found in connection rather with the second than with the first of these classes of powers. For, without any sharp difference of theory, it might be perfectly possible to hold divergent views as to the status of a sleeping car in a system of transportation. "A sleeping car," says the majority opinion, "may not be an 'in on wheels,' but the operating company does engage to furnish its patrons with a place in which they can rest without intrusion upon their privacy. Holding out these inducements and seeking this patronage, the company is entitled to the privilege of managing its own business in its own way, so long as it does not injuriously affect the health, comfort, safety and convenience of the public." But there is a limit beyond which this kind of consideration can not be carried. If, as a matter of fact, the given regulation were of some slight disadvantage to the company, while it increased very greatly the satisfaction of the traveling public, it might be quite possible for a judge, however scrupulous in protecting property against confiscation, to hold that "the rule of reason" permitted the State to establish such a regulation.

The story of the statute itself, as told in the majority opinion, is decidedly interesting. It appears that an earlier act, passed in 1907, instead of prohibiting the letting down of the upper berth, left the matter to the choice of the occupant of the lower. This was pronounced unconstitutional by the Wisconsin Supreme Court on the ground that it was an obvious attempt "to appropriate the property of one for the benefit of another, in violation of several constitutional safeguards." By making the prohibition general, it was sought to obviate this objection. The lowering of the upper berth, when made mandatory, was commanded in the interest of the public, and not of an individual. "But," says the Supreme Court, "the statute does not purport to be a health measure, and cannot be sustained as such. For if lowering the upper berth injuriously interfered with the ventilation of the car and the health of the passengers, it would follow that upper berths should not be lowered, and if it was harmful to let down the uppers, it would be even more harmful to permit additional passengers to come

into the cars and occupy them." It seems difficult to escape from this reasoning and, while it relates to so comparatively trivial a matter as the upper-berth question, its bearing is extremely wide. There is no telling in what cases of critical public importance it may be appealed to in the future.

The mental satisfaction with which one may follow the reasoning as to principles of law is unalloyed; one can hardly say the same as regards some of the matters of fact referred to in the introductory summary. "There was evidence," we are told, "that an ordinary sleeping car was better ventilated than an ordinary passenger coach, said to be due to the fact that the coach not only carried more passengers, but did not have the ventilating appliances in use on sleeping cars." It is fortunate that the authority of the Supreme Court is in no way involved in the correctness of this assertion. We do not know what scientific experts may have given the evidence in question; and we are prepared to believe that there was nothing wrong about their physics or their mathematics. But if the air in a sleeping car is a specimen of better ventilation, give us worse ventilation every time. Persons addicted to the "exact sciences"—and persons entirely innocent of all science—are prone to look upon the law as an unscientific jumble; but the fact is that, within its more or less inevitable limitations, the law can stand critical examination at least as well as any system of thought that has to do with the ordinary interests of men. This particular decision, for example, while touching on many delicate and difficult matters, squares very well with common-sense at all points having to do with the operation of the law; the only place where we are confronted with something that flies in the face of every man's familiar experience is where the simple subject of the quality, quantity, and circulation of air is dealt with. No amount of expert testimony can induce us to believe that we are in the enjoyment of fine ventilation when every organ of our body cries out that we are on the verge of suffocation or nausea.—New York Evening Post.

### The Road to Salesmanship.

"Take as much interest in your work as if you were the proprietor himself.

"Acquire a thorough knowledge of the goods you are selling.

"Cultivate a pleasing personality. Pleased customers mean increased sales and increased sales mean successful salesmen.

"Don't be content to simply fill orders. Anyone can be an order-taker, but it requires salesmanship to sell goods.

"Constantly study your stock. More sales are lost through lack of knowledge concerning the goods than from any other cause."

The man who poses as a social lion among women may stack up like a yellow cur among real men.

### A Real Salesman.

The other day I heard a real salesman talk—this was in New York. He was alive with knowledge, enthusiasm, energy and optimism. And all he had to sell was a device not larger than a peanut—a mechanical invention.

But how he raved about it!

How he talked! His face beamed! His eyes sparkled! He fairly radiated confidence. To him the object was a new wonder of the world.

His words gave the article a new meaning—you forgot he was describing a little mechanical contrivance—you forgot he was selling the dullest sort of a thing—for he made you see the object from his standpoint.

His voice sounded true, too. He believed what he was saying. He was impressive. He was "wrapped up" in his subject. And he never left it for a minute. He just talked business.

I saw him several weeks later in Detroit.

He was still at it. He had not lost a bit of his enthusiasm, energy or vitality.

His plea—his argument—his selling talk—was just as fresh as when I heard him for the first time. To hear him, it would have occurred to you that it was his first day on the job. He was so glowing, so convincing, so sure of what he was saying.

That's the kind of salesmanship that wins. He has so much faith in himself and in his article, that he cannot fail.

It is necessary to put action, life and energy in the words uttered and the face must interpret the speech. Look earnest.

And the salesman, like the actor on the stage, must be consistent in performance.

The salesman must not vary in his solicitation.

He should do the very best he knows how each time.

For in the end it spells "Victory."  
 J. H. Newmark.

It is lucky that the skunk is not as bloodthirsty as his war cry.

## 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



### After Dinner Mints by Noah Artie Choke.

Written for the Tradesman.

We were sitting around the writing table in the hotel over at Grass Lake the other day and Harry Weimer, of Kalamazoo, was telling about how he used to belong to a volunteer fire company back in his home town in Indiana and how he used to rescue people from the flames. Herm Hanson chipped in with a few experiences he had had in conquering fires back in Bangor when the old fire bell in Grass Lake began to ring and all of the boys jumped up and said "let's go to the fire and help like we used to do." Every one seemed willing and away they all hiked. Pete Ostemo said he was from Grand Rapids and they had better let him lead the hose cart brigade. After grabbing the ropes and getting them tangled up, the boys finally got the line to the fire, which was in a small two-story frame dwelling where every one was yelling and women crying something about saving the baby. Billie Bosman ran up stairs under great excitement, yelling at the fire all the time, found the baby and threw it out of the window. J. E. Carney caught it. Bosman, under excitement, fastened a long rope to a work-basket and let the cat down carefully in it to the soft ground below. Everybody hollered, which seemed to have a prodigious effect upon the fire. Weimer pulled the handle off from the pump the first thing and Pete threw a nice cut glass dish out of the window and carried a kettle of mush out and carefully set it down in a bed quilt. After a short time, when everyone's clothes were wet and smoky, a reasonable amount of water was allowed to go on the fire, which soon quenched it. The boys trudged sadly back to the hotel and Harry Weimer changed the subject as soon as he could, as no one seemed to wish to listen to his recital of his former work as a volunteer fire fighter. Herm said he was glad Pete saved the mush.

Lafe Hoozes is getting good money these days. He goes over to Ionia every Wednesday and gets \$50 for teaching the new dances and besides he gets \$1.50 per day on the road selling queermint gum.

Pete Scheid of Kalamazoo, said he heard a sickly farmer say to his wife, one day in his store, "I see in the Gazette that a woman down at Lawrence goes out every morning and hoes with her husband.

"Well, what of it" the wife answered "She could do it easily enough if he's as thin as you are. I've thought of using you to peel potatoes with one of these days."

Dear Noah—Last night I attended a dancing party and when I arrived home I found that I had the wrong hat. The name of the owner on the inside of hat was "Stetson" Will you please give me his address? Billie Ryan, Lawrence.

If it's a better hat than yours, keep it, Bill.

Dear Noah—I drive a car and keep having blow-outs. How can I avoid them? Willis Maxam, Kalamazoo.

Drive up on the hill south of town, Willis, and inflate your tires with that air. It being more rarified, the pressure will be some less, and the only way you can have a blowout will be to drive out to Gull Lake.

Noah Artie Choke.

### Honks From Auto City Council.

Lansing, July 26.—James F. Hammell, Jr., of Port Huron, visited his parents in Lansing over Sunday. Mr. Hammell, Sr., is still confined to his home.

In several newspapers about the State we find editorials commenting on Mrs. Marion Wentworth's proposed sex strike as a prevention of war. She probably has not thought of possible strike breakers or the difficulties in picketing such a strike.

C. J. Smith opened a new grocery store last Wednesday at 408 Beaver street and, as usual, Fred Mott, of the Elliott Grocer Co., secured the stock order. Mr. Smith uses to good advantage his exceptional ability as a business builder, this being the fifth grocery which he has started in Lansing, the four previous enterprises having been sold when a profitable trade had been built.

George O. Tooley reports a very enjoyable vacation which he spent with his family motoring between the various summer resorts on the West side of the State between Muskegon and Mackinaw City.

We can readily understand why a father might forbid one of his sons to drive the car and allow the other to do so, but we are unable to figure it out why Mr. Stowe allows Artie Choke to exploit poetry (?) in his new department and at the same time denies the coveted privilege to James M. Goldstein.

All reforms worth while exact an awful toll in human life. It took the lives of 200 school children all at once to bring proper fire escapes for our school buildings. It took an Iroquois theater fire and 300 lives to make theaters safe. It took a General Slocum disaster and 1,000 innocent lives to bring about reasonable safeguards against fire on water craft. A Titanic sacrifice of 1,500 lives to bring about caution in navigating waters infested with icebergs. Now comes the appalling disaster of the Eastland and the loss of more than 1,000 lives all at once to restrict the overloading of excursion boats. Last, but not least, we predict the sacrifice of 10,000,000 lives to do away with crowned heads and militarism in Europe.

H. D. Bullen.

### First Family Outing of the Bagmen.

Chairman Charles C. Perkins has assurance of a large number at the first family outing of Absal Guild. Members are planning to return from Petoskey, Traverse City, South Bend, Toledo and New York City to join the merry party Saturday, July 31, on the Grand River trip with a big country dinner at Lamont, followed by baseball contest of Slims and Stouts for the championship of Bagdad. The committee promise plenty of action during the remainder of the day from Lamont to Grand Haven.

"Tie Cobb" will umpire the ball game and Charlie Chaplin will keep score.

John W. Hoenshell, 48 years old, traveling salesman for the Saginaw Beef Co., died at his home at Owosso of scarlet fever which he is believed to have contracted in Lansing.

F. E. Haynes, traveling representative for the All Pop Pop Corn Co., is making a trip through several states with a ford.

### Death of Well-Known Upper Peninsula Salesman.

Duluth, Minn., July 26.—A long illness due to paresis culminated in the death at St. Luke's hospital of W. S. Ford, after a pulmotor had kept him alive for two hours. He had been suffering from the disease for some time and came to the hospital five days ago. He had been in Duluth but a short time and was not very well known here. He was to have been married to a Duluth young woman within a short time, illness having made necessary the postponement of the marriage several times.

