



J. L. LYNCH

Re-organization
Sales
Re-building
Sales
Stock Reducing
Sales
Dissolution
Sale
Partner Adjustment
Sales
Creditor
Sales
Liquidation
Sales
Money Raising
Sales
Or any kind of a
sale your particular
case requires



Are you in need of cash?
Are you overstocked?
Would you be interested in a
special sale?
If you are interested in any of
above questions write or wire
to-day.

A Message of Vital Interest to Every Merchant

Enlightened Merchants have come to realize the necessity of selling their surplus stock at a profit by expert advertising and merchandising.



J. P. LYNCH

We Do This for You By One of Our 10 Day Sales

\$3,000 to \$25,000 Cash Furnished You Immediately---

By converting from one-third to one-half of your stock into cash at once by one of our personally conducted sales. We are recognized as America's foremost authority on specialized commercial advertising and rapid selling methods that is sanctioned by the best merchants.

Advertising and Merchandising go Hand in Hand

Expert Blending of These Make Our Sales a Success

With the ability and understanding that come from a good many years' experience and study we see to it that our clients get the utmost attention their particular store and stock requires.

You Do Not Pay Us One Cent

until we have sold your stock at a profit, then you pay us a small commission on your sales. If we do not get results we receive no pay. We devote 10 days of our time in your city, making preparation before sale begins, free of charge.

Who Pays for Advertising?

There is \$600,000,000 a year spent for advertising. Who pays this tremendous sum of nearly \$2,000,000 a day?

The Merchant Who Does Not Advertise Pays!

Not the consumer, nor the advertiser, as a great many people suppose. When we conduct a special sale for you, the business you will do with the customers of your competitors will more than pay for the cost of the entire sale. Write to-day for free plans, information and reference without obligation to yourself.

Lynch Brothers Special Sale Conductors

28 South Ionia Avenue

Grand Rapids :: Michigan

It's character building
that founds an institu-
tion.

Honest advertising
builds character
Confer with us.

The Nation's Leading Brands of Flour

Let Us Line You Up
We Have Some Attractive Prices

Ceresota—Spring Wheat

Aristos—(Red Turkey) Kansas

Fanchon—Kansas Hard Wheat
Fancy Patent

Red Star—A Kansas Short Patent

Puritan—A Leader from Nebraska

Barlow's Best

Made from Soft Michigan Winter Wheat

Barlow's Old Tyme Graham

JUDSON GROCER CO.

The Pure Foods House

GRAND RAPIDS, MICHIGAN

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

for your inspection. In our newly refitted salesroom we are now showing thousands of the best sellers in

Toys, Dolls and Fancy Goods

Chinaware, Cut Glass, Silverware, Clocks

Gas and Electric Portables

Toilet Articles, Brass Goods, House Furnishings, Etc.

all marked in plain figures to sell at popular prices.

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 **DE-LIVERED 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

Cor. Fulton and Commerce

GRAND RAPIDS

Every Citizens Telephone Is a Long Distance Instrument



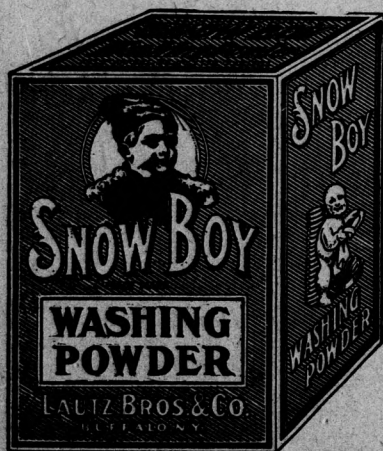
Copper Metallic Long Distance
Circuits completely cover the State,
connecting with 200,000 Telephones
in Michigan alone.

14,000 Telephones in
Grand Rapids.

USE CITIZENS SERVICE

Good Yeast Good Bread Good Health

Sell Your Customers
**FLEISCHMANN'S
YEAST**



SNOW BOY FREE!

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

SNOW BOY WASHING POWDER 24s FAMILY SIZE

through the jobber—to Retail Grocers

25 boxes @ \$3.60—5 boxes FREE

10 boxes @ 3.60—2 boxes FREE

5 boxes @ 3.65—1 box FREE

2½ boxes @ 3.75—½ box FREE

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

All Orders at above prices must be for immediate delivery.

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

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

Yours very truly,

Lautz Bros. & Co.

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

MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, AUGUST 11, 1915

Number 1664

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POSSIBILITIES OF PEACE.

There are good grounds for believing that the Kaiser is anxious to effect peace with Russia. We know that Germany was willing to come to terms with France separately last September. It could not be arranged, but the motive was plain. Germany wished, if possible, to detach one of the Allies. That would make her military task lighter. And a peace made, on reasonable terms, with even one of her antagonists, would have placed Germany in a better light in the eyes of the world.

Something of the same purpose would seem to inhere in German proposals to Russia now. The Russian armies have been driven back as were the French last autumn. By so much, Germany is in the position of a conqueror, entitled to propose terms of what the Emperor William calls "an honorable peace." It is not at all likely that anything which has yet been advanced, in a roundabout way, will be accepted by Russia. And it may be that nothing official has so far been attempted. But it is undeniable that the German public has been prepared for the idea of making offers to the Russians which they could at least consider. The various hints and suggestions which have appeared in German newspapers within the past two months look that way. There may have been no order of the day to discuss the possibility of a separate and early peace with Russia, but such things do not happen in Germany, in war time, without at least government permission. And the general tone of the talk has been that, after all, there is no reason why Germany and Russia should not agree to live and let live. There are no fundamental causes of lasting enmity between the two peoples, it is said. Minor grounds of estrangement and quarrel could be disposed of, if only there were good will on both sides, etc. Why not go back to the Bismarck policy of maintaining a firm friendship with Russia?

Regarding such approaches to Russia, two things are to be said. They are a singular retreat from the anti-Russian fury of the German press at the beginning of the war. Then we heard of nothing but the barbarian hordes bent on spreading an Asiatic Kultur over all

Europe. The specter of Slav domination was used to affright the world, while justifying Germany. There could be no security for the civilization of Western Europe until the Muscovite power was forever broken. Pages could be filled with the outcries of this kind then so common and so shrill in Germany. Now all this is to be forgotten, and Germans again accustomed to the thought of living in good understanding with their neighbor to the north. Such changes in national passions in war time are not unexampled, but the Russians show no signs of being much impressed by them. And the second point to be made against expecting the present rumors of peace between Germany and Russia to come to anything definite is the plain fact that the Russians are not yet reduced to such desperation that they feel compelled to undergo a national humiliation. And such would be felt the acceptance of any offers coming from Germany that have yet been hinted at. Besides tearing up her treaty agreement with France and England not to make a separate peace, Russia would have to put a bitter cup to her own lips. That she will do either so long as she has the power to resist, is not to be believed.

One could imagine Germany outlining terms of peace, not only with Russia but with all her enemies, which it would be hard, if not impossible, for them to refuse. The Kaiser might say to the Czar: "Join me in restoring the kingdom of Poland. You have professed a desire for Polish autonomy: let us go the whole figure, and each of us give up enough to put the Polish nation on its feet again, self-governing." In the same spirit, Germany might offer to evacuate Belgium, and to leave the future of Alsac and Lorraine to be determined by a vote of the inhabitants. With all this offered, Germany might demand in return the giving back of her colonies, with a free opportunity for commerce throughout the world, safeguarded by the international recognition of the immunity of private property at sea. Such a plan may sound chimerical. But would not something like it be farsighted? Would it not give the Allies pause? Would it not at once swing the opinion of neutral nations to the side of Germany?

If any reader objects that, at present, this is only such stuff as dreams are made of, we cannot deny it. The high and self-abnegating statesmanship necessary to end the war is not yet visible in either Germany or Austria. The military party is in full control. Even such a man as Prof. Lujo Brentano, of Munich, accused of pacifist views, gives it as his opinion that Germany must not shrink from such annexations as may be necessary for military secur-

ity and scoffs at the idea that "a few hundred thousand anti-German Alsacians and Lorrainese" should be allowed to decide the fate of their own country, when this meant imperiling the security of seventy million Germans. So long as even moderate men in Germany write in that way, it is too soon to expect a military government to talk in the large terms of a comprehensive peace.

AN UNWARRANTED ATTACK.

When William Jennings Bryan resigned as Secretary of State he exercised a personal right and privilege, even though it was at a bad time and in bad taste. If he had simply resigned and gone on his way rejoicing, there would, of course, have been considerable criticism about his attitude and his desertion of the administration at what was regarded a critical time. People generally would have regarded it as simply an opportunity of getting a better man, and to that extent perhaps would have been pleased. It was prophesied that the crafty Nebraskan would endeavor to stir up further trouble, dissension and disturbance against President Wilson for the purpose of embarrassing the administration and bringing himself still more prominently into the limelight. Those who said it have been proven good prophets, because immediately Mr. Bryan began issuing statements defending his own action and incidentally criticising that of the President. Happily, precious small impression was made on the public mind, but that is only an incident.

Now it seems that the attack on the administration by the Bryanites and their sympathizers is to be carried still further and made the more objectionable. An association has been organized under the name of "Friends of Peace," and has issued a statement attacking Secretary of State Lansing and declaring that he is a man, "whose radicalism is liable to plunge this Nation into war." Further on the statement says, "The country needs a Secretary whose conduct is calculated to avoid war, not to precipitate it." The latter statement is true and the Secretary of State is just that sort of a man. There has been nothing in his acts or utterances which would justify the former statement or even furnish the faintest foundation for it. There is nothing more evident nor more generally appreciated and understood than that the President and the people are in the heartiest accord in their determination to avoid entanglement in the European controversy, and there is exceedingly small likelihood that anything of the sort will happen. President Wilson, however, does be-

lieve in maintaining and defending the integrity, the rights and the liberties of American citizens at all times and all places and demanding that all other nations, be they neutral or belligerent, recognize that attitude. There is no question but that there is only a small percentage of Americans who are not staunch supporters of the President and his present Secretary of State. Any attempt to cast aspersions upon them or to raise doubt as to the honesty of their purposes comes very close to being a disloyal attack upon the Government.

In deploring the wastage of young life on the European battle fields, people are apt to be too consciously sociological and to emphasize the disastrous effect on the racial future of Europe of the slaughter of its most virile stock. Less attention is paid to the tragedy of the loss of a million young men with their own potentialities and promise and not regarded merely as the fathers of the next generation. How much talent in the arts and sciences, how much splendid capacity for useful social and industrial development has been destroyed, no one can estimate. In France alone they have printed a list of 100 young writers who have fallen in battle, most of them of promise, some of them of achievement, but none of them, of course, old enough to have attained the full fruition of their gifts. Talent blossoms earlier among the Latins than with any other race, and this may be a reason why the French have to mourn a greater recognizable loss probably than any other of the nations. But undoubtedly in Germany a tragic list of the same nature might be compiled, and in England by this time Rupert Brooke is not the only victim claimed by the war. In Germany more than 90 per cent. of the university students, according to recent figures, have gone to the front in response to the pressing demand for men which has included everything from the cradle to the grave. When one considers that the German university, more than in any other country, is the gateway to achievement and efficiency in life, it is plain that the effects of the war will be felt in an immediate slackening of national energy and decadence of the German race, as well as in remoter biological consequences.

William F. Blake, tea buyer for the Judson Grocer Company, who underwent an exploratory operation at U. B. A. hospital about four weeks ago, has been removed to his home on College avenue, South, where he is surrounded by all the comforts that loving care can suggest.

COMMON SENSE IN COMMAND.

Food Commissioners Assume More Conservative Attitude.

For one versed in the ways and ideals of food commissioners there is a great deal that is interesting and encouraging in the proceedings of the official convention which sat last week in Berkeley, Cal.

To read the daily reports of the proceedings and then to peruse the chief papers presented inspires one with the hope that some day food commissioners may attain a point where they will be moved not only by scientific inspiration and theory, but by a considerable measure of horse sense.

First of all, it was noticeable to expert observers that the factional differences of past years were happily absent from this session, and, but for one or two flashes of reference to things that are past, one would have never known that this association has been for years the battling ground for the bitterest of professional jealousies and controversial opinion. There is a good deal of reason to believe that the radicals are losing out and such as remain show signs of rationalism that is encouraging.

Among the glimmerings of the attainment of common sense as well as of scientific idealism, which beamed out of the proceedings, were the discovery that chemistry and microscopic definiteness are not all there is to solving the problem of pure and nutritious food. For instance, it has dawned on the scientists that there is still something of fundamental value in such old expressions as "It makes your mouth water" and "What's one man's meat is another man's poison."

A very large contingent of consumers have always realized that and acted accordingly, but so far as food laws and their enforcement are concerned, they have always been obliged to fly in the face of the awful pronouncement of the scientist, who would, if he could, have suppressed every form of food that fell askance under the criticism of his microscopic eye or his chemical perception. Dr. Wiley contended that when food laws spoke of what "might be deleterious to health" they meant the suppression of everything which some people cannot eat, even though for individualistic reasons and not because of any inherent unfitness of the food.

But here is Dr. Crumrine talking about individuals thriving on foods which do not seem to suit others, and in the deep mystery of science he attributes it to "vitamines." And, again, he has discovered that there is peculiar sympathetic value in the things which "make one's mouth water," because they promote "metabolism." Many a gourmand will rejoice in knowing all about it at last.

Dr. Crumrine suggests that too much processing may destroy the peculiar flavors that appeal to connoisseurs. And yet, how long ago were the food commissioners insisting that everything must be perfectly sterilized and condemning the manufacturer who put up something with slight sterilization, a little harmless anti-

ferment and a touch of artificial color; for the very purpose of "making people's mouths water?"

Then there is the sudden awakening to the fact that "pure food" does not mean uniformly "first grade food," and more than one speaker argued in favor of conserving inferior grades of food and discouraging the idea that only the perfect fruits and fish and meats should be marketed and packed. Yet it is only a couple of years ago when Professor Winslow, of New York City, urging a reaction from the extreme preachment of tolerating nothing but ideal foods, was derided as a friend of the "food dooper" and the "producer of trash."

Now no less an extremist than Professor Ladd—even when he is urging definite food standards—contends that these standards should permit of the production and sale of more than one grade of food. Possibly some day they may come to the conclusion that because some people make a sausage or macaroni differently from the idealists it may be safe to still allow them to sell the product and leave the people to decide "what is a sausage," etc.

There is no evidence that food laws were ever intended to make the commissioners the sole arbiters of what shall be eaten—although Professor Ladd still clings to the idea that there ought to be an expert board to decide what people shall take as patent medicine and license only such as please the board. Pure food laws probably never meant more than wholesome, harmless foods, honestly sold and truthfully labeled. Beyond that, the laws probably recognized that humankind still had some responsibility and should exercise a certain amount of selection.

On its face, there is much that is admirable in the idea of commissioners loyally standing together for the cause of pure food. There is everything to be said in favor of uniformity of practice and agreement on the fundamentals of food law enforcement; also of co-operation to those ends. There is much that is desirable in Dr. Abbott's work of co-ordinating food law practice, but there is also grave danger in a mere bond of mutual support on the basis of professional fellowship. It does not by any means follow that because a commissioner takes a certain stand on a food question that he is right or that commissioners—and even wicked and malicious manufacturers—should supinely agree with him and rush to his defense. It may be only a step from professional co-operation to "legislation by official conspiracy."

Then there is Mr. Smith's denunciation of "politics" as a factor in food law administration. It is not surprising that a commission-in should denounce politics any more than a would-be commissioner should exalt it. Whether the merit system or the patronage system dominates the selection and rejection of food commissioners it is likely that "politics" will continue to figure in the matter so long as food commissioners are creatures of political appointment. If the victim happens to be a commission-

ers, it is deplorable; if he isn't, it is very fortunate. In any event there is doubtless much in the retort of Commissioner Farrell of Minnesota, that a commissioner who isn't in politics might as well be in the graveyard, so far as efficiency goes.

Somewhat similar thoughts obtain with reference to Commissioner Allen's ideas about the value of personality in a food inspector and of Professor Ladd's contention that a state ought to know better than the nation what it wants its citizens to eat. It all depends on the personality, reasonableness and practicability of the inspector, the commissioner, the state or the proposition.

As to uniform laws, it goes without saying that there is more chance of uniformity on the basis of a centralized Federal law than on a conglomeration of forty-eight bases, however wise any one of them may be. So far as the writer has been able to discover, every state favors uniform laws—so long as its opinions are allowed to dominate the uniform law. Uniformity will never prevail so long as selfishness holds out for itself and for specific points as against broad provisions.

In somewhat similar vein is the contention of some—Prof. Ladd voiced it with reference to "deleterious substances"—that prohibited substances should be covered constructively in the phrase "harmful substance," or some such words. The criticism of specific laws mentioning by name the prohibited articles, is the equally sound legal ground that if something not named is under prosecution the accused is safe because not mentioned by name as prohibited. Most authorities agree that, broad and large, one comprehensive law is a more useful vehicle for prosecution than a specific one. Prof. Ladd himself appears to feel that way with regard to the authority of making of food standards.

Then there is the sudden discovery by the food commissioners that the sanitation of places and persons concerned in the making of food products is of primary importance. No one who reads Dr. Barnard's paper on the subject can fail to agree with him on that matter, and yet, as he points out, only recently have laws been enacted to provide arbitrary power to exclude diseased persons from working in food establishments. Of course, such laws should be administered with some reasonableness.

There is also a hopeful sign in some of the resolutions adopted, particularly with reference to "spurious food experts" who sign testimonials and denounce food products for publicity effect. Men familiar with the way "pure food" has been exploited by that noble army of fakers, for personal glory and fat advertising columns, will not have much difficulty in discovering who are meant, even down to individual names.

For purposes of this comment, it is unnecessary to be specific, but the advertising columns, as well as news columns, of numerous daily papers and magazines teem with the philanth-

ropic (?) advice and altruistic views of these self-appointed "experts." Rarely are they notably men of expert knowledge at all and, in cases where they are, there is altogether too intimate association between "scientific" criticism and advertising representation to inspire much confidence.

Unfortunately there are a certain few nervous and dyspeptic people everywhere who work up a scare on the basis of this criticism which no number of friendly "vitamines" can overcome. If there is any virtue in the enjoyment of food, what must be the effect of a perpetual and haunting scare on a timorous metabolic process? If the food commissioners can unmask a few of the publicity "scientists" of the advertising department—whom Miss Helen Johnson some months ago asserted had taken a leaf from Dr. Wiley's book—they will have purified the publicity world about as profitably as they have the food supply.

All in all, the convention ought to inspire hope—for the commissioners, for common sense enthroned in official places, for the consumers and for honestly intentioned manufacturers and distributors of food.

Novel Picnic Proposition to Clerks.