"Sabe" Ford was one of the best known traveling salesmen making the copper and iron countries in the last twenty years. He was a native of Akron, Ohio, and went to Ontonagon when 16 years old to work in the Diamond Match Company's store. While in Ontonagon he was catcher for the baseball team and was a popular idol.

The friendship between "Sabe" Ford and John Dillon, the veteran china salesman, of Chicago, was one of the traditions of the fraternity in the Upper Peninsula. The men were modern prototypes of David and Jonathan, and they added much to the gayety of hotel life in the Peninsula by their studied quarreling in the hope of deluding people into the belief they were enemies.

Ford was a big man, physically, and big-hearted. He was liked thoroughly by everyone who knew him. For many years he traveled through the copper country as the representative of William Edwards & Co., of Cleveland. For the last two years he had been an invalid. He tried many so-called cures and virtually has lived in hospitals and sanitariums during that time.

Milton R. Dickens, who is himself a former Ontonagon man, knew Mr. Ford intimately and is authority for the statement that the latter enjoyed during the latter years of his life a large income from the estate of an uncle, Todd W. Ford, who was connected with the Diamond Match Co.

Mr. Dickens said that "Sabe" was left \$20,000 and an interest in an Ohio match factory by his father, and that he sold the latter and invested in the Diamond Match Company stock. It was his interest and that of his family in the Diamond Match Company which brought him originally to Ontonagon.

Mr. Ford left Ontonagon in 1896 and went to Mexico, where he spent two years. It is known that he lost his patrimony in speculation, but he has always commanded a good income as a salesman and he began to enjoy the annuity from his uncle's estate about the time ill health compelled him to give up work.

### Valorization Plan Resorted to Again.

Loss of the German and Austrian markets has led Brazil and its state of Sao Paulo to resort again to what is called the valorization plan for the protection of Brazil's coffee planters. Dispatches from Rio Janeiro say that, at the request of Sao Paulo, Brazil's Congress has ordered an issue of about \$75,000,000 of securities to be used in buying, withdrawing from the market, and holding a large part of the coffee crop.

Brazil's first valorization project excited some interest in this country, not on account of a considerable increase of price, but because the agents engaged here in the work were prosecuted by the Department of Justice for violation of the Sherman anti-trust law. The government of Brazil remonstrated. A large quantity of the coffee, on which loans had been procured, was locked up in New York

storehouses. Owing to our Government's suit it was sold and distributed.

When something very much like Brazil's plan was proposed last year for the relief and protection of our cotton growers, and was advocated by officers of our Government, they were reminded of this Sherman act suit against agents and representatives of Brazil.

### State Secretary Mixes Sales and Officialism.

Several months ago reference was made in this publication to the Kansas scheme, whereby a state retailers' association undertook to act as the state broker for a certain manufacturer and, by reason of its ability to control the retailers and jobbers alike, set up substantially a state trust on that particular specialty. Shortly afterward, the plans of the Michigan Retail Grocers and General Merchants' Association, whereby F. D. Miller, of Battle Creek, was made Secretary and left him to get his salary out of a soliciting campaign among manufacturers, were also reported.

It appears, according to a circular letter which Mr. Miller has recently sent to the grocers of his State, that he has adopted a plan for financing his work, which is strangely like the Kansas scheme and open to about all its objections. It appears that Mr. Miller has become the traveling representative of the Calumet Baking Powder Co. and now appeals to the retail grocers for support. The closing paragraph reads as follows, and forms an interesting commentary on the results of the Association's policy of "letting the manufacturer pay the bills."

"It is not necessary for me to say that you can boost my standing with the company by giving me your attention and orders because I know you are willing to do your part in making my position as Secretary a pleasant and profitable one."—New York Journal of Commerce.

William F. Blake, tea buyer for the Judson Grocer Company, who underwent an exploratory operation at U. B. A. hospital July 13, has not yet been removed to his residence, but will soon be able to make the transfer. He is now able to sit up in a wheel chair.

Geo. Woodcock, formerly manager of the Occidental Hotel (Muskegon), but for the past two years manager of the Stearns Hotel (Ludington), has resigned to assume the management of the Hotel Muskegon.

## The Hotel Barry

Hastings, Michigan

Re-opened for Good

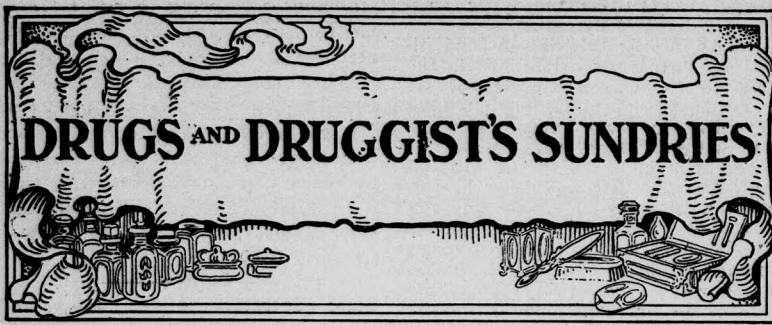
Parlor Sample Rooms

Free Auto to and from all Trains

I will please you if given an opportunity  
Ask the Boys

GEO. E. AMES, Prop.





**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 24, 25 and 26.

**Michigan State Pharmaceutical Association.**

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

**Michigan Pharmaceutical Travelers' Association.**

President—W. H. Martin, Orion.  
Secretary and Treasurer—W. S. Lawton, Grand Rapids.

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

**Druggists in Contact With Sorrow and Grief.**

No part of the retail druggist's life and duty requires more tactful handling than his contact with those who, by reason of sickness or misfortune, are distressed and overcome with grief and sorrow. And it would seem that the druggist is signaled out for these confidences more often than he deserves.

Grief is not, as some seem to think, an undesirable human trait, fraught only with evil consequence. The man who can not grieve, and grieve sincerely, at the death of a relative, the unhappiness or disgrace of a friend, or a National calamity, is much to be pitied.

His ability to view such events with unconcern is conclusive evidence of a colossal selfishness and hardness.

But grief easily may, and often does, become abnormal. There are thousands of men and women the whole current of whose lives has been adversely affected by their surrender to the thrall of some great grief.

Others have had their lives actually cut short by grief, their vital processes being so interfered with by its corrosive power that it may truly be said of them that they died of a broken heart.

When, therefore, bereavement and sorrow come it is well for the friends of the bereaved to know exactly what ought to be done to offset the destructive force of extreme grief.

Tactful sympathy, of course, counts for much, but the sympathy must be combined with emphasis on the importance of facing the future bravely, for one's own sake and for the sake of others.

Those who grieve must be made to see how many motives there are to take their grief philosophically, and

while permitting themselves the luxury of sorrow, not to let this interfere either with their physical condition or their mental state to such a degree as to prevent them from taking a proper interest in their duties in life.

Difficult as it is for the sorrowing to resume their ordinary vocations, the sooner they are persuaded to do this the better for them.

They must learn to regain complete mastery of their emotions, and to exercise anew full self-control.

Work, hard work, and plenty of it, is one of the best antidotes to grief. It is brooding over one's loss that is most to be dreaded, and work, by keeping the mind occupied, prevents brooding.

Also it is important to build up the physical condition, both to counteract the weakening effects of grief and to assist the mourner to look at life normally once more. The physically run-down are far more likely to cling abnormally to grief, rejecting even religious consolation, than are the physically well nourished.

Tonics should be used when necessary; and in any event there should be insistence of plenty of exercise, especially in the open air.

In advising these remedial measures, however, it must be clearly understood that great tactfulness needs to be shown. Anything savoring of harshness or compulsion will only make matters worse. The sorrowing need to be led, not driven.

In such ways the retail druggist can often turn into elements of profit and lasting friendship these associations which he is too prone to look upon as unwelcome and annoying.

A. N. Doerschuk.

**It Seemed That Way.**

The farmer, wearing a long face, entered the country drug store. "I've got something wrong with my stomach," he announced, "and I want you to give me something for it."

"All right," replied the apothecary, cheerfully; "what are your symptoms?"

"Every little while something seems to rise up and settle back and then by-and-by rises up and settles back again."

The druggist stroked his chin reflectively. "Look here," he said gravely, "you haven't gone and swallowed an elevator, have you?"

Every time some people feel very naughty they quote Gen. Sherman's remark about war and tell themselves that their emotions have been relieved.

**Forty-Four Out of Ninety.**

The following candidates were successful in the examination held by the Michigan Board of Pharmacy in Detroit in June, 1915:

**Registered Pharmacists.**

L. L. Andrus.  
Otis F. Cook.  
Arthur L. Ditzel.  
Louis A. Duquoy.  
Wm. Evart Feek.  
Paul D. Gadd.  
A. H. Hauenstein.  
Israel Kahan.  
Max A. Kohn.  
Paul Lentz.  
Thos. C. Law.  
Warren Leatherman.  
Harold W. Marsh.  
Donald Payne.  
C. G. Reed.  
Ernest Rennford.  
Floyd S. Reid.  
Lawrence F. Steele.  
Mervin W. Tomlin.  
Floyd E. Weeks.

**Registered Druggists.**

John G. Bellon.  
Roderick F. Black.  
O. A. Brines.  
U. Preston Allen.  
Roland H. Brockway.  
R. G. Brown.  
Paul B. Clark.  
F. A. Gruenwald.  
Arthur J. Halgren.  
John E. Harrison.  
Max W. Johnson.  
Fleming W. Leonard.  
Ben Mehl.  
Harry A. Moir.  
Wallace Perry.  
Walter Runciman.  
Alfred Rytkenon.  
Henson H. Thomas.  
Leon G. Wilson.  
Wade Wilson.  
Boris Victor.  
R. M. Van Hala.

For Registered Pharmacists there were fifty-six candidates; twenty were successful.

For Registered Druggists, thirty-four candidates and twenty-two passed. Charles D. Koon, Sec'y.

**Logical Reasoning of Military Necessity.**

Detroit, July 26—Germany defends her attack on the Lusitania by asserting, among other things, that there were Canadian soldiers aboard, the inference being that she had a clear right to kill as many neutral civilians

as necessary in order to kill the Canadian soldiers.

She says that England must not be allowed to starve the civilian population of Germany. Is not Germany the base of supplies of the German army? Are there no German soldiers in Germany? If so, could it be possible that Germany is proposing to use her civilians as a shield for her soldiers.

Germany defends her atrocities in Belgium by asserting that the attacks by Belgian civilians upon the German soldiers were in violation of the Hague Convention. Is it her argument in this case that, having entered Belgium in violation of a convention, her soldiers were entitled to immunity from the consequences of a subsequent violation on the part of those whose rights they had outraged? Doubtless so, since the Belgians had no provocation for their resentment. Their only excuse was that they were attempting to defend their homes and their children, and this they had no right to do since they were not organized troops, but, in many cases, only women and priests.