Owosso, Aug. 10.—The executive committee of the Owosso Retailers' Association has selected Thursday, August 26, as the date for the annual picnic to be held at McCurdy park. It is the plan of the retailers to make this the best event of its kind ever held. The wholesale houses are responding as never before to requests for prizes and a larger number and of greater value will be offered this year than has been offered in the past. The list of contests and the rules governing them will be published soon. Last year only the grocers and meat dealers took part, but this year it is planned to have every retailer in the city join in the event.

A large attendance is necessary to make such an event a success and to ensure this some of the retailers are putting it up to their clerks in this fashion: The stores will be closed to the public; the clerks can draw pay, provided they attend the picnic with their families if they have any, or they can work at the store and draw pay, or they can remain away from the store and the picnic and not draw pay for the day. Every effort will be made to give every one attending a good time and it is the wish of the promoters that so many will attend that there will not be room in the park for them.

The executive committee of the retailers decided to refer to the Improvement Association the subject of "home coming" week with a recommendation that it be held in connection with the county fair. The plan as suggested will be to have the merchants especially and all others generally, send out invitations and circulars advertising the event. Advertising matter will probably be supplied all who wish it.

Appointed District Deputy.

Saginaw, Aug. 10.—Word has been received by Ben Mercer from the Grand Counselor of the Michigan United Travelers informing him of his appointment as one of the two district deputies of the State. His work will consist of visiting the councils of the State and promoting the work of organization. He is an active and prominent member of Saginaw Council, No. 43.

All things may come to him who waits—except his missing hair.

True Patriotism and the Mail Order Menace.

The preservation of home trade to the home town carries with it the preservation of many of our American institutions.

It seems to me that a lot of good things in American life will pass if the country town passes. And it will pass just as surely as centralization of retail mail order business in cities continues.

The American country town, the town of from 100 to 100,000 people, preserves better than the crowded city and better than the lonely ranch and isolated farm life, the things that make America great.

Here in these country towns the spirit of neighborliness is the prevailing spirit. Men come to know one another and when any two human beings come to know one another, in the one who is intelligent and wise respect always rises for the other. To know one's fellows always is to sympathize with them. Neighborliness spells fraternity.

The American country town with its broad circle of friendships, with its close, homely, simple relations between men, with its spirit of co-operation and with its economic status that permits the creation of no indelicately rich and no abjectly poor, the American country town, it seems to me, is the most hopeful of our American institutions.

To destroy that town, furnishing the market for the farmer and giving steady employment to labor, means a reorganization of our commercial, social and industrial life that will be revolutionary—and more a matter of doubtful value.

The mail order house therefore becomes a menace to this country, the mail order house unrestricted will kill our smaller towns, creating cities with their terrible contrasts of life, with their cruel social relations, with their inevitable caste feeling that comes from the presence of strangers who are rich and poor living side by side.

Friendship, neighborliness, fraternity or whatever you call that spirit of comradeship that comes when men know one another well, is the cement that holds together this union of the states. It is not created in great cities.

Great cities give much in alms, but little in justice. Only as we know each other well can we treat each other justly; and the city is a wilderness of careless strangers whose instincts of humanity are daily becoming more and more blunted to suffering, because in the nature of things suffering in cities must be impersonal. It is not the suffering of friends and neighbors and kith and kin as it is in the smaller town. So the mail order house crushing out our towns is drying up the milk of human kindness in our hearts.

And that brings us back to first principles; if we who live in these small towns in America cannot see that our duty to our country lies first of all in our duty to our neighbors, then we are blind indeed to the basis of real patriotism, which is only neighborly kindness. Patriotism is not in cheering for the flag; it is not

in feeling our eyes filled with emotional tears at hearing "The Star Spangled Banner;" patriotism is just old-fashioned human duty.

To sacrifice our neighbor—the man who helps the town with its taxes, with its public business, with its myriad activities for neighborly righteousness—to sacrifice that man and his business for the mere sake of saving a dollar on the purchase of a hundred dollars' worth of goods is just as unpatriotic as it is to spit at the flag.

For the flag, if it means anything, means the golden rule; the flag means friendly burden bearing; it means mutual help in trouble; it means standing together against common foes.

The motto of the mail order house is every man for himself and the devil take the hindmost—and you bet the devil will.

That spirit never fails to work; and the weak man, the unprotected man, the man alone—the man of the farm, at the end of the fact, when his farm market is gone, when his town is gone, when the spirit of selfishness and greed has left this country cold and hard and mean and neighborless—the farmer will be the hindmost.

William Allen White.

The Way Carroll Perkins Does It.

"Oh, go 'way. I don't want any insurance. Don't try to jolly me—I can not be affected by flattery. I'm not that kind of a man. Why—"

"That's just what I thought," interposed the agent. "The minute I found your name on my list I decided to call on you at once. It is sickening to have to keep calling on men who expect you to jolly them, and praise them, and flatter them all during a business conversation. It isn't done by any business house in the regular course of business, so why should it be done by agents? My dear Mr. Grouch, we need such men as you. We need them greatly and always. I have flattered until my mind is a storehouse of endearing adjectives and pet names, and I tell you I'm tired of it. I could tell at a glance that you were far beyond such crude methods. No man who has achieved the position you have, and attained the honors of the top rung of the ladder purely through his startling intelligence, cares for any of that salve. It's one of the highlights in my life to meet such a man—and to find that I don't have to use the puerile methods of my trade on him. I thank you, sir, from the bottom of my heart. Yes, sir, sign on the dotted line. Thank you, sir. Good day."

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

Buffalo, Aug. 11.—Creamery butter, fresh, 23@26c; dairy, 21@24c; poor to common, all kinds, 18@20c.

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

Eggs—Choice fresh, 22@23c; fancy 24@25c.

Poultry (live)—Broilers, per lb. 16@20c; cox, 11c; fowls, 14@16c; ducks, 13@16c.

Beans—Medium, \$3.25@3.30; pea, \$3; Red Kidney, \$3.50; White Kidney, \$3.75@4; Marrow, \$3.75@4.

Potatoes—New, \$1.50@1.65 per bbl. Rea & Witzig.

Give Credit Where It is Due.

The craving for appreciation is in-born.

Appreciation is a mighty big force. It guides the destinies of men and worlds. It spurs men on toward greater effort; to sacrifices; to personal risk. It is the aide-de-camp to Ambition. It is a stimulus to Science. It is the support of Exploration.

The man-love for money exists because money is the means with which appreciation can be earned on a larger scale; and so we have our libraries, foundations, roads, hospitals, churches, colleges, fountains, etc., donated by benevolently-inclined men.

Appreciation is valued because it is testimony to an accomplishment. There is no joy comparable to that given by the realization of work well done.

The publisher of this periodical and the manufacturers who advertise in it are no exception to the rule. Each is doing a certain work for the greater good, therefore should be given both approval and co-operation. The publisher is trying to better the trade field which he serves and to afford manufacturers a more direct medium for talking to possible buyers of his product; the manufacturer is trying to increase the number of individuals benefited by his product, therefore he advertises it to a larger field.

It is a curious human characteristic however, for people who applaud the performer at the circus, not to extend the same moral support to the doctor, minister, teacher of their children, publisher of their paper, or the manufacturer who supplies them with the goods they use for life, work and play. And all of these men are trying to improve materially, the world in which we live.

It is not desired that recognition be extended in the same noisy public manner, but there are other ways by which you can show your appreciation of work well done.

For example, you can tell your doctor that you are pleased with the conscientious care with which he guards the health of your family; you can compliment the minister on the excellence of his sermons; you can drop a congratulatory note to the teacher when you notice that your children are making rapid progress in their studies. You can tell the publisher of this paper by spoken or written word how well you like the different features of it; you can even suggest other ways in which the paper might be made more interesting to its readers.

Chirpings From the Crickets.

Battle Creek, Aug. 9.—During and between showers last Monday, I conceived the idea that the liberal and continued use of powder abroad was causing all of our unsettled weather. I had credited our unsettled business conditions to our foreign brothers a year ago. I said Monday I will make mention of the weather-and-powder-theory of mine next Sunday in my Tradesman letter and, lo and behold! the Detroit Journal, Grand Rapids Press and Chicago Tribune all beat me to it this week, so while I am late I feel good to know that other people hold to the idea I have namely, that the continuous use of explosives

on the battlefields abroad is responsible for our almost steady rain. In so doing I put myself in the "I told you so" class.

A film entitled "Heritage" is going the rounds of the better class of movie theaters throughout the State. The theme is, can a person who has been born in poverty and ignorance rise to the plane of people who for generations have had health, talent and wealth attached to their family name?

The story the film unrolls is one to make you think, and while many of us get the right start in life, do we make the strenuous and persistent effort to rid ourselves of the defects we all have to a greater or lesser degree? This film will make you think after you leave the theater and if you are humble enough to acknowledge your own weakness to your inner heart of hearts, this picture may be the means of your self advancement. Not always, remember in a material way, but by a way you yourself will know and feel and be proud of. The advancements in life and soul building are not all figured in dollars and cents. There is many a man in possession of a fact pertaining to a weakness or a temptation who has taught himself to rise. A ten dollar banquet would not give him near the satisfaction that the knowledge that he has mastered himself does. But—you must not become stagnant. Do not be self-satisfied.

What has become of the fly-whip made of flour sack strips?

Chester Divine, at the Hotel Divine, Portland, is still getting the money. One live wire and always on the job.

Charles Spencer, of Plainwell, representing the Hershey Chocolate Co., of Hershey, Pa., is on his territory again after a four weeks' lay-up at home with a broken arm. We will be glad to see Charles out again. Charley's products are as staple as "Taylor-Made Honey Comb Chocolate Chips" and with a capable man to handle his line as he has proved himself to be—he piles up some heavy tonnage. Come over and call, Charles, the B. C. Candy Works is as good an account as you have around these parts. W. E. will give you an order just because you are a cripple.

Yes, we had our picnic at Williard's Park. Dandy weather, dandy "eats" and one real time. The boys and their families and friends who did not show up—we offer our sorrow for the events and fancied ties that kept you away. We missed you. But take from your humble servant, you missed the one best bet of the season. We played ball, had potato races an egg race, pitched quoits and had a ride around Gogwac, getting home at 7 p. m. Mrs. M. L. Blakeslee won the egg race. J. N. Riste won the potato run, Miss Irene Harpster won the potato race for the children. George Steele, W. H. Brown and Charles Dorman were the star quoit throwers. Whipple and Pfander could not qualify. Bill Masters was "ump" and his decisions were absolutely "unfair." "Unfair" is a mild word. Strong as I dare write for these columns. The park is a beautiful spot and very handy to get to.

Williard's Park for future picnics of No. 253.

Trevor Adams, son of Mr. and Mrs. John Q. Adams, is going to follow in his daddy's footsteps. Trevor is traveling for the Postum Cereal Co. and is working under Frank Stiles. We all wish you success, Trev., and hope the game will be as good to you as it has been to your daddy. John got there by good hard work and I think Trevor can and will do the same.

Mr. Shaffer, salesman for the Battle Creek Candy Works, has discarded his ford and now covers his territory in a Dodge. He does not expect to dodge any orders, however.

No rain fell on Battle Creek soil Sunday, August 8. Guy Pfander.



Movements of Merchants.

Bronson—Jack Jones has opened a grocery store in the Buck building.

Reed City—Miss Lila Erbest succeeds Mrs. D. C. Hawkins in the millinery business.

Ionia—Fred L. Basom has engaged in the wholesale apple, peach and potato business.

Carson City—Bowers & Geller succeed F. A. Wright & Co. in the hardware business.

Bay Port—The Bay Port Fish Co. has increased its capital stock from \$15,000 to \$50,000.

Unionville—J. B. Aldrich has sold his bakery to Angus Stanton, who will continue the business.

Cressey—E. F. Quimby, recently of South Bend, Ind., has engaged in the hotel business here.

Muskegon—Smith & Co. succeed Smith & Ferch in the furniture business at 21 Terrace street.

Saranac—Joseph Bussier has purchased the Wasnick & Co. bakery and has taken possession.

Manistee—F. C. Woolworth & Co. have opened a branch 5 and 10 cent store at 382 River street.

Detroit—The New York-Detroit Clothing Co. has increased its capital stock from \$10,000 to \$15,000.

Vans Harbor—The Gardden Produce Co. has been incorporated with an authorized capital stock of \$10,000.

Bronson—R. E. Carroll has opened a cream station and produce store in connection with his general store.

Onaway—S. C. Waggoner has purchased the Prosper K. Kimball grocery stock and will continue the business.

Bellevue—Thieves entered the W. A. Young grocery store Aug. 4 and robbed the cash register of its contents, about \$12.

Sherwood—R. V. Davis has sold his stock of dry goods to Charles Cutler, of Athens, who will continue the business.

Grand Ledge—W. K. Bair, grocer on South Bridge street, has sold his stock to T. H. Spicer, who has taken possession.

Kalkaska—Mrs. A. L. Goodrich and son, Harold, have opened a bakery under the style of A. L. Goodrich & Son.

Lowell—George B. Shaw has purchased the Glen DeNise grocery stock and will continue the business at the same location.

Negaunee—Burglars entered the John W. Goudge bazaar store Aug. 6 the second time within a month but secured nothing of value.

Kalamazoo—L. J. Goss and L. J. Buttolf have formed a copartnership and

engaged in the furniture business on South Rose street.

Alma—Nick Frentos will engage in the confectionery and ice cream business about Sept. 1 under the style of the DeLuxe Candy Co.

Alma—Ogle & Son have taken over the E. A. Lindner shoe repair business and will continue it in connection with their harness shop.

Millett—C. C. Carpenter has sold his stock of general merchandise to Mrs. Flora E. Moyer, the former owner, who will continue the business.

Calumet—The McRandie Book & Art Shop has added a line of millinery goods to its stock under the management of Miss Florence Curtis.

Charlotte—Pierce & Cantley, grocers, have dissolved partnership and the business will be continued by Mr. Pierce under the style of Pierce & Co.

Kalamazoo—A. L. Thermon and Chester Ash have formed a copartnership and opened a bakery and lunch room at 126 West Water street.

Kalamazoo—G. R. Whitmore has sold his stock of wall paper, paints and oils to John W. Vlieg, who will continue the business at the same address, 907 Portage street.

Calumet—Con Hanley and John McCormick have formed a copartnership and will open a men's and children's furnishing goods store in the Quello building Sept. 1.

Kalamazoo—Harry J. Lewis has merged his business into a stock company under the style of the Harry J. Lewis Commission Co., with a \$50,000 capitalization.

Hart—Dempsey & Bothe, meat dealers, have dissolved partnership and the business will be continued by John Bothe, who has taken over the interest of his partner.

Wellston—J. H. Lynch lost his store building and stock of general merchandise by fire August 4, entailing a loss of over \$4,000, which was partially covered by insurance.

Detroit—The Wayne Oil Co. has been organized to handle lubricating products, with an authorized capital stock of \$10,000 all of which has been subscribed and \$1,000 paid in in cash.

Allegan—A. J. Day has sold his interest in the Day & Eldred agricultural implement stock to Lee G. Dugan and the business will be continued under the style of Dugan & Eldred.

Alma—The Little Rock Coal Co. has been organized with a capital stock of \$10,000 to do a wholesale and retail coal, coke and wood business with George S. Blesch as manager.

Detroit—The B. T. Tunt Co. has engaged in the wholesale and retail meat and provision business, with an

authorized capital stock of \$7,000, all of which has been subscribed and paid in in property.

Bay City—William F. Meisel, wholesale dealer in confections, has filed a petition of voluntary bankruptcy in United States Court here. His liabilities are \$4,200 with assets about half that amount.

Detroit—The Hartsig & Nett Hardware Co. has engaged in the wholesale and retail hardware business, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Alma—The Little Rock Coal Co. has been organized to deal in fuel and building material, with an authorized capital stock of \$10,000, of which amount \$5,250 has been subscribed and \$1,000 paid in in cash.

Detroit—The Detroit Metal Exchange, Inc., has been organized to refine metal and metallic by-products, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The Harry J. Lewis Co. has engaged in the wholesale fruit and vegetable and general commission business, with an authorized capital stock of \$5,000, of which amount \$3,400 has been subscribed and paid in in cash.

Mt. Clemens—Matthew Haller, local grocer and butcher, while riding on an automobile loaded with fruit July 10, fell from the step while attempting to straighten up a box which was about to fall to the ground. It is said the automobile lurched and he was thrown from the step and dragged some distance. He was removed to St. Joseph sanitarium, where he died within twenty minutes. He leaves a widow and several children.

Manufacturing Matters.

The Phoenix Sprinkler Co. has changed its name to the Phoenix Sprinkler & Equipment Co.

Ludington—The Gile Boat & Engine Co. has changed its name to the Gile Tractor & Engine Co.

Ann Arbor—The National Burial Device Co. has removed its plant from Coldwater to this place and will continue the business.

Houghton—Martin Kratt & Son will engage in the manufacture of sauer kraut, about Oct. 1, under the style of the Kratt Manufacturing Co.

Alpena—The plant of the Alpena Portland Cement Co. was sold to the Michigan Alkali Co. and Ralph E. Gilchrist for \$77,000. The plant has been closed for several years.

Kalamazoo—The Kalamazoo Bread Co. has purchased land adjoining its plant and will erect on it a two-story brick, steel and concrete building, 75 x 75 feet, thus doubling its capacity.

Niles—The General States Tanning & Belting Co. has been organized with an authorized capital stock of \$50,000, of which amount \$32,100 has been subscribed and \$12,500 paid in in cash.

Detroit—The Knepper-Knight Co. has been organized to manufacture and sell automobile accessories, with an authorized capital stock of \$1,000, all of which has been subscribed, \$250 paid in in cash and \$250 in property.

Detroit—The Davey Manufacturing Co. has been organized to manufacture steam and plumbing supplies with an authorized capital stock of \$2,500, of which amount \$1,800 has been subscribed, \$300 paid in in cash and \$1,500 in property.

Lowell—Thieves entered the plant of the Michigan Bent Rim & Basket Manufacturing Co. Aug. 3 and carried away brass parts from the machinery valued at over \$75, crippling the plant to such an extent it had to be closed until suitable parts can be secured.

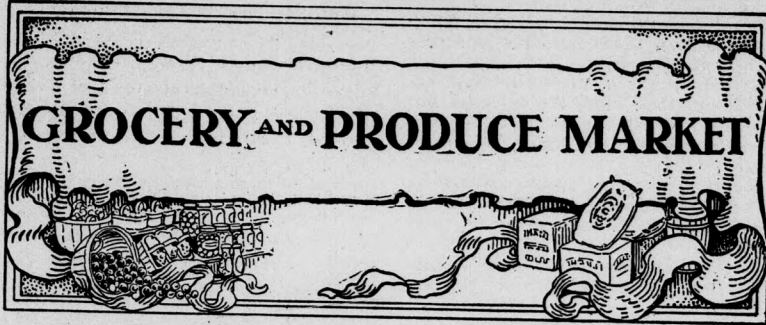
Detroit—The Detroit Tractor & Engineering Co. has been organized to manufacture, design and sell tractors, automobiles and engines, with an authorized capital stock of \$2,000, of which amount \$1,610 has been subscribed and \$500 paid in in cash.