German submarine officers may take neutral civilian lives to safeguard German soldiers from a danger of starvation which, according to many credible German authorities, does not exist; but unarmed Belgian civilians may not oppose German soldiers bent on a campaign of desolation and murder which not only does exist, but is actually in operation before their own eyes and directed at their own homes and offspring.

Such is the theory of militarism.  
Jonathan A. Rawson, Jr.

**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.       | 47½ | 50  |       |
| Comw'th Pr. Ry. & Lgt., Pfd.       | 77½ | 80  |       |
| Pacific Gas & Elec., Com.          | 40  | 43  |       |
| Tennessee Ry., Lt. & Pr., Com.     | 3   | 6   |       |
| Tennessee Ry., Lt. & Pr., Pfd.     | 22  | 26  |       |
| United Light & Rys., Com.          | 40  | 43  |       |
| United Light & Rys., 1st Pfd.      | 66  | 69  |       |
| Comw'th 6% 5 year bond             | 97½ | 99  |       |
| Michigan Railway Notes             | 98½ | 100 |       |
| Citizens Telephone                 | 69  | 73  |       |
| Michigan Sugar                     | 63  | 66  |       |
| Holland St. Louis Sugar            | 6   | 6½  |       |
| Holland St. Louis Sugar, Pfd.      | 8   | 8½  |       |
| 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 | 250 |       |
| Old National Bank                  | 189 | 195 |       |
| Peoples Savings Bank               | 250 |     |       |

\*Ex dividend.  
July 28, 1915.

When it comes to calling men from their beds, the fire bell puts it all over the church bell.

**Announcement to the Drug Trade**

**W**E 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.



## Tell Your Customers to Drink it "Iced"

It will prove a COOL DELIGHT when the stress of exertion or the Summer heat is fairly making the "blood" boil.

—To be consistent—YOU, Mr. Dealer, SHOULD be ready to SUPPLY it every time you "hand out" this valuable TIP—even going to the point of drinking "White House" ICED yourself.

Distributed at Wholesale by  
**Judson Grocer Co., Grand Rapids, Mich.**

## WHOLESALE DRUG PRICE CURRENT

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

|                       |             |                       |             |                          |             |
|-----------------------|-------------|-----------------------|-------------|--------------------------|-------------|
| <b>Acids</b>          |             | <b>Mustard, true</b>  |             | <b>Ipecac</b>            |             |
| Acetic                | 6 @ 8       | Mustard, artifl       | 5 00@5 25   | Iron, clo.               | @ 60        |
| Boric                 | 10 @ 15     | Neatsfoot             | 70@ 80      | Kino                     | @ 80        |
| Carbolic              | 1 73@1 75   | Olive, pure           | 2 50@3 50   | Myrrh                    | @ 1 05      |
| Citric                | 80@ 90      | Olive, Malaga,        |             | Nux Vomica               | @ 70        |
| Muriatic              | 1 1/4 @ 5   | yellow                | 1 55@1 65   | Opium                    | @ 2 75      |
| Nitric                | 7 1/2 @ 12  | Olive, Malaga,        |             | Opium, Capmh.            | @ 90        |
| Oxalic                | 41 @ 45     | green                 | 1 50@1 60   | Opium, Deodor'd          | @ 2 75      |
| Sulphuric             | 2 @ 5       | Orange Sweet          | 3 00@3 25   | Rhubarb                  | @ 70        |
| Tartaric              | 55 @ 60     | Organum, pure         | @ 2 50      |                          |             |
| <b>Ammonia</b>        |             | Organum, com'l        | @ 75        | <b>Paints</b>            |             |
| Water, 26 deg.        | 6 1/2 @ 10  | Pennyroyal            | 2 25@2 50   | Lead, red dry            | 8 @ 8 1/2   |
| Water, 18 deg.        | 4 1/2 @ 8   | Peppermint            | 2 50@2 75   | Lead, white dry          | 8 @ 8 1/2   |
| Water, 14 deg.        | 3 1/2 @ 6   | Rose, pure            | 14 50@16 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       |
| <b>Balsams</b>        |             | I.                    | 7 25@7 50   | Putty                    | @ 5         |
| Copaiba               | 75 @ 1 00   | Sassafras, true       | @ 1 10      | Red Venet'n bbl.         | 1 @ 1 1/2   |
| Fir (Canada)          | 1 25@1 50   | Sassafras, artifl     | @ 60        | Red Venet'n less         | 2 @ 5       |
| Fir (Oregon)          | 40 @ 50     | Spearment             | 3 25@3 50   | Vermillion, Eng.         | 1 25@1 50   |
| Peru                  | 4 75@5 00   | Sperm                 | 90@1 00     | Vermillion, Amer.        | 15 @ 20     |
| Tolu                  | 75 @ 1 00   | Tansy                 | 4 00@4 25   | Whiting, bbl.            | 11-10@1 1/2 |
| <b>Berries</b>        |             | Tar, USP              | 30 @ 40     | Whiting                  | @ 2 50      |
| Cubeb                 | 85 @ 90     | Turpentine, bbls.     | @ 48        | L. H. P. Prep'd          | 1 35@1 45   |
| Fish                  | 15 @ 20     | Turpentine, less      | 55 @ 60     |                          |             |
| Juniper               | 10 @ 15     | Wintergreen, true     | @ 5 00      | <b>Insecticides</b>      |             |
| Prickly Ash           | @ 50        | Wintergreen, sweet    |             | Arsenic                  | 10 @ 15     |
| <b>Barks</b>          |             | birch                 | 3 00@3 25   | Blue Vitrol, bbl.        | @ 8         |
| Cassia (ordinary)     | 25 @ 30     | Wintergreen, art      | 2 00@2 25   | Blue Vitrol, less        | 9 @ 15      |
| Cassia (Saigon)       | 65 @ 75     | Wormseed              | 3 50@4 00   | Bordeaux Mix Pst         | 8 @ 10      |
| Elm (powd. 30c)       | 28 @ 30     | Wormwood              | 4 00@4 25   | Hellebore, White         |             |
| Sassafras (pow. 30c)  | @ 25        |                       |             | powdered                 | 15 @ 20     |
| Soap Cut (powd.)      | 23 @ 25     | <b>Potassium</b>      |             | Insect Powder            | 30 @ 50     |
| 35c                   |             | Bicarbonate           | 36 @ 40     | Lead Arsenate            | 8 1/2 @ 16  |
| <b>Extracts</b>       |             | Bichromate            | 27 @ 30     | Lime and Sulphur         |             |
| Licorice              | 27 @ 30     | Bromide               | 1 65@1 75   | Solution, gal.           | 15 @ 25     |
| Licorice powdered     | 30 @ 35     | Carbonate             | 43 @ 50     | Paris Green              | 20 @ 25     |
| <b>Flowers</b>        |             | Chlorate, xtal and    | 42 @ 45     | <b>Miscellaneous</b>     |             |
| Arnica                | 30 @ 40     | powdered              | 47 @ 50     | Acetanalid               | 1 10@1 25   |
| Chamomile (Ger.)      | 90 @ 1 00   | Chlorate, granular    | 47 @ 50     | Alum                     | 6 @ 8       |
| Chamomile (Rom)       | 55 @ 60     | Cyanide               | 30 @ 45     | Alum, powdered and       |             |
| <b>Gums</b>           |             | Iodide                | @ 3 77      | ground                   | 7 @ 10      |
| Acacia, 1st           | 50 @ 60     | Permanaganate         | 85 @ 90     | Bismuth, Subni-          |             |
| Acacia, 2nd           | 45 @ 50     | Prussiate, yellow     | @ 1 10      | trate                    | 2 97@3 10   |
| Acacia, 3rd           | 40 @ 45     | Prussiate, red        | 1 65@1 75   | Borax xtal or            |             |
| Acacia, Sorts         | 20 @ 25     | Sulphate              | 20 @ 25     | powdered                 | 6 @ 12      |
| Acacia, powdered      | 30 @ 40     |                       |             | Cantharides po           | 2 00@7 00   |
| Aloe (Barb. Pow)      | 22 @ 25     | <b>Roots</b>          |             | Calomel                  | 1 78@1 82   |
| Aloe (Cape Pow)       | 20 @ 25     | Alkanet               | 30 @ 35     | Capsicum                 | 30 @ 35     |
| Aloe (Soc. Pow.)      | 40 @ 50     | Blood, powdered       | 20 @ 25     | Carmine                  | 4 25@4 50   |
| Asafoetida            | 60 @ 75     | Calamus               | 50 @ 75     | Cassia Buds              | @ 40        |
| Asafoetida, Powd.     | @ 1 00      | Elecampane, pwd.      | 15 @ 20     | Cloves                   | 30 @ 35     |
| Pure                  | @ 1 25      | Gentian, pwd.         | 15 @ 25     | Chalk Prepared           | 6 @ 8 1/2   |
| U. S. P. Powd.        | @ 1 25      | Ginger, African,      |             | Chalk Precipitated       | 7 @ 10      |
| Camphor               | 58 @ 62     | powdered              | 15 @ 20     | Chloroform               | 37 @ 43     |
| Guaiac                | 40 @ 45     | Ginger, Jamaica       | 25 @ 30     | Chloral Hydrate          | 1 25@1 45   |
| Guaiac, powdered      | 50 @ 55     | powdered              | 26 @ 30     | Cocaine                  | 4 60@4 90   |