Detroit—The American Duplex Steam Trap Co. has been organized to manufacture steam traps, iron and steel tanks, castings, iron and brass valves, etc., with an authorized capital stock of \$50,000 all of which has been subscribed and paid in in property.

Albion—Charles G. Amsden has sold his interest in the Amsden & Campbell grist mill to Homer Pennell and the business will be continued under the style of Campbell & Pennell. New flour making machinery will be installed and the manufacture of flour commenced early this fall.

Detroit—The Kramer Governor Co. has been organized to manufacture governors, engines, machinery of all kinds and mechanical apparatus and metal products, with an authorized capital stock of \$100,000 all of which has been subscribed, \$2,620.31 paid in in cash and \$97,379.69 in property.

From the day's official dispatches, supplemented by the story of the last few hours of Russian rule in Warsaw sent by the London Times man, it appears that the evacuation of the Polish capital was due less to the immediate danger of envelopment for the Russian army than to a desire to avoid a bombardment of Warsaw. On August 4 the suburbs of Warsaw were in flames, the shell explosions were visible from the Vistula, and the city itself was bombarded from the air. An army might have maintained itself in the Polish capital for some days, but the havoc wrought would have been out of all proportion to the advantages gained. That the fall of the city might have been delayed is arguable from the very stubborn resistance made by the Russian lines to the northeast of the capital in the Lomza and Ostrow region guarding the Warsaw-Petrograd railway. This fact is admitted in the Berlin dispatches. Accordingly, it would seem that where there is an important military object to be gained, the Russians are still in condition to offer fairly serious resistance, although it is not a question of checking the enemy but only of delay measured in days. The situation as a whole is clearly developing towards a linking up of the Germans around Warsaw with the forces of Gen. Woysch on the middle Vistula and Gen. Mackensen coming from the south to be followed by an attempted advance east of the Vistula.



Review of the Grand Rapids Produce Market.

Apples—Harvest varieties such as Transparents, Duchess and Red Astrachans, command 75c 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—\$1.50@1.75 per 16 qt. crate.

Butter—Receipts are above normal for the season, owing to the very favorable weather everywhere for the making of butter. The demand is fully up to normal and this, with the fact that the quality is averaging very fine, has forestalled the decline expected at this time of the season. Fancy creamery is quoted at 24@25c in tubs, 25@26c in prints. Local dealers pay 21c for No. 1 dairy, 16½c 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 flat, 85c per crate of 12; Indiana Gems, 50c per basket; Indiana Standards, \$2.50 per crate of 45.

Cauliflower—\$1 per doz.

Carrots—15c per doz.

Celery—18c per bunch for home grown.

Cocoanuts—\$4 per sack containing 100.

Cucumbers—60c per doz. for hot house

Currents—\$1 per 16 qt. crate.

Eggs—The quality of receipts has greatly improved during the past week, due to the arrival of "wheat eggs," so called. Local dealers have increased their paying price to 17½c for No. 1 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—12@15c per doz. for home grown.

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@3.25 per box

Lettuce—Home grown head, \$1 per bu.; leaf, 50c per bu.

Nuts—Almonds, 18 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, \$1.50 per 100 lb. sack.

Parsley—25c per doz.

Oranges—Valencias are steady at \$5 @5.25.

Peaches—Georgia Elbertas are in large supply, selling readily at \$1.50 per bu. or 6 basket crate. Early varieties of home grown are coming in moderate-

ly and finding an outlet on the basis of \$1@1.25 per bu.

Pears—California Bartletts, \$2 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@1.50 per box

Pop Corn—\$1.75 per bu. for ear, 4c 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—\$1 per hamper for home grown.

Tomatoes—Home grown hot house command 60c per 8 lb. basket; Texas fetch 85c per 4 basket crate.

Turnips—20c per doz.

Wax Beans—90c per bu.

Watermelons—\$2.75 per bbl., containing 8 to 10.

Whortleberries—\$3 per 16 qt. crate.

The Grocery Market.

Sugar—Refined has evidently touched bottom for this year. Howell is quoting granulated at 5.60c, American, 5.65c and all other refiners 5.70c. Raws have advanced 20 points during the past three days, which will probably be followed by an advance in refined. Congress will undoubtedly repeal that law putting sugar on the free list July 1 of next year, substituting therefor some provision for an income that will assist in meeting the increasing demands of the Government. Among the plans suggested is a tax of ½c a pound on foreign sugars and ¼c on domestic beet sugars. The present outlook for the Cuban crop does not indicate a total output much in excess of 2,500,000 tons, thus assuring a production in the island for the remainder of the campaign considerably below that attained during the corresponding period of last year. Stock there being now only 110,400 tons above those of a year ago, from which must be deducted the portion already sold to Europe and awaiting removal, and in view of the strong probabilities of additional business with foreign countries, indications certainly do not point to any superabundance of raws to supply melting requirements of refiners here during the balance of the season. Exports of sugar from the Philippines to the United States thus far show a falling off of 69,000 tons from the quantity shipped to same date last year. Taking everything into consideration, and keeping in mind the proof furnished by published figures of meltings and exports of our

refiners that the invisible supply of refined sugars throughout this great country must now be at an unusually low point, it would seem that the present decline has run its course, and that with a majority of holders in Cuba continuing firm in their views, the tendency of values should be toward a higher level.

Tea—The market shows no change for the week, business being satisfactory and fairly active. Practically anybody with desirable new tea to-day can sell it at full prices. No changes have occurred in prices during the week.

Coffee—All grades have declined about ⅓c during the week. The cause is larger receipts in Brazil. As yet the proposed new valorization plan is not in shape to take over this surplus, and in consequence the markets everywhere are weakening under its influence. The demand for Brazil coffees is very small and is confined to wants only. Milds are no lower for the week, but the feeling is slightly weaker in sympathy with Brazils. Milds are selling now on a low basis. Mocha is a shade lower on spot and considerably lower to come forward, but nobody knows when the coffee which is to come forward will arrive. Java unchanged.

Canned Fruits—All lines are inclined to be quiet, with buying being done only in a restricted way.

Canned Vegetables—The uneasy feeling which has been present in all lines of canned vegetables for a considerable time still prevails. Buyers are only securing small lots and prices are in all cases in their favor. Quotations are low, and are being shaded with regularity, according to reports. Tomatoes are still inclined to be easy, although prices show no change from a week ago. If the packers tell the truth, both spot and future quotations are below the cost of production. The demand is quiet. Corn shows no change for the week. Peas have been selling quite largely on account of the very low price. The price is not improved for the week, and peas generally are inclined to be low.

Canned Fish—The impression prevails in this market that there will be little change in salmon conditions until after prices have been named on the 1915 pack. The lull which has come over the market, emphasized by the unsettled condition prevailing, is believed to be permanent for another week or so. Domestic sardines show no change for the week. The quotation in a large way for quarter oils f. o. b. Eastport ranges from \$2 per case to \$2.10. There is information from a reliable source that not a case of quarter oils cost the packer less than \$2.35. Vicious competition among the packers appear to be the reason for the present situation. Imported sardines show no change.

Dried Fruits—The prune market here, in spite of the heavy European sales which have been made during the past two weeks, shows an inclination to return to conditions which would be normal for this time of the year. Preparatory to the entrance of the 1915 crop upon the market, it has been anticipated that there would be an easing off in the demand for old crop supplies. Contrary to the usual situation found at this time

of the year, however, a fairly active interest has been taken in the market up to this time. During the past week an inclination has been felt that the market was returning to normal conditions, buying being done in a more restricted manner, and there being, apparently, a tendency in some quarters to shade prices a trifle. Factors have no desire to be caught with stocks of old crop on their hands when the 1915 pack begins to arrive, and are only purchasing in a moderate way to satisfy immediate demands. Future apricots are maintaining a strong tendency, according to Coast reports. The range of prices vary greatly, according to seller and quality, but there is only exceptionally light trading being done in any quarter, according to advices received here from California packers. Supplies of dates are reported by principal holders to be only sufficient to satisfy demands until the arrival of the first steamer from the Persian Gulf, which is expected to reach New York about November 1. Prominent importers say that with stocks becoming depleted and prices on a very high level in the London market, there does not appear to be any likelihood of a change in New York quotations until the new crop begins to reach the market. There is a better feeling reported in citron and peels and an advance of ⅓c has been made on all grades. Fancy citron for August shipment is being held at 14c and lemon and orange peel at 11c. Quotations for September and early October shipment range about 1c higher. Stock of both citron and peels is small. Currents are reported to have advanced sharply in Greece for new crop September shipment. Cables received say that the size of the coming crop has been considerably overestimated.

Cheese—The consumptive demand is very light and there is no export demand. Therefore the market is dull and unchanged, although the situation is not strong. The production of cheese is much above normal at the present time on account of the good pasturage which is common in nearly all the dairy sections of the country.

Rice—There was no feature to the business, the distributors buying only to eke out, pending the movement of new crop river rice, which will be a factor before long. The harvesting is delayed and it will be the middle of the month before the receipts are full. Foreign rice is also quiet, the arrivals being lighter.

Salt Fish—Norway mackerel remains unchanged from a week ago, but is firmly held on account of small supplies. New Norway mackerel is not as yet figuring to any extent. Shore mackerel is being quoted at about a dollar a barrel higher on account of scarcity, and is being bought to some extent. Cod, hake and haddock are all unchanged and quiet.