| Kino                  | 70 @ 75     | Ginger, Jamaica,      |             | Cocoa Butter             | 55 @ 65     |
| Kino, powdered        | 75 @ 80     | powdered              | 26 @ 30     | Corks, list, less 70%    |             |
| Myrrh                 | @ 40        | Ginger, Jamaica,      |             | Copperas, bbls.          | @ 01        |
| Myrrh, powdered       | @ 50        | powdered              | 26 @ 30     | Copperas, less           | 2 @ 5       |
| Opium                 | 8 30@8 50   | Goldenseal pow.       | 6 50@7 00   | Copperas, powd.          | 4 @ 6       |
| Opium, powd.          | 9 80@10 00  | Ipecac, powd.         | 4 25@4 50   | Corrosive Sublim         | 1 73@1 80   |
| Opium, gran.          | 10 00@10 25 | Licorice              | 18 @ 20     | Cream Tartar             | 40 @ 45     |
| Shellac               | 28 @ 35     | Licorice, powd.       | 12 @ 13     | Cuttlebone               | 45 @ 50     |
| Shellac, Bleached     | 30 @ 35     | Orris, powdered       | 30 @ 35     | Dextrine                 | 7 @ 10      |
| Tragacanth            |             | Poke, powdered        | 20 @ 25     | Dover's Powder           | @ 50        |
| No. 1                 | 2 25@2 50   | Rhubarb               | 75 @ 1 00   | Emery, all Nos.          | 6 @ 10      |
| Tragacanth pow        | 1 25@1 50   | Rhubarb, powd.        | 75 @ 1 25   | Emery, powdered          | 5 @ 8       |
| Turpentine            | 10 @ 15     | Rosinweed, powd.      | 25 @ 30     | Epsom Salts, bbls.       | @ 5         |
| <b>Leaves</b>         |             | Sarsaparilla, Hond.   | @ 65        | Epsom Salts, less 60%    | 10          |
| Buchu                 | 1 65@1 75   | ground                | @ 65        | Ergot                    | 2 00@2 25   |
| Buchu, powd.          | 1 75@2 00   | Sarsaparilla Mexican, |             | Ergot, powdered          | 2 75@3 00   |
| Sage, bulk            | @ 40        | ground                | 20 @ 35     | Flake White              | 15 @ 20     |
| Sage, 1/4s loose      | @ 45        | Squills               | 20 @ 35     | Formaldehyde lb.         | 10 @ 15     |
| Sage, powdered        | @ 50        | Squills, powdered     | 40 @ 60     | Gambier                  | 10 @ 15     |
| Senna, Alex           | 30 @ 35     | Tumeric, powd.        | 12 @ 15     | Gelatine                 | 60 @ 75     |
| Senna, Tinn.          | 30 @ 35     | Valerian, powd.       | 25 @ 30     | Glassware, full cases    | 80%         |
| Senna Tinn powd       | 35 @ 40     |                       |             | Glassware, less 70 & 10% |             |
| Uva Ursi              | 18 @ 20     | <b>Seeds</b>          |             | Glauber Salts bbl.       | @ 1 1/4     |
| <b>Oils</b>           |             | Anise                 | 20 @ 25     | Glauber Salts less       | 2 @ 5       |
| Almonds, Bitter,      |             | Anise, powdered       | @ 25        | Glue, brown              | 11 @ 15     |
| true                  | 6 50@7 00   | Bird, ls              | @ 12        | Glue, brown grd.         | 10 @ 15     |
| Almonds, Bitter,      |             | Canary                | 8 @ 12      | Glue, white              | 15 @ 25     |
| artificial            | 4 75@5 00   | Caraway               | 15 @ 20     | Glue, white grd.         | 15 @ 20     |
| Almonds, Sweet,       |             | Cardamon              | 2 00@2 25   | Glycerine                | 25 @ 35     |
| true                  | 1 25@1 50   | Celery (powd. 40)     | 30 @ 35     | Hops                     | 45 @ 60     |
| Almonds, Sweet,       |             | Coriander             | 10 @ 18     | Indigo                   | 1 25@1 50   |
| imitation             | 50 @ 60     | Dill                  | 20 @ 25     | Iodine                   | 4 55@4 80   |
| Amber, crude          | 25 @ 30     | Fennel                | 40 @ 45     | Iodoform                 | 5 20@5 80   |
| Amber, rectified      | 40 @ 50     | Flax                  | 5 @ 10      | Lead Acetate             | 15 @ 20     |
| Anise                 | 2 00@2 25   | Flax, ground          | 5 @ 10      | Lycopodium               | 1 35@1 50   |
| Bergamont             | 4 50@4 75   | Foenugreek, pow.      | 8 @ 10      | Mace                     | 1 85 @ 90   |
| Cajeput               | 1 35@1 60   | Hemp                  | 6 @ 10      | Mace, powdered           | 95 @ 100    |
| Cassia                | 1 75@2 00   | Lobelia               | @ 50        | Menthol                  | 3 50@3 75   |
| Castor, bbls. and     |             | Mustard, yellow       | 16 @ 20     | Menthol                  | 3 75@4 00   |
| cans                  | 15 @ 17 1/2 | Mustard, black        | 16 @ 20     | Morphine                 | 5 65@5 90   |
| Cedar Leaf            | 90 @ 1 00   | Mustard, powd.        | 22 @ 30     | Nux Vomica               | @ 15        |
| Citronella            | 75 @ 1 00   | Poppy                 | 15 @ 20     | Nux Vomica pow.          | @ 20        |
| Cloves                | 1 75@2 00   | Quince                | 1 00@1 25   | Pepper, black pow.       | @ 30        |
| Cocoonut              | 20 @ 25     | Rape                  | @ 15        | Pepper, white            | @ 35        |
| Cod Liver             | 2 75@3 00   | Sabadilla             | @ 35        | Pitch, Burgundy          | @ 15        |
| Cotton Seed           | 85 @ 1 00   | Sabadilla, powd.      | @ 40        | Quassia                  | 10 @ 15     |
| Croton                | 2 00@2 25   | Sunflower             | 12 @ 15     | Quinine, all brds        | 35 @ 45     |
| Cupbebs               | 3 75@4 00   | Worm American         | 20 @ 25     | Rochelle Salts           | 34 @ 40     |
| Elgeron               | 1 75@2 00   | Worm Levant           | 1 00@1 10   | Saccharine               | 6 00@6 25   |
| Eucalyptus            | 1 00@1 20   |                       |             | Salt Peter               | 22 @ 25     |
| Hemlock, pure         | @ 61 00     | <b>Tinctures</b>      |             | Seidlitz Mixture         | 30 @ 35     |
| Juniper Berries       | 2 50@2 75   | Aconite               | @ 75        | Soap, green              | 15 @ 20     |
| Juniper Wood          | 70 @ 90     | Aloe                  | @ 65        | Soap, mott castile       | 12 @ 15     |
| Lard, extra           | 80 @ 90     | Arnica                | @ 75        | Soap, white castile      | @ 6 75      |
| Lard, No. 1           | 65 @ 75     | Asafoetida            | @ 1 35      | less, per bar            | @ 75        |
| Laven'r Flowers       | @ 60        | Asafoetida            | @ 1 35      | Soda Ash                 | 1 1/2 @ 5   |
| Lavender, Gar'n       | 1 25@1 40   | Belladonna            | @ 1 65      | Soda Bicarbonate         | 1 1/2 @ 5   |
| Lemon                 | 2 00@2 25   | Benzoin               | @ 1 00      | Soda, Sal                | @ 4         |
| Linseed, boiled, bbl. | @ 57        | Benzoin Compo'd       | @ 1 00      | Spirits Camphor          | @ 75        |
| Linseed, bld. less    | 62 @ 70     | Buchu                 | @ 1 50      | Sulphur roll             | 2 1/2 @ 5   |
| Linseed, raw, bbl.    | @ 56        | Cantharides           | @ 1 80      | Sulphur Subl.            | 3 @ 5       |
| Linseed, raw, less    | 61 @ 68     | Capsicum              | @ 90        | Tamarinds                | 15 @ 20     |
|                       |             | Cardamon              | @ 1 50      | Tartar Emetic            | @ 60        |
|                       |             | Cardamon, Comp.       | @ 2 00      | Turpentine Venice        | 75 @ 85     |
|                       |             | Catechu               | @ 60        | Vanilla Ex. pure         | 1 00@1 50   |
|                       |             | Cinchona              | @ 1 05      | Witch Hazel              | 65 @ 1 00   |
|                       |             | Colchicum             | @ 75        | Zinc Sulphate            | 7 @ 10      |
|                       |             | Cubebs                | @ 1 20      |                          |             |
|                       |             | Digitalis             | @ 80        |                          |             |
|                       |             | Gentian               | @ 75        |                          |             |
|                       |             | Ginger                | @ 95        |                          |             |
|                       |             | Guaiac                | @ 1 05      |                          |             |
|                       |             | Guaiac Ammon.         | @ 80        |                          |             |
|                       |             | Iodine                | @ 2 00      |                          |             |
|                       |             | Iodine, Colorless     | @ 2 00      |                          |             |



# 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

Farina  
Some Rolled Oats  
Domestic Sardines

3

4

5

## Index to Markets

### By Columns

| Col. | 1                                | 2                             |
|------|----------------------------------|-------------------------------|
|      | AMMONIA                          | Clams                         |
|      | 12 oz. ovals, 2 doz. box 75      | Little Neck, 1 lb. .. @1 25   |
|      | AXLE GREASE                      | Clam Bouillon                 |
|      | Frazer's                         | Burnham's 1/2 pt. .... 2 25   |
|      | 1 lb. wood boxes, 4 doz. 3 00    | Burnham's pts. .... 3 75      |
|      | 1 lb. tin boxes, 3 doz. 2 35     | Burnham's qts. .... 7 50      |
|      | 3 1/2 lb. tin boxes, 2 doz. 4 25 | Corn                          |
|      | 10 lb. pails, per doz. .. 6 00   | Fair ..... 65 @ 70            |
|      | 15 lb. pails, per doz. .. 7 20   | Good ..... 90 @ 1 00          |
|      | 25 lb. pails, per doz. .. 12 00  | Fancy ..... @ 1 30            |
|      | BAKED BEANS                      | French Peas                   |
|      | No. 1, per doz. .. 45 @ 90       | Monbadon (Natural)            |
|      | No. 2, per doz. .. 75 @ 1 40     | per doz. .... 1 75            |
|      | No. 3, per doz. .. 85 @ 1 75     | Gooseberries                  |
|      | BATH BRICK                       | No. 2, Fair ..... 1 35        |
|      | English ..... 95                 | No. 2, Fancy ..... 2 50       |
|      | BLUING                           | Hominy                        |
|      | Jennings'                        | Standard ..... 85             |
|      | Condensed Pearl Bluing           | Lobster                       |
|      | Small C P Bluing, doz. 45        | 1/4 lb. .... 1 45             |
|      | Large C P Bluing, doz. 75        | 1/2 lb. .... 2 25             |
|      | Folger's                         | Picnic Flat ..... 2 80        |
|      | Summer Sky, 3 dz. cs. 1 20       | Mackerel                      |
|      | Summer Sky, 10 dz bbl 4 00       | Mustard, 1 lb. .... 1 80      |
|      | BREAKFAST FOODS                  | Mustard, 2 lb. .... 2 80      |
|      | Apetizo, Biscuits .... 3 00      | Soused, 1 1/2 lb. .... 1 60   |
|      | Bear Food, Pettijohns 2 13       | Soused, 2 lb. .... 2 75       |
|      | Cracked Wheat, 24-2 2 80         | Tomato, 1 lb. .... 1 50       |
|      | Cream of Rye, 24-2 3 00          | Tomato, 2 lb. .... 2 80       |
|      | Quaker Puffed Rice 4 25          | Mushrooms                     |
|      | Quaker Puffed Wheat 3 45         | Buttons, 1/2 s ..... @ 15     |
|      | Quaker Brkfst Biscuit 1 90       | Buttons, 1 s ..... @ 32       |
|      | Quaker Corn Flakes 1 75          | Hotels, 1 s ..... @ 20        |
|      | Victor Corn Flakes 2 20          | Oysters                       |
|      | Washington Crisps 1 85           | Cove, 1 lb. .... @ 75         |
|      | Wheat Hearts ..... 2 05          | Cove, 2 lb. .... @ 1 40       |
|      | Wheatena ..... 4 50              | Plums                         |
|      | Evaporated Sugar Corn            | Plums ..... 90 @ 1 35         |
|      | Farinose, 24-2 ..... 2 70        | Pears in Syrup                |
|      | Grape Nuts ..... 2 70            | No. 3 cans, per doz. .. 1 50  |
|      | Grape Sugar Flakes 2 50          | Peas                          |
|      | Sugar Corn Flakes 2 50           | Marowfat ..... 90 @ 1 00      |
|      | Hardy Wheat Food 2 25            | Early June ..... 1 10 @ 1 25  |
|      | Holland Rusk ..... 3 20          | Early June siftd 1 45 @ 1 55  |
|      | Krinkle Corn Flakes 1 75         | Peaches                       |
|      | Maple-Corn Flakes 2 80           | Pie ..... 1 00 @ 1 25         |
|      | Minn. Wheat Cereal 3 75          | No. 10 size can pie @ 3 25    |
|      | Ralston Wheat Food 4 50          | Pineapple                     |
|      | Ralston Wht Food 10c 2 35        | Grated ..... 1 75 @ 2 10      |
|      | Roman Meal ..... 2 30            | Sliced ..... 95 @ 2 60        |
|      | Saxon Wheat Food 2 90            | Pumpkin                       |
|      | Shred Wheat Biscuit 3 60         | Fair ..... 80                 |
|      | Triscuit, 1 s ..... 1 80         | Good ..... 90                 |
|      | Pillsbury's Best Cer'l 4 25      | Fancy ..... 1 00              |
|      | Post Toasties, T-2 ..... 2 50    | No. 10 ..... 2 40             |
|      | Post Toasties, T-3 ..... 2 70    | Raspberries                   |
|      | Post Tavern Porridge 2 80        | Standard ..... @              |
|      | BRUSHES                          | Salmon                        |
|      | Scrub                            | Warrens, 1 lb. Tall .. 2 30   |
|      | Solid Back, 8 in. .... 75        | Warrens, 1 lb. Flat .. 2 45   |
|      | Solid Back, 11 in. .... 95       | Red Alaska ..... 1 70 @ 1 75  |
|      | Pointed Ends ..... 85            | Med Red Alaska 1 40 @ 1 45    |
|      | Stove                            | Pink Alaska ..... @ 1 20      |
|      | No. 3 ..... 90                   | Sardines                      |
|      | No. 2 ..... 1 25                 | Domestic, 1/4 s ..... 3 70    |
|      | No. 1 ..... 1 75                 | Domestic, 1/2 Mustard 3 75    |
|      | Shoe                             | Domestic, 3/4 Mustard 3 25    |
|      | No. 3 ..... 1 00                 | French, 1/4 s ..... 7 @ 14    |
|      | No. 7 ..... 1 30                 | French, 1/2 s ..... 13 @ 23   |
|      | No. 4 ..... 1 70                 | Sauer Kraut                   |
|      | No. 3 ..... 1 90                 | No. 3, cans ..... 90          |
|      | BUTTER COLOR                     | No. 10, cans ..... 2 40       |
|      | Dandelion, 25c size .. 2 00      | Shrimps                       |
|      | Paraffine, 6s ..... 7            | Dunbar, 1s doz. .... 1 45     |
|      | Paraffine, 12s ..... 7 1/2       | Dunbar, 1 1/2 doz. .... 2 70  |
|      | Wicking ..... 20                 | Succotash                     |
|      | CANDLES                          | Fair ..... 90                 |
|      | Paraffine, 6s ..... 7            | Good ..... 1 20               |
|      | Paraffine, 12s ..... 7 1/2       | Fancy ..... 1 25 @ 1 40       |
|      | Wicking ..... 20                 | Strawberries                  |
|      | CANNED GOODS                     | Standard ..... 95             |
|      | Apples                           | Fancy ..... 2 25              |
|      | 3 lb. Standards .. @ 85          | Tomatoes                      |
|      | No. 10 ..... @ 2 50              | Good ..... 90                 |
|      | Blackberries                     | Fancy ..... 1 20              |
|      | 2 lb. .... 1 50 @ 1 90           | No. 10 ..... 2 90             |
|      | Standard No. 10 ..... @ 5 25     | CATSUP                        |
|      | Beans                            | Snider's pints ..... 2 35     |
|      | Baked ..... 85 @ 1 30            | Snider's 1/2 pints ..... 1 35 |
|      | Red Kidney ..... 75 @ 95         | CHEESE                        |
|      | String ..... 1 00 @ 1 75         | Acme ..... @ 16 1/2           |
|      | Wax ..... 75 @ 1 25              | Carson City ..... @ 16        |
|      | Blueberries                      | Brick ..... @ 16              |
|      | Standard ..... 1 80              | Leiden ..... @ 15             |
|      | No. 10 ..... 7 25                | Limburger ..... @ 13          |
|      |                                  | Pineapple ..... 40 @ 60       |
|      |                                  | Edam ..... @ 85               |
|      |                                  | Sap Sago ..... @ 18           |
|      |                                  | Swiss, domestic ..... @ 20    |

|                            |  |
|----------------------------|--|
| CHEWING GUM                |  |
| Adams Black Jack .... 62   |  |
| Adams Sappota ..... 65     |  |
| Beeman's Pepsin ..... 62   |  |
| Beechnut ..... 62          |  |
| Chiclets ..... 1 33        |  |
| Colgan Violet Chips .. 65  |  |
| Colgan Mint Chips .... 65  |  |
| Dentyne ..... 62           |  |
| Doublemint ..... 64        |  |
| Flag Spruce ..... 59       |  |
| Juicy Fruit ..... 62       |  |
| Red Robin ..... 64         |  |
| 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, 1/4 s ..... 29 |  |
| Premium, 1/2 s ..... 29 |  |

|                             |  |
|-----------------------------|--|
| CLOTHES LINE                |  |
| No. 40 Twisted Cotton 95    |  |
| No. 50 Twisted Cotton 1 30  |  |
| No. 60 Twisted Cotton 1 70  |  |
| No. 80 Twisted Cotton 2 00  |  |
| No. 50 Braided Cotton 1 00  |  |
| No. 60 Braided Cotton 1 25  |  |
| No. 80 Braided Cotton 1 85  |  |
| No. 50 Sash Cord ..... 1 75 |  |
| No. 60 Sash Cord ..... 2 00 |  |
| No. 72 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, 1/4 s ..... 35    |  |
| Colonial, 1/2 s ..... 35    |  |
| Epps ..... 42               |  |
| Hershey's, 1/4 s ..... 38   |  |
| Hershey's, 1/2 s ..... 38   |  |
| Huyler ..... 36             |  |
| Lowney, 1/4 s ..... 34      |  |
| Lowney, 1/2 s ..... 33      |  |
| Lowney, 5 lb. cans ..... 12 |  |
| Van Houten, 1/4 s ..... 18  |  |
| Van Houten, 1/2 s ..... 18  |  |
| Van Houten, 1 s ..... 18    |  |
| Wan-Eta ..... 36            |  |
| Webb ..... 33               |  |
| Wilber, 1/4 s ..... 33      |  |
| Wilber, 1/2 s ..... 32      |  |

|                              |  |
|------------------------------|--|
| COCOANUT                     |  |
| Dunham's per lb.             |  |
| 1/4 s, 5 lb. case ..... 30   |  |
| 1/4 s, 5 lb. case ..... 29   |  |
| 1/4 s, 15 lb. case ..... 29  |  |
| 1/4 s, 15 lb. case ..... 28  |  |
| 1 s, 15 lb. case ..... 27    |  |
| 1/4 s & 1/2 s 15 lb. case 28 |  |
| Scalloped Gems ..... 10      |  |
| 1/4 s & 1/2 s pails ..... 16 |  |
| Bulk, pails ..... 13         |  |
| Bulk, barrels ..... 13       |  |
| 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   |  |
| Rio               |  |
| Common ..... 19   |  |
| Fair ..... 19 1/2 |  |
| Choice ..... 20   |  |
| Fancy ..... 21    |  |
| Peaberry ..... 23 |  |

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

|                 |  |
|-----------------|--|
| 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    |  |

|                              |  |
|------------------------------|--|
| McLaughlin's XXXX            |  |
| McLaughlin's XXXX            |  |
| package coffee is sold to    |  |
| retailers only. Mail all or- |  |
| ders direct to W. F. Mc-     |  |
| Laughlin & 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              |  |
| 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            |  |
| Broker ..... 8 1/2     |  |
| Cut Loaf ..... 10      |  |
| French Cream ..... 10  |  |
| Fancy ..... 7          |  |
| Grocers ..... 12       |  |
| Kindergarten ..... 10  |  |
| Leader ..... 10        |  |
| Majestic ..... 10      |  |
| Monarch ..... 10       |  |
| Novelty ..... 11       |  |
| Paris Creams ..... 11  |  |
| Premio 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 ..... 15      |  |
| 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 13    |  |
| Fudge, Honey Moon .. 14    |  |
| Fudge, Toasted Cocoa-      |  |
| nut ..... 14               |  |
| Fudge, Cherry ..... 14     |  |
| Fudge, Cocoanut ..... 14   |  |
| Honeycomb Candy ..... 16   |  |
| Iced Maroons ..... 14      |  |
| Iced Gems ..... 15         |  |
| Iced Orange Jellies .. 15  |  |
| Italian Bon Bons ..... 13  |  |
| Lozenges, Pep. .... 11     |  |
| Lozenges, Pink ..... 11    |  |
| Manchus ..... 14           |  |
| Molasses Kisses, 10        |  |
| lb. box ..... 13           |  |
| Nut Butter Puffs ..... 14  |  |
| Pecans, Ex. Large ..... 14 |  |

|                            |  |
|----------------------------|--|
| Chocolates                 |  |
| 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        |  |
| Ocoro Choc. Caramels 17    |  |
| Peanut Clusters ..... 20   |  |
| Quintette ..... 16         |  |
| Regina ..... 12            |  |
| Star Chocolates ..... 13   |  |
| Superior Choc. (light) 19  |  |

|                            |  |
|----------------------------|--|
| Pop Corn Goods             |  |
| Without prizes.            |  |
| Cracker Jack with          |  |
| coupon ..... 3 25          |  |
| Pop Corn Goods with Prizes |  |
| Oh My 100s ..... 3 50      |  |
| Cracker Jack, with Prize   |  |
| Hurrah, 100s ..... 3 50    |  |
| Hurrah, 50s ..... 1 75     |  |
| Hurrah, 24s ..... 85       |  |

|                           |  |
|---------------------------|--|
| Cough Drops               |  |
| Putnam Menthol ..... 1 00 |  |
| Smith Bros. .... 1 25     |  |