Provisions—All smoked meats are steady and unchanged in price, with a fair consumptive demand. Pure and compound lard are dull at a decline of about ¼c. Dried beef is selling fairly well at unchanged prices. Canned meats and barreled pork are in moderate request at unchanged prices.

STOCKS, BONDS, GRAIN AND PROVISIONS

Features of the Stock and Grain Market.

Chicago, Aug. 10.—Wheat: Wheat showed a weak tone early on better weather conditions and excellent crop advices from the Northwest, coupled with the bearish construction placed on the Government report. At the decline, however, a good demand developed which was more than enough to take care of the present run. It looks as if the heavy receipts the first of the week were mainly on consignment to catch the existing premiums. When it developed that a sale of 800,000 bushels of wheat had been made yesterday for export, not previously reported, shorts became aggressive buyers and this was the feature of the market up to the close. An unwieldy short interest has evidently been created because of the bearish sentiment derived from the enormous figures made public in the Government document. It looks as if the speculative short interest has been pretty well driven to cover by the close, which will probably weaken the technical position of the market, but with the scarcity of nearby offerings and excellent demand for same, and on the other hand the prospects of heavy supplies a little later on, it appears that the wheat market is still in a trading position.

Corn: The early weakness in the corn market was induced by the Government figures as well as the weak tone in the wheat market, but offerings were well taken on the break and nervousness on the part of large short interest in the September was responsible for late bulge. Weather favorable for growing crop, but a little let-up in country offerings is noticeable. Cash demand is fair with current offerings going into consumption at such a rate that sellers are not pressing the market. It appears that current receipts in the West are exceeding the shipments to some extent, so that an expanding visible is probable from now on. We favor trading position on corn with sales in order on the rallies.

Oats: The early offerings in oats pit went into strong hands and when it became apparent that the cash demand was showing considerable improvement, shorts were aggressive buyers. Strength was added to the market because of the fact that rains down state caused a let-up in shipments, by country dealers. The oats market continues a broad trading affair and on any sharp rallies from current level would suggest sales.

New York, Aug. 10.—The feature of the trading to-day was realizing in the industrial department and accumulation in the rail list. Well defined indications of an early decision of a favorable kind in the Western rail cases provided the incentive for aggressive buying of the railroads. An additional influence was the fact that the advances already recorded by the rails, when compared to those established by the industrials, are rather meager and, consequently, it is beginning to be felt that the rails are relatively strong and much more attractive. The adjusting is on the increase and, while the pace is rather rapid so far, there has not been any signs of prominent distribution in the rails, so that these issues look higher, but

there has been some good selling of Industrials.

The phenomenal crop prospects, in conjunction with the prospective rate increase, will doubtless be the chief factors instrumental in encouraging aggressive bullish tactics in the rail department.

Ben Bryan says: To those seeking an investment with which is combined a well-defined opportunity for a substantial appreciation in quoted values. I wish to direct attention to Southern Pacific. It is quite true that margin of earnings over dividend requirements during the past two years has not been substantial but, even so, there is little warrant at this period for the assumption that the disbursement will be reduced. In view of the fact that the management has secured control of operating expenses, which should mean that the brilliant crop prospect in the territory which the road travels, taken in conjunction with the revival in the mining industry, traffic from which constitutes close to 37 per cent. of the roads tonnage, and the further fact that the road has large investments in Mexico which have remained practically unproductive for some years, the roads earnings should expand in a degree that will make current disbursements safe. It will be observed that the operating income for June increased nearly \$600,000. As a 6 per cent. stock Southern Pacific should sell close to par.

The Government report on wheat about as generally expected and its immediate effect upon the market should be slightly bearish. An indicated corn crop of 2,918,000,000 bushels is larger than the trade expected and, with the enormous hay and oats crop, will assure plenty of feed stuffs the coming year. Should the corn crop escape damage from frost, the indicated figure is bearish. Government on oats just about meets general anticipations and its effect upon the market will be nominal.

Special report from Northwestern millers, Minneapolis, said weather over the Northwest bright and warmer, temperature in interior amply high, Dakotas 90 to 93, Minn. 88 to 92. Situation generally regarded as favorable. Existence of considerable black rust in Central Northeastern South Dakota, Huron north in Jim River valley verified late wheat somewhat damaged.

Secretary Lansing says definite plan of action to settle Mexican situation decided upon.

Canadian Pacific declares regular quarterly dividend.

Foreign exchange at low records.

Secretary of Treasury McAdoo sees no need of a new U. S. bond issue.

United States district attorney at Chicago ordered to enquire into facts relating to Rock Island receivership.

Washington hears that I. C. C. will shortly hand down decision in Western rate case and that it will be favorable to roads.

Canadian government railways order 1,000 new steel freight cars from Canadian companies for immediate delivery.

Northwestern railroads' weekly crop report, everything favorable past weeks. All small grains harvested, except wheat and wheat harvest is

general. Corn made splendid progress on high land, but less progress than it should on low land.

Britain in three notes to Washington holds that blockade is legal but disposition is shown to make reasonable concession to American interests.

Merchants from Southwest and far West now in Chicago report big crops and feeling of optimism pervades their territory.

England forbids exportation of coal and coke except to British possessions.

Standard Oil in California declared regular quarterly dividend of \$2.50 per share.

The recent strength of Pressed Steel Car is due to its having finally closed contract for 7,000 cars for European delivery.

German troops are reported to have evacuated Bausk Courland and retreated from Milan. Russian military experts declare enemy's campaign in Baltic region has completely failed.

Distillers securities reports 4.64 per cent. earned on stock in year ended June 30 compared with 2.27 per cent. in 1914.

New Haven surplus after charges for year ended June 30, 2,307,971 against 268,663 a year ago.

Russia orders 100,000 tons steel rails from Maryland Steel Co.

Four railway labor unions may demand increased wages and eight-hour day.

NEW YORK STOCKS.

	High	Low	Close
Atch.	103 1/2	102 1/2	103 1/2
Amal. Cop.	69 1/2	68 1/2	69
Anaconda	84 1/2	83 1/2	83
Am. Smelt.	34 1/2	33 1/2	34
Alka. Gold	60 1/2	59	59 1/2
Am. Can.	63 1/2	62 1/2	62 1/2
Am. Hide	56	54 1/2	54 1/2
Am. C. & Fdy.	55 1/2	55	58 1/2
Am. Loco.	66 1/2	64 1/2	65 1/2
Am. Beet Sugar ...	82 1/2	80 1/2	82 1/2
Butte & Sup.	298	290	292
Bal. & Ohio	83 1/2	81	81
Blkn. R. Trans.	45	42 1/2	44 1/2
Beth. Steel	154 1/2	149 1/2	154 1/2
Bal'n Loco.	45 1/2	45 1/2	45 1/2
Ches. & O.	42 1/2	41 1/2	41 1/2
Can. Pac.	44 1/2	43 1/2	43 1/2
Chino	30	27 1/2	29 1/2
Colo. Fuel	45	42 1/2	45
Cent. Lea.	53 1/2	52 1/2	52 1/2
Erie	120 1/2	119	119 1/2
Erie, 1st	22 1/2	21 1/2	21 1/2
Goodrich	20 1/2	20	20
Great Nor.	33 1/2	32 1/2	33
Gen. Motors	147 1/2	146 1/2	147 1/2
Int. Met.	3	2 1/2	2 1/2
Inspiration	34	32 1/2	34
Lehigh Valley	68	66 1/2	66 1/2
Mo. Pac.	91 1/2	90 1/2	91 1/2
Maxwell	68	66 1/2	66 1/2
Nat. Lead	15	14 1/2	14 1/2
N. Y. Cent.	110 1/2	108 1/2	109 1/2
Nev. Cons	86	83	85 1/2
Nor. Pacific	65 1/2	64 1/2	64 1/2
Nor. Haven	110	109 1/2	110
Pac. Steel Car	46 1/2	44 1/2	44 1/2
Penn'a	18 1/2	17 1/2	18 1/2
Rep. Steel	23 1/2	22 1/2	23
Rock Island	153 1/2	151 1/2	153 1/2
Reading	84 1/2	83 1/2	84 1/2
St. Paul	91 1/2	88 1/2	90 1/2
So. Pacific	87	86	86 1/2
Studebaker	151 1/2	150 1/2	151 1/2
Sears	43 1/2	42 1/2	43
Tenn. Oil	76 1/2	74 1/2	75 1/2
Tenn. Cop.	134 1/2	131 1/2	133 1/2
U. S. Steel	67 1/2	66 1/2	66 1/2
Union Pacific	48 1/2	48 1/2	48 1/2
Utah Cop.	115	113 1/2	114
U. S. Rubber			
Westinghouse			

GRAIN AND PROVISIONS.

	High	Low	Close
Wheat.			
May	113 1/2	111 1/2	112 1/2
Sept.	107 1/2	105 1/2	107 1/2
Dec.	108 1/2	106 1/2	108 1/2
Corn.			
May	66 1/2	65 1/2	66 1/2
Sept.	75	73 1/2	74 1/2
Dec.	64 1/2	63 1/2	64
Oats.			
May	43	42 1/2	42 1/2
Sept.	39 1/2	38 1/2	39 1/2
Dec.	40 1/2	39 1/2	39 1/2
Pork.			
Sept.	1390	1372	1387
Lard.			
Sept.	815	810	815
Ribs.			
Sept.	925	912	920

Quotations on Local Stocks and Bonds.