|                               |  |
|-------------------------------|--|
| NUTS—Whole                    |  |
| Almonds, Tarragona 22         |  |
| Almonds, California           |  |
| soft shell Drake @ 22         |  |
| Brazils ..... 12 @ 13         |  |
| Filberts ..... @ 22           |  |
| Cal. No. 1 S. S. .... @ 22    |  |
| Walnuts, Naples ..... 13 @ 19 |  |
| Walnuts, Grenoble 17 @ 18     |  |
| Table nuts, fancy 14 @ 16     |  |
| Pecans, Large ..... @ 13      |  |
| Pecans, Ex. Large ..... @ 14  |  |
| Shelled                       |  |
| No. 1 Spanish Shelled         |  |
| Peanuts ..... 6 1/2 @ 7       |  |
| Ex. Lg. Va. Shelled .. @ 11   |  |
| Peanuts ..... 10 1/2 @ 11     |  |
| Pecan Halves ..... @ 60       |  |
| Walnut Halves ..... @ 40      |  |
| Filbert Meats ..... @ 30      |  |
| Allcante Almonds ..... @ 65   |  |
| Jordan Almonds ..             |  |

|                         |  |
|-------------------------|--|
| 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 ..... 1 00  |  |
| 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        |  |
| Pretzeos ..... 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 Prem. 1 00    |  |
| Unedda Biscuit ..... 50     |  |
| Unedda Ginger Wafer 1 00    |  |
| Vanilla Wafers ..... 1 00   |  |
| Water Thin Biscuit .. 1 00  |  |
| Zu Zu Ginger Snaps 50       |  |
| Zwieback ..... 1 00         |  |

|                        |  |
|------------------------|--|
| Other Package Goods    |  |
| Barnum's Animals .. 50 |  |
| Soda Crackers NBC 2 50 |  |
| Fruit Cake ..... 3 00  |  |

| Bulk Goods             |        |
|------------------------|--------|
| Cans and boxes         |        |
| Animals                | 12     |
| Atlantics, Ass'd.      | 13     |
| Avena Fruit Cakes      | 12     |
| Bonnie Doon Cookies    | 10     |
| Bonnie Lassies         | 10     |
| Banquet Wafers         | 20     |
| Cameo Biscuit          | 25     |
| Cecelia Biscuit        | 16     |
| Cheese Tid Bits        | 20     |
| Chocolate Bar (cans)   | 20     |
| Chocolate Drop Center  | 18     |
| Chocolate Puff Cake    | 18     |
| Choc. Honey Fingers    | 16     |
| Circle Cookies         | 12     |
| Cracknels              | 20     |
| Cream Fingers          | 14     |
| Cocoanut Taffy Bar     | 15     |
| Cocoanut Drops         | 12     |
| Cocoanut Macaroons     | 18     |
| Cocoanut Melas. Bar    | 15     |
| Coconut Honey Fingers  | 12     |
| Coconut Honey Jumbles  | 12     |
| Coffee Cakes Iced      | 12     |
| Crumpets               | 12     |
| Dinner Pail Mixed      | 10     |
| Extra Wide Biscuit     | 15     |
| Family Cookies         | 12     |
| Pig Cakes Ass'd.       | 12     |
| Presided Peanut Jumb   | 10     |
| Fluted Cocoanut Bar    | 12     |
| Frosted Creams         | 10     |
| Frosted Ginger Cook.   | 10     |
| Frosted Raisin Sqs.    | 10     |
| Full Moon              | 10     |
| Ginger Drops           | 13     |
| Ginger Gems Plain      | 10     |
| Ginger Gems, Iced      | 11     |
| Graham Crackers        | 9      |
| Ginger Snaps Family    | 9 1/2  |
| Ginger Snaps Round     | 12     |
| Hippodrome Bar         | 12     |
| Honey Fingers Ass't    | 12     |
| Honey Jumbles          | 12     |
| Household Cookies      | 10     |
| Household Cooks. Iced  | 11     |
| Imperial               | 10     |
| Jubilee Mixed          | 10     |
| Kaiser Jumbles         | 12     |
| Lady Fingers Sponge    | 12     |
| Leap Year Jumbles      | 20     |
| Lemon Biscuit Square   | 10     |
| Lemon Cakes            | 18     |
| Lemon Wafers           | 18     |
| Lorna Doone            | 18     |
| Lorna Doon             | 18     |
| Mace Cakes             | 10     |
| Mary Ann               | 10     |
| Manila                 | 10     |
| Marshmallow Pecans     | 20     |
| Mol. Frt. Cookie, Iced | 11     |
| NBC Honey Cakes        | 12     |
| Oatmeal Crackers       | 9      |
| Orange Gems            | 10     |
| Oreo Biscuit           | 25     |
| Othello                | 15     |
| Penny Assorted         | 10     |
| Picnic Mixed           | 12     |
| Raisin Cookies         | 12     |
| Raisin Gems            | 12 1/2 |
| Reveres Ass'd.         | 17     |
| Rittenhouse Biscuit    | 14     |
| Snaparoons             | 15     |
| Spiced Cookie          | 10     |
| Spiced Jumbles, Iced   | 12     |
| Sugar Fingers          | 10     |
| Sugar Crimp            | 10     |
| Sultana Fruit Biscuit  | 18     |
| Sweethearts            | 25     |
| Vanilla Wafers         | 20     |



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| Butter               |       |
|----------------------|-------|
| N B C Square         | 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              |  |
| Evapor'd Choice blk |  |
| Evapor'd 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              |       |
|----------------------|-------|
| Mutrs—Choice, 25lb.  | 6 1/2 |
| Mutrs—Fancy, 25lb.   | 7 1/2 |
| Fancy, Peeled, 25lb. | 12    |

| Peel             |        |
|------------------|--------|
| 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 1/4 |       |

| California Prunes  |          |
|--------------------|----------|
| 30-100 25lb. boxes | @ 7 1/2  |
| 30-100 25lb. boxes | @ 8 1/2  |
| 70-80 25lb. boxes  | @ 9 1/2  |
| 30-70 25lb. boxes  | @ 10     |
| 50-60 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. | 4 50 |

| 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. |   |

| Tapioca              |       |
|----------------------|-------|
| 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  |
| 1 1/2 to 2 in. | 9  |
| 1 1/2 to 2 in. | 11 |
| 2 in.          | 15 |
| 3 in.          | 20 |

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

| Linen Lines |    |
|-------------|----|
| Small       | 20 |
| Medium      | 26 |
| Large       | 34 |

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

## FLAVORING EXTRACTS

| Jennings D C Brand       |      |
|--------------------------|------|
| Extract Lemon Terpenless |      |
| Extract Vanilla Mexican  |      |
| Both at the same price.  |      |
| No. 1, F box 1/2 oz.     | 85   |
| No. 2, F box, 1 1/4 oz.  | 1 20 |
| No. 4, F box, 2 1/2 oz.  | 2 25 |
| No. 3, 2 1/4 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 |
| Rye                              | 6 60 |
| Valley City Milling Co.          |      |
| Lily White                       | 6 50 |
| Light Loaf                       | 6 00 |
| Graham                           | 2 80 |
| Granena Health                   | 2 90 |
| Gran. Meal                       | 2 20 |
| Bolited Med.                     | 2 10 |

| Voigt Milling Co.       |      |
|-------------------------|------|
| Voigt's Crescent        | 6 50 |
| Voigt's Royal           | 6 90 |
| Voigt's Flourloist      | 6 50 |
| Voigt's Hygienic Graham | 5 45 |

| Watson-Higgins Milling Co. |      |
|----------------------------|------|
| Perfection                 | 6 35 |
| Tip Top Flour              | 5 80 |
| Golden Sheaf Flour         | 5 30 |
| Marshalls Best Flour       | 7 20 |

| Worden Grocer Co. |      |
|-------------------|------|
| Quaker, paper     | 6 60 |
| Quaker, cloth     | 6 70 |

| Kansas Hard Wheat    |      |
|----------------------|------|
| Calla Lily           |      |
| Worden Grocer Co.    | 6 50 |
| American Eagle, 1/2s | 7 00 |
| American Eagle, 1/4s | 6 90 |
| American Eagle, 1/8s | 6 80 |

| Spring Wheat        |      |
|---------------------|------|
| Roy Baker           |      |
| Mazeppa             | 7 20 |
| Golden Horn, bakers | 7 10 |
| Wisconsin Rye       | 5 30 |
| Bohemian Rye        | 5 55 |

| Judson Grocer Co. |      |
|-------------------|------|
| Ceresota, 1/2s    | 7 80 |
| Ceresota, 1/4s    | 7 70 |
| Ceresota, 1/8s    | 7 60 |

| Voigt Milling Co.   |      |
|---------------------|------|
| Columbia            |      |
| Worden Grocer Co.   | 7 75 |
| Wingold, 1/2s cloth | 8 20 |
| Wingold, 1/4s cloth | 8 10 |
| Wingold, 1/2s cloth | 8 00 |
| Wingold, 1/4s paper | 8 05 |
| Wingold, 1/2s paper | 8 00 |

| Meal              |      |
|-------------------|------|
| Bolited           | 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 Sparkling, gr.  | 14 00 |
| 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 Laves   | 25 |

| HIDES AND PELTS        |        |
|------------------------|--------|
| Hides                  |        |
| Green, No. 1           | 14     |
| Green, No. 2           | 13     |
| Cured, No. 1           | 16     |
| Cured, No. 2           | 15     |
| 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 | 1 25 |
| 30lb. pails, per pail | 1 25 |

| JELLY GLASSES                   |    |
|---------------------------------|----|
| 1/4 pt. in bbls., per doz.      | 15 |
| 1/2 pt. in bbls., per doz.      | 16 |
| 8 oz. capped in bbls., 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 10@ | 1 20 |
| Bulk, 2 gal. kegs 10@ | 1 15 |
| Bulk, 5 gal. kegs 10@ | 1 10 |

| Stuffed, 5 oz.         |      |
|------------------------|------|
| Stuffed, 8 oz.         | 1 25 |
| Stuffed, 14 oz.        | 2 25 |
| Pitted (not stuffed)   |      |
| 14 oz.                 | 2 25 |
| Manzanilla, 8 oz.      | 90   |
| Lunch, 10 oz.          | 1 35 |
| Lunch, 16 oz.          | 2 25 |
| Queen, Mammoth, 19 oz. | 4 25 |
| Queen, Mammoth, 28 oz. | 5 75 |
| Olive Chow, 2 doz. cs. | 2 25 |

| 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         | 5 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  | 1 25 |
| No. 20, Rover, enam'd   | 1 50 |
| No. 572, Special        | 1 75 |
| No. 98 Golf, Satin fin. | 2 00 |
| No. 808, Bicycle        | 2 00 |
| No. 632 Tourn't whist   | 2 25 |

| POTASH            |      |
|-------------------|------|
| 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   |
| Lard            |             |
| Pure in tierces | 11 1/2@12   |
| Compound Lard   | 8 1/2@ 9    |
| 80 lb. tubs     | advance 1/2 |
| 60 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 @15 1/2 |
| Hams, 16-18 lb. | 14 @15     |
| Hams, 18-20 lb. | 14 @15     |
| Ham, dried beef |            |
| sets            | 29 @30     |
| California Hams | 10 1/2@11  |