	Bid	Asked
Am. Lt. & Trac. Co., warrants	316	322
Am. Light & Trac. Co., Com.	317	322
Am. Light & Trac. Co., Pfd.	107	110
Am. Public Utilities, Com.	31	33
Am. Public Utilities, Pfd.	62	64
Comw'th Pr. Ry. & Lgt., Com.	49	51

Comw'th Pr. Ry. & Lgt., Pfd.	78 1/2	81
Pacific Gas & Elec., Com.	42	46
Tennessee Ry., Lt. & Pr., Com.	5	9
Tennessee Ry., Lt. & Pr., Pfd.	25	30
United Light & Rys., Com.	40	43
United Light & Rys., 1st Pfd.	66	69
Comw'th 6% 5 year bond	97 1/2	99
Michigan Railway Notes	98 1/2	100
Citizens Telephone	69	73
Michigan Sugar	64	67
Holland St. Louis Sugar	6	7
Holland St. Louis Sugar, Pfd.	8	9
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	175	
G. R. Savings Bank	255	
Kent State Bank	250	260
Old National Bank	190	200
Peoples Savings Bank	250	

*Ex dividend.
August 11, 1915.

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DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Aug. 9.—Learn one thing each week about Detroit: It takes more than 1,300 tons of metal each year to make adding machines in Detroit. This is a greater weight than the Eiffel tower.

A Chicago woman sold her husband for \$500. This is a bit of a diversion from the general run of married life. A married man usually gives himself away without any special aid.

John Stowell has purchased the interest of J. W. O'Neil in the Fairfax Hotel and will be sole proprietor.

C. F. Walk, proprietor of a department store in Bay City, was in Detroit on a business trip this week.

The first semi-annual fashion show held in Detroit began last Monday and will continue for two weeks. The show is being held under the auspices of the Detroit wholesale milliners and B. Siegel Co. The Alhambra and Washington theaters have been leased and exhibitions will be given every afternoon and evening at the Alhambra the first week and the following week at the Washington. All garments are to be shown on professional models. Detroit has become the mecca for buyers from Michigan and the surrounding states and it is the intention of the local wholesalers to increase that reputation. The wholesale milliners participating with the Siegel Co. in the fashion show are Garton-Fisher-Wills Co., Pollock, Pettibone & Co., A. E. Wood & Co., Sommer & Reno and D. E. Kellogg & Co.

Harvey Auger, representative for the Murray W. Sales Co., is again on the road to recovery, following a severe attack of appendicitis and an operation. Mr. Auger was stricken about ten weeks ago and was able to sit up last week for the first time.

Germany is still leading in hitting, fielding and base stealing in the European League.

The many friends of L. J. Ollier, sales manager for the Studebaker Corporation, will be pleased to hear of his promotion to director, a deserved recognition of his ability and service to the organization.

Sam Flesher, general merchant of Auburn, was a Detroit business visitor last week.

The belligerents in Europe who are buying horses in this country can not use gray horses, showing that horse shoes on gray horses are lucky.

Charles Ponsford, former Detroit, now engaged in the dry goods business in Northville, was in the city on business last week.

The P. M. was refused the right to advance their passenger fares. The company refuses many little conveniences to the traveling men.

A. Kuzee, of Grand Rapids, where he was employed in one of the Doug-

las Shoe Co.'s branch stores, is now a full fledged knight of the grip, representing the Grand Rapids Stay Co., manufacturer of leather specialties. He has been spending the past two weeks in Detroit.

If the incessant rains continue there will have to be a few business loans floated.

Dave Berlin has leased a store in the Broadway Strand building and will open a fully equipped automobile accessory store to be known as the Broadway Auto Accessories.

Cadillac Council, U. C. T., holds its regular monthly meeting Saturday evening, August 14. Secretary Woods says the season will open with a rush, as several candidates will be initiated, regardless of the status of the thermometer on that night. If plans now being conceived by some of the officers are carried to a successful conclusion, Cadillac Council will be numbered among the largest councils in the country before the year ends.

A stranger called up the Miller Floral Co., 2439 Jefferson avenue, E., one day last week and ordered a bouquet valued at \$4, calling for it later in the day, tendering a check for \$22.50 in payment. The cashier was a trifle suspicious of the man and explained that he could not cash the check in full and gave him \$5, telling him to call later for the balance of the change. The Miller Co. is minus \$5 and a bouquet and is still awaiting the return of the smooth stranger.

George A. Sinz, father of Paul C. Sinz, well known jeweler, 33 Grand River avenue, died at his home in this city on August 2. Surviving are four children, three daughters and one son, Paul.

Amid a mass of flowers sent by friends, the recently completed Sallan jewelry store, at the corner of Woodward and Gratiot avenues, was opened to the public last Thursday. The general appointments throughout are artistic and give the store a most beautiful appearance.

Mr. Miller, of Miller & Biller, dry goods merchants of Croswell, was in Detroit looking over the fall styles last week.

While the rest of tired America are taking well earned (and otherwise) vacations, Detonations will work on quarter time.

No blame attached to the present administration, however.

Attention of the Kronik Kicker.
James M. Goldstein.

Effort to Organize Lansing Trust Company Will Fail.

Lansing, Aug. 10.—Opinions expressed in local financial circles are to the effect that efforts on the part of outside promoters to organize a Lansing trust company will fail. The attitude of local bankers and business men is that Lansing is not yet ready to support a trust business of the size proposed.

The project now pending is for the

organization of a \$375,000 trust company in Lansing, with a working capital of \$300,000 and a surplus of some \$75,000 additional. At the Detroit offices of the John Sterling Co., enquirers were told that the effort was being undertaken at the request of Lansing business men; that \$24,000 worth of stock had already been sold to representative business men of Lansing and that an additional \$126,000 had been subscribed.

The proposition first came to the attention of the local men, they say, in the form of solicitations of representatives seeking to sell stock in a United States Trust Co. The attitude of a number of local men toward that project is said to have suggested to the promoters the present idea, the local men having declared that if they had any money to invest they would do it in Lansing.

In line with this suggestion, the John Sterling Co., of Detroit, established a branch office here with a view to organizing, it was announced, a trust company in Lansing. Considerable comment has been aroused by the fact that so large an amount of stock was announced as having been subscribed before any meeting of local business men was called.

Lansing men have not taken kindly to previous promotion efforts on the part of outsiders to organize such companies in Lansing and several do not hesitate to express themselves as doubtful of Lansing's ability to support a trust company.

Such an organization as a mutual adjunct to Lansing's banks has been discussed before, as well as the project of locally organizing a trust company, but in neither instance was it thought that there is sufficient business to justify the investment.

Honks From Auto City Council.

Lansing, Aug. 9.—Auto City Council will hold its sixth annual basket picnic at Pine Lake next Saturday, August 14. Festivities will commence at 12 noon and there will be something doing every minute until 8 p. m. All traveling salesmen, whether members of our Council or not, are invited to spend the day with us. Bring your wives, children and sweethearts and enjoy a day of recreation. M. E. Sherwood is chairman of the committee on arrangements, which ensures success of everything except good weather and we are taking a chance on that.

D. J. Riordan (Reid, Murdock & Co.) has returned from his vacation, a part of which he spent in Iowa traveling with F. H. Hastings in his ford roadster. Roughing it, as it were.

Our Detroit correspondent writes that the Auto City scribe was seen last week gazing at Detroit's skyscrapers, and we might just as well plead guilty and tell the whole story. To begin with, we journeyed to Michigan's metropolis for the express purpose of bringing home a new Tin

Lizzie, and took along our youngest hopeful to see the sights. After pointing out to the youngster a few of the most important points of interest, we went to Belle Isle to see the monkeys and to Burnham, Stoepel & Co.'s to see Jim Goldstein. Of course, we were strangers and, naturally, appeared somewhat suspicious to the keen eyed, but very courteous employees of this mammoth concern, who said we would probably find the object of our visit on the third floor, but we failed to find him. The hoisting engineer, who took us up in his little iron cage with mirrors on three sides and a part of the other, said Jim had gone to Traverse City. Then the good natured portly gentleman on the first floor got busy with the wires and in a short time announced that Mr. Goldstein was somewhere in Detroit and would surely show up some time during the day. We promised to call again before leaving town, but when we got possession of our Tin Lizzie it was rather late and, as both car and driver were somewhat awkward, we decided not to court accident in the traffic-congested streets of the down-floer got busy with the wires and in nearest way. We promise, however, to call again when we go to Detroit for another ford, which we presume will be in less than six months, as we like it so well we are sure to buy another when this one is worn out. In reference to the long-sought-for story, we admit very frankly that a few of the employees of Burnham, Stoepel & Co. were asked for news items for the Tradesman, particularly any that might refer directly to our Detroit correspondent, but each, after hesitating a moment, in which he seemed to be looking into the future, gave us a negative reply. Finally, the good natured, portly gentleman on the first floor said, "It's no use mister—Jim's a mighty good fellow and we aren't giving up anything on him."

H. D. Bullen.



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E. A. STOWE, Editor.

August 11, 1915.

LET US ALL BE AMERICANS.

The British notes make it clear that the United States is again forced to stand for the freedom of the seas against Berlin decrees and British Orders in Council. The issue now between the belligerents and this nation is the same as that between the United States, Great Britain, and France a century ago. Napoleon's Berlin decree was in retaliation of England's blockade of 1806. The Kaiser's submarine war order is in retaliation of the British attempt to starve Germany. The British Orders in Council of 1807 were in retaliation of the Berlin decree. The British Orders in Council of last March were in retaliation of Germany's submarine war order.

The United States never admitted the legality of Napoleon's decrees or of the British Orders in Council. This Nation declared that they were illegal, and in defence of its rights resorted to the embargo and non-intercourse acts, with the result that Napoleon cancelled his decrees; but England refused to withdraw her Orders in Council, and the war of 1812 followed her refusal.