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| Picnic Balled |            |
|---------------|------------|
| Hams          | 19 1/2@20  |
| Bolited Hams  | 22 @23     |
| Minced Ham    | 12 @12 1/2 |
| Bacon         | 15 @24     |

| Sausages   |            |
|------------|------------|
| Bologna    | 10 1/2@11  |
| Liver      | 9 1/2@10   |
| Frankfort  | 12 @12 1/2 |
| Pork       | 11 @12     |
| Veal       | 11         |
| Tongue     | 11         |
| Headcheese | 10         |

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

| Pig's Feet         |      |
|--------------------|------|
| 1/4 bbls.          | 1 00 |
| 1/2 bbls., 40 lbs. | 2 00 |
| 1/2 bbls.          | 4 25 |
| 1 bbl.             | 8 50 |

| Tripe              |      |
|--------------------|------|
| Kits, 15 lbs.      | 90   |
| 1/4 bbls., 40 lbs. | 1 60 |
| 3/8 bbls., 80 lbs. | 3 00 |

| Casings            |        |
|--------------------|--------|
| Hogs, per lb.      | 35     |
| Beef, rounds, set  | 20 @21 |
| Beef, middles, set | 85 @90 |
| Sheep, per bundle  | 90     |

||
||
||



## 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 |
| Black Swan, 15c ....           | 17 28 |
| Bob White, 5c ....             | 6 00  |
| Brotherhood, 5c ....           | 6 00  |
| Brotherhood, 10c ....          | 11 52 |
| Brotherhood, 16 oz. ....       | 5 05  |
| Carnival, 5c ....              | 5 70  |
| Carnival, 10c ....             | 11 52 |
| Carnival, 15c ....             | 17 28 |
| Cigar Clip's, Johnson          | 30    |
| Cigar Clip's, Seymour          | 30    |
| Identity, 2 and 16 oz.         | 20    |
| Darby Cigar Cuttings           | 4 90  |
| Continental Cubes, 10c         | 90    |
| Corn Cake, 14 oz. ....         | 2 55  |
| Corn Cake, 7 oz. ....          | 1 45  |
| Corn Cake, 5c ....             | 5 76  |
| Corn Cake, 10c ....            | 11 52 |
| 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 04  |
| F. F. A., 4 oz. ....           | 11 52 |
| F. F. A., 7 oz. ....           | 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 ....        | 5 76  |
| Growler, 5c ....               | 42    |
| Growler, 10c ....              | 94    |
| Growler, 20c ....              | 1 85  |
| Giant, 5c ....                 | 5 76  |
| Giant, 10c ....                | 11 52 |
| Giant, 15c ....                | 17 28 |
| Hand Made, 2 1/2 oz. ....      | 5 76  |
| Hazel Nut, 5c ....             | 5 76  |
| Honey Dew, 10c ....            | 12 00 |
| Hunting, 5c ....               | 6 10  |
| I X L, 5c ....                 | 3 90  |
| I X L, in pails ....           | 6 00  |
| Just Suits, 5c ....            | 12 00 |
| Just Suits, 10c ....           | 24 00 |
| Kiln Dried, 25c ....           | 2 45  |
| King Bird, 7 oz. ....          | 2 16  |
| King Bird, 10c ....            | 11 52 |
| King Bird, 15c ....            | 17 28 |
| King Bird, 5c ....             | 5 76  |
| La Turka, 5c ....              | 5 76  |
| Little Giant, 1 lb. ....       | 28    |
| Lucky Strike, 10c ....         | 96    |
| Le Redo, 3 oz. ....            | 10 80 |
| Le Redo, 8 & 16 oz. ....       | 38    |
| Myrtle Navy, 10c ....          | 11 52 |
| Myrtle Navy, 5c ....           | 5 76  |
| Maryland Club, 5c ....         | 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.     | 5 76  |
| 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  |
| Flow Boy, 5c ....              | 5 76  |
| Flow Boy, 10c ....             | 11 40 |
| Flow Boy, 14 oz. ....          | 4 76  |
| Pedro, 10c ....                | 11 52 |
| Pride of Virginia, 1 1/2       | 77    |
| Pilot, 5c ....                 | 5 76  |
| Pilot, 14 oz. ....             | 2 10  |
| Prince Albert, 5c ....         | 48    |
| Prince Albert, 10c ....        | 96    |
| Prince Albert, 8 oz. ....      | 3 84  |
| Prince Albert, 16 oz. ....     | 7 44  |
| Queen Quality, 5c ....         | 48    |
| Rob Roy, 5c foil ....          | 5 76  |
| Rob Roy, 10c gross ....        | 10 52 |
| Rob Roy, 25c doz. ....         | 2 10  |
| Rob Roy, 50c doz. ....         | 4 10  |
| S. & M., 5c gross ....         | 5 76  |
| S. & M., 14 oz., doz. ....     | 3 20  |
| Soldier Boy, 5c gross ....     | 5 76  |
| Soldier Boy, 10c ....          | 10 50 |

13

|                             |       |
|-----------------------------|-------|
| Pilot, 7 oz. doz. ....      | 1 05  |
| Soldier Boy, 1 lb. ....     | 4 75  |
| Sweet Caporal, 1 oz. ....   | 60    |
| Sweet Lotus, 5c ....        | 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  |
| Summer Time, 14 oz. ....    | 3 50  |
| Standard, 5c foil ....      | 5 76  |
| Standard, 10c paper ....    | 8 64  |
| Seal N. C. 1 1/2 cut plug   | 70    |
| Seal N. C. 1 1/2 Gran. .... | 63    |
| Three Feathers, 1 oz. ....  | 48    |
| Three Feathers, 10c ....    | 11 52 |
| Three Feathers and          |       |
| Pipe combination ....       | 2 25  |
| Tom & Jerry, 14 oz. ....    | 3 60  |
| Tom & Jerry, 7 oz. ....     | 1 80  |
| Tom & Jerry, 3 oz. ....     | 76    |
| Trout Line, 5c ....         | 5 76  |
| 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, 30c 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 pickling 10   |  |
| Packages free.              |  |

## WICKING

|                       |    |
|-----------------------|----|
| No. 0, per gross .... | 30 |
| No. 1, per gross .... | 40 |
| No. 2, per gross .... | 50 |
| No. 3, per gross .... | 75 |

## WOODENWARE

|                             |      |
|-----------------------------|------|
| Baskets                     |      |
| Bushels, wide band ....     | 1 00 |
| Market ....                 | 40   |
| Splint, large ....          | 4 00 |
| Splint, medium ....         | 3 50 |
| 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 2 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 35 |
|-----------|------|

|                            |      |
|----------------------------|------|
| Case, medium, 12 sets .... | 1 15 |
|----------------------------|------|

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|                                  |           |
|----------------------------------|-----------|
| 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        |
| 2 pat. brush holder ....         | 85        |
| Ideal No. 7 ....                 | 85        |
| 12 lb. 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 ....             | 4 85      |
| Northern Queen ....              | 3 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@6 75 |
| Macaroni ....                    | 1 70@2 35 |
| Spices ....                      | 40@ 85    |
| Herbs ....                       | @ 75      |
| AXLE GREASE                      |           |
| MICA OIL 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.  |           |

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## 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 00      |       |
| 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 ....        |       |
| San Marto Coffee ....         |       |



## CIGARS

|                           |       |
|---------------------------|-------|
| Johnson Cigar Co.'s Brand |       |
| Dutch Masters Club 70 00  |       |
| 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 .... |  |
|                        |  |



# 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.

Notice—Will furnish half to start you in first-class general merchandise store. Must be competent. Address No. 317, care Tradesman. 317

Wanted to Buy—Merchandise stock. Am financially able to handle deal up to \$30,000. Prefer to deal with owner. Address No. 318, care Michigan Tradesman. 318

Good paying mercantile business. Real money-maker; stands close investigation. \$2,500 will take it for quick sale. Write for particulars. Address No. 320, care Tradesman. 320

Here is a chance for someone. Clean department store stock for sale in live manufacturing town, surrounded by rich farming country. Stock consists of notions, dry goods, china, etc. Good reasons for selling. C. J. Tucker, Grand Ledge, Michigan. 321

For Sale—Furniture and undertaking business. Town of 1,300. Reason, death of owner. Only store in county. L. C. Dawes, Rapid City, Michigan. 319

For Sale—In prosperous farming community, a modern equipped elevator with storage sufficient for handling hay, potatoes, apples and other produce. For information write D. M. Sherman, Allegan, Michigan. 322

1/4 to 1/2 of your stock turned to cash in a ten day selling campaign—not the best but the worst will go by our system. Prominent merchants will back our assertion. Merchants National Service Co., National City Bank Building, Chicago. 324

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 Sale or Rent—Thirty-room building, fine location for good hotel or rooming house. Hanselman, Manistee, Mich. 316

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—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

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

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. 359

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 281, 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, Manton, Michigan. 289

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

For Sale—Very desirable general stock invoicing \$3,500. Thriving town in Southern Michigan. Will discount. Address 271, care Tradesman. 271

For Sale—Blacksmith and woodwork business in good locality. All business. Good reasons for selling. For particulars address James Wilson, Gifford, Michigan. 260

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

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

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 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

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

Move your dead stock. For closing out or reducing stocks, get in touch with us. Merchant's Auction Co., Reedsburg, Wisconsin. 963

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

## 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

Bell Phone 860 Citiz. Phone 2713

## Lynch Bros.

### Special Sale Conductors

Expert Advertising—Expert Merchandising

28 So. Ionia Ave. Grand Rapids, Mich.

## 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

## 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

## SOMETHING MORE

THE chances are that you want something more than printing when you want a job of printing—ideas, possibly, or suggestions for them; a plan as likely as possible to be the best, because comprising the latest and the best; an execution of the plan as you want it and when you want it. This is the service that we talk about but little, but invariably give.

Tradesman Company :: Grand Rapids



### Manufacturing Matters.

Detroit—The Picard Carburetor Corporation has been organized to manufacture and sell at wholesale and retail carburetors and parts incidental to carburetors, with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,000 paid in in cash.

Detroit—The Detroit Improved Backwall Co. has been organized to manufacture fire places, stoves, furnaces and other heating appliances, with an authorized capital stock of \$100,000, all of which has been subscribed, \$400 paid in in cash and \$99,600 in property.

Detroit—The Brown-Hawkins Lumber Co. has been organized to manufacture lumber and its products with an authorized capital stock of \$20,000 common and \$5,000 preferred, of which amounts \$12,800 common has been subscribed and \$10,000 common paid in in property.

Kalamazoo—The Crown Manufacturing Co. has been organized to manufacture and sell dump wagons, dump motor trucks, motor tractors, road scrapers, rollers, etc., with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$16,556.59 paid in in property.

Hastings—Owing to the fact that competitors are making war munitions, the Consolidated Press & Tool Co. has been swamped with orders. One of the orders is for \$100,000 worth of presses for a factory which will be erected near St. Louis, Mo. The force of employes has been doubled.

Saginaw—The Saginaw Automatic Musical Co. has been organized to manufacture automatic and photo-playing musical instruments and musical instruments of all kinds; also to manufacture marine engines, boats and do repairing of same, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$1,000 paid in in cash and \$9,000 in property.

Detroit—Many big manufacturers and business men here, at the hearing before the Federal Trade Commission, urged amendments to the Sherman anti-trust law permitting American manufacturers to combine in the establishment of foreign stations, where the products of each dealer could be handled. They cited instances where foreign manufacturers, who were free to combine, had easily undersold them in their own market. This was especially true of chemicals. Other business men complained of lack of efficient banking facilities with foreign countries, especially with South America, and some objected to certain tariff provisions and freight rates.

Detroit—The directors of the Paige-Detroit Motor Car Co., which a few months ago jumped the dividend to its eighteen stockholders from 7 per cent. per month to 10 per cent. per month on its capitalization of \$250,000, have made announcement of a long expected increase in capital stock to \$1,000,000. The company is about four years old and in that time it has grown from a modest institution producing 300 cars the first season to a great organization occupying

a large new factory and with a production that will reach about 15,000 cars this season. Although the new factory has been occupied but a little over a year, it has already been found necessary to build additions to double its capacity. The company is now devoting itself exclusively to sixes and manufacturing a light five-passenger six and a seven-passenger six.

Detroit—Checks covering 100 per cent. of the claims of the creditors of the American Air Compressor Co. have been mailed by the Union Trust Co. as receiver in equity proceedings in the State court. There is remaining in the custody of the receiver a small surplus which will be distributed among the stockholders of the American Air Compressor Co. The company, manufacturing air compressors at its plant on Fort street west, became financially embarrassed about a year ago, and Judge Alfred J. Murphy, of the Wayne Circuit Court, appointed the Union Trust Co. receiver in proceedings instituted to dissolve the corporation and wind up its affairs. Under direction of the Court and supervision of the receiver, the company's business was continued without interruption until the recent sale of the plant and business to the Master Carburetor Corporation.

### Retail Grocers and Meat Dealers United.

The consolidation of the Grand Rapids Retail Grocers' Protective Association and the Retail Meat Dealers' Association of Grand Rapids was effected at a meeting held at the Grand Rapids Whist Club, 71 Division avenue, South, Tuesday evening. The meeting was preceded by a banquet which was served at 7.30 by the National Biscuit and H. J. Heinz Co.

Election of officers resulted as follows:

President—A. C. Bertch.  
Vice-President—James Pollie.  
Secretary—Wm. Workman.  
Assistant Secretary—G. J. Baughman.

Treasurer—L. J. Katz.  
Executive Committee—L. J. Witters, J. A. Mordhardt, P. D. Mordhardt, J. Frick, F. W. Fuller, L. O. Barber and W. A. Wood.

While the Retail Grocers' Association in the past maintained a credit bureau and collection department, this special feature of the new organization will be pushed more than ever. The Retail Grocers and Meat Dealers' Association realize that it is very necessary to push to the front the system which will enable them to collect their own delinquent accounts.

The first subject to receive attention of the new organization will be that of a moving van ordinance. This will be of vital importance to every merchant in Grand Rapids. It should receive their attention and support when presented. The trouble to the collection department caused by removals is a thing which should not be tolerated by the merchants, realizing that by these removals, thousands

of dollars in delinquent accounts are held up, because of the fact it is impossible to keep tab on the removals.

The adoption of the constitution and by-laws was postponed to the next regular meeting, which will be held next Tuesday night, August 3. This meeting will be held in the Association of Commerce rooms, which have been the regulars meeting rooms of the Retail Grocers' Association for the past year.

Walter E. Johnson, district representative for the Bureau of Business Research of Harvard University, was present by invitation and addressed the meeting at some length, setting forth the salient features of the work and extending the use of the information possessed by the Bureau to the grocers gratis.

Wm. P. Workman, Sec'y.

The Emperor of Germany is credited with having telegraphed his sister, the Queen of Greece, as follows: "I have paralyzed the Russians, for at least six months and am on the eve of delivering a coup on the west front that will make all Europe tremble." The next few days perhaps will determine whether or no this is an idle boast calculated to bolster up the faltering courage of the German people who are becoming very suspicious of his threats and no longer place any reliance on his promises. They remember that he promised to take Paris in September and eat his Christmas dinner in St. Petersburg. He has failed to make good on every promise he has made his people and has made himself detested by every right thinking person in the world, as the Monster Murderer of history. The Bible says pride goes before a fall and a haughty spirit before destruction.

Will S. Winegar is receiving the congratulations of his friends over the change he has wrought in the financial condition of the Vilas County Lumber Co. When he took the management of the corporation, several years ago, it had a floating indebtedness of nearly \$400,000. He has succeeded in reducing the indebtedness to about \$75,000, which is merely nominal for a corporation of that character, which justifies him in placing the business on a dividend basis. For the present 1 per cent. a month will be paid, the disbursements having started July 1. It is expected that the dividend rate will be increased as soon as business improves. Mr. Winegar has worked very hard to bring about this result and is entitled to a great deal of credit for staying by the proposition in the face of so many discouraging circumstances.

Lots of people would rather send a dollar to the heathen than give the poor at home a pleasant look.

If a man gives up a dime to see a museum freak he exhibits his own curiosity at the same time.

Experience teaches us how dishonest other people can be.

Marrying for wealth is too much like going to the hornet for honey.

### Those Silent Salesmen in Your Store.

Written for the Tradesman.

There are few articles upon the grocer's shelves which possess the trade building properties of pop corn. Did you ever stop to think that the customer who buys a package of pop corn will sooner or later want other articles from your store to prepare it for just the particular food confection for which she purchased it?

It may be the plan to use it popped, but in its plain loose state. In that event perhaps butter, salt or lard will be the only companion ingredients needed; but since the sphere of usefulness for pop corn has been extended until it now ranks as one of the most nutritious of foods, possesses medicinal properties sought by many, besides forming the basis of our most delicate and pleasing confections, the user is likely to purchase it to be made up into palatable dishes or delicacies, necessitating the purchase of honey, syrups and molasses, chocolates, vinegar, flavoring and many other items to be found upon the shelves of the retail store.

Because of the wide range of articles which are companion sellers of pop corn, some of the more alert dealers throughout the country are setting about to systematically build up a trade of pop corn, realizing that they will benefit not only because of the exceedingly long profit afforded them on the corn itself, but upon these companion articles.

Those dealers who have had the greatest success building trade for their stores by exploiting the many virtues and values of the cereal have been those who took up the subject the first store in town, studied it for its unusual properties, as well as made attractive window displays and advertised the scientific phases of the daily use of the product in the homes. By this means the customer became impressed with the care exercised by the dealer in catering to her wants, with the thought of improved health in mind for herself and family.

The dignified grocery store of the future, the one which will attract the attention of the best class of trade, will be the store whose proprietor will look to the health, as well as maximum dollar and cent values for his trade. It is a dignified calling to act as guardian of the health of hundreds or perhaps thousands.

If the beginner will exploit the constant sale of pop corn with this higher idea in mind, he will find, not only an increased consumer demand for the product, but a reflected dignity upon both himself and his place of business, which will make envious some of his less progressive fellow dealers.

Clarence I. Reed.

The pessimist has an ingrowing grudge against humanity in general and himself in particular.

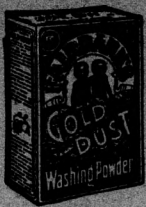
Philosophers are men who imagine they are in the foolproof class.

### BUSINESS CHANCES.

Wanted—To buy building material and fuel business good Michigan town. Address No. 323, care Tradesman 323

Drug store wanted in good live town of 2,000 to 10,000 population in Michigan. Address 324, care Tradesman. 324





## GOLD DUST

**a steady seller**

You don't have to argue for Gold Dust.

It moves from your shelves rapidly because housewives have used it for years—they know exactly how it saves them work in scrubbing floors, washing dishes, and countless other household tasks that were a drudgery until the advent of Gold Dust.

A good stock of Gold Dust means that you won't disappoint any of your best customers.

How is your stock?

THE N.K. FAIRBANK COMPANY  
MAKERS

"Let the GOLD DUST TWINS do your work"



## FRANKLIN DAINTY LUMPS

*Small Cubes of Sugar*

Your customers like Franklin Dainty Lumps better than old style lump sugar because of their convenience—just the right size to avoid waste or over-sweetening. Like all Franklin Carton Sugar, Dainty Lumps are guaranteed full weight and made from sugar cane. Push their sale. ♪ ♪ ♪ ♪ ♪ ♪ ♪ ♪



**EASY TO SELL**

## DUTCH MASTERS SECONDS



Will stimulate your trade.

Handled by all jobbers.

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

**K C—BAKING POWDER—K' C**

## PURE GOODS

Sold at an honest price to consumer with full profit to grocers.

Guaranteed to give perfect satisfaction in every respect.

Retail price refunded on any can returned.

**CONTAINS NO ALBUMEN**  
(Sometimes Called White of Egg)

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**K C—BAKING POWDER—K C**



# A World's Exposition of *NOW* Merchandise

**A** WORLD-WIDE EXPOSITION of General Merchandise that has been gathered from all over both hemispheres despite the world-wide war—this is what you can see on display *NOW* in our sample rooms.

Never was there a greater buying triumph than this. To be able to assemble merchandise from all quarters of the globe in this year of strife, of blockades, of undersea terrors, is an achievement in which we know you will grant us the right to feel at least a little pardonable pride.

Fall goods are here. Winter goods are here. **CHRISTMAS GOODS** are here. The showing in every line is all-comprehensive. The goods are conveniently placed for your inspection, thus making buying **EASY**. The prices are indicated in plain net figures, thus making buying **SAFE**. The values are the great ones made possible by five houses buying and the ability to control the outputs of entire factories and markets, thus making buying **PROFITABLE**.

When will **YOU** come?

## **BUTLER BROTHERS**

Exclusive Wholesalers of General Merchandise

**CHICAGO**

**NEW YORK**

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**MINNEAPOLIS**

**DALLAS**