To-day the United States is on precisely the same ground it was on a century ago. It is upholding the same principles of international law. England and Germany are now standing for the principles that England and France supported then. Each belligerent claims that it is justified, by reason of unlawful acts of its enemy, to resort to retaliatory measure to bring its enemy to terms. That these measures are harmful to innocent parties, and cause injury and loss to neutrals, is admitted by the belligerents, but each disclaims responsibility for the situation, and refers the injured neutral to his enemy for redress. And it is a singular fact that Sir Edward Grey has gone back to the case of the Fox to cite Lord Stowell's "classic" on British Orders in Council and the law of nations. But Sir Edward only cited so much of it as suited his purpose. He stopped at the vital point, for the learned Judge went on to say: "In the particular case of the orders and instructions which give rise to the present question, the Court has not heard it at all maintained, in argument, that as retaliatory orders

they are not conformable to such principles—for retaliatory orders they are. They are so declared in their own language, and in the uniform language of the government which has established them. I have no hesitation in saying that they would cease to be just if they ceased to be retaliatory; and they would cease to be retaliatory from the moment the enemy retracts in a sincere manner those measures of his which they were intended to retaliate."

Here then was the point of difference a hundred years ago, just as it is to-day. The United States denied that the retaliatory measure were just, even as retaliatory measures, to neutrals, while England said they were just only as retaliatory measures.

President Wilson said in his recent note to Germany that "a belligerent act of retaliation is per se an act beyond the law and the defense of an act as retaliatory is an admission that it is illegal." In this manner he declares the German submarine war order on merchant ships illegal, and as Great Britain now defends its Orders in Council as retaliatory measures, they fall under the same condemnation. In principle there is no difference. The United States has told Germany that it would "insist upon the freedom of the seas, without compromise and at any cost." This Nation, therefore, cannot accept the "reasonable concessions" that England offers. It has rejected Germany's proposition of compromise. It will refuse the "concessions" of England and insist upon its lawful rights. The United States stands for a free sea, free ships and no favors. It is ready to accord justice to all belligerents and it asks no more in return. The time has come therefore, when all Americans should stand for America. Let us have done with pro-Allies and pro-German. The United States is now involved. Its rights as an independent Nation are invaded by both belligerents. Let us show the world that when an attack is made upon the sovereignty of the United States we are one people, and when our Government speaks in defense of its sovereign rights to any nation it speaks for all Americans.

THE FALL OF WARSAW.

The stimulating effect in Germany of the fall of Warsaw is bound to be intensified by the reflection that success has been won on the nation's second wind. At the outbreak of the war it was conceded by sympathizers of the Allies that in a short war Germany might win. But they also asserted the opposite, that the failure of a swift German offensive meant the certainty of German defeat. It was argued that the German military machine was built for swift and crushing victory; with hope deferred it would disintegrate. Had the Allies been beaten on the Marne last September, the war would probably have been over by this time, very much on German's own terms. Had the Kaiser's armies broken the Allied line around Ypres in October and November, the same conclusion might have been reached by this time, or at least

peace on terms favorable to Germany would have been much nearer than it is to-day. But in the test of endurance which set in, Germany has shown that she can not only hold out in an obstinate deadlock, but that after two disastrous defeats which would demoralize a less resolute nation, she can gather herself for a renewed attack. After the Marne, Germany was supposed to face the problem of starvation. She has lived through the year and wins her most notable victory on the eve of a new harvest. It is to be shown, of course, whether the crop of 1915, raised and gathered under adverse conditions, will equal the harvest of 1914; but, at any rate, the problem is deferred for many months.

Of the ultimate military results of the Galician and Polish campaign it is impossible to speak with such confidence for Germany. It has been assumed that Germany will now turn her attention to the Western front. That seems the most likely undertaking. But it is by no means certain that the campaign against Russia will not be continued in the hope of beating the Czar to his knees and forcing a separate peace. Such an eventuality is not very probable, but it may turn out to be the most profitable speculation. If the Kaiser moves elsewhere, it is still a question where he will strike first—at Serbia, at Italy or in Belgium and France. For here is the difficulty which the Teuton cause must face, and here is the basis for the Allies' hope of ultimate victory. Whichever way he turns, the Kaiser gives his enemies a chance for increase of strength or recuperation. If he goes west, Russia obtains a breathing spell which she will make good use of. If he continue in his assault on Russia, he gives time for the development of the new British armies with which in the last resort the hope of Allied victory lies.

More than ever the war resolves itself into a test of nerves, as Gen. Hindenburg put it last winter. If the league of Allies can be maintained unbroken under defeat, the odds are still greatly against the Kaiser. If Russia, although beaten, chooses to remember that she has contributed to the common cause by making the Teuton allies pay as dearly as possible for victory; if Italy, should the next blow be directed against her, can stand firm in the same expectation of ultimate good, it is hard to see how the Kaiser's resources can remain unimpaired for the decisive test with the British and French armies, which all true friends of human liberty in every part of the world hope and pray will free the German people from the galling yoke of Prussian Militarism and tyrannical Kaiserism, thus enabling them to create an ideal republic and become citizens of a free country instead of remaining subjects of a bloodthirsty monarch. They can then enter on a new career of usefulness and glory to which they are justly entitled by reason of their patience, their industry and their genius.

It is now almost exactly six months since the German Admiralty proclaimed

its submarine "blockade" of Great Britain and announced that "every hostile merchantmen will be destroyed." What are the net results of military value? One great aim of the campaign was to cut off supplies from England—especially foodstuffs. Without imported food, England would starve. Thus the English threat of starving out Germany was to be retorted. Yet during the first five months of submarine activity in British waters the official figures of imports show that 100,000 tons more of foodstuffs were received in England than during the corresponding five months of 1914. This does not look as if the German plans of reducing England by starvation were succeeding any better than the English scheme to leave Germany with only half enough food to live on. As for the actual destruction of British shipping—virtually all of it insured, by the way, so that the owners lose nothing—it is variously estimated, but is surely less than 1 per cent. of the vessels actually coming and going through the war zone. Lloyd's Register has recently issued the quarterly returns of new ships—leaving out men-of-war—under construction in British yards at the end of June. The total is 1,500,000 tons. The tonnage of the ships sunk by the Germans is a little over 200,000. Thus the British mercantile marine is not exactly disappearing. In fact, despite the submarines, the year has been one of large profits for ship owners.

"A ridiculous invention" was the first Berlin characterization of a disclosure made in the new Belgian Gray Book. This was to the effect that the German Minister for Foreign Affairs had proposed to the French Ambassador, early last year, a division of the Belgian Congo. Herr von Jagow was also reported to have said to Mr. Cambon that the day of small nationalities had passed. Only the big Powers could be considered in the matter especially of colonization and seizure of land in Africa or elsewhere. All this was vehemently denied in the earliest dispatches from Germany, but, on second thoughts, the Norddeutscher Zeitung admits that there may have been something in it. It concedes that there were negotiations of the general tenor alleged, and that the German Foreign Office held the view that "perhaps the Congo would be an appropriate subject for general agreements." But there was no intention of violating Belgian rights. Herr von Jagow merely believed that Belgium would be "unable financially to meet the requirements," and that it "generally was doubtful whether the small countries were financially strong enough to administer large colonies." For a denial, this is about as strong a confirmation as could be asked. In connection with it, the rumor comes that Herr von Jagow is to be dismissed from office. This need not be credited in order to make one believe that he has fallen out of favor. Both in this Belgian Congo proposal and in the negotiations preceding the war he committed the unpardonable diplomatic sin of telling the truth.

TIME FOR TOLERANCE TO END

The situation between Germany and the United States since the first American citizen was murdered in consequence of the destruction of an unarmed vessel has been that of essential war on the part of Germany, and on the part of the United States a sufferance of acts of war, with reiterated remonstrances and demands. In all but open declaration, the treatment of the American nation by the military power of Germany, has been that of war, from the moment when the German government declared its purpose to destroy unarmed vessels, together with the human beings that might be on them, irrespective of their nationality. The subsequent acts by which that government has destroyed or put in peril the lives of American citizens, and violently interfered with their liberty on the high seas, are acts of war. They admit of no other interpretation. When one government, in violation of the universally accepted law of nations, destroys the lives and assails the supreme rights of the citizens of another nation, that act is war. It matters not whether that destruction of life takes place on the high seas or within the boundaries of the nation thus attacked.* The murder of American citizens on the *Falaba*, the *Gulflight* and the *Lusitania* was as undeniably an act of war as would have been a like act by German war vessels in our waters or by German soldiers on our soil. The efforts of the German government and the apologists of Germany to reconcile these acts with friendly relations between these nations are pitiable sophistries. The German government acknowledges that it is "traversing" the principles of justice and humanity. It does not deny that it is violating the accepted rules of naval warfare. It pleads in justification of its conduct, just what it set forth in justification of its invasion of Belgium—"necessity, which knows no law." The German government seeks to roll from its shoulders the burden of wilful murder in its treatment of American citizens by the plea that their destruction was "not intended," but was an incident of a scheme of warfare which Germany was compelled to adopt. It is a principle of American law as of common-sense that a person truly intends whatever consequences he could with reasonable exercise of thought foresee as even likely to follow from his action. The destruction of the lives of neutral citizens was the inevitable, the clearly foreseeable consequence of the naval programme deliberately adopted by the German government. In intending to carry out this programme, that government intended whatever consequences its prosecution involved.

The German government as truly intended the death of American citizens on the *Lusitania* as it intended the death of the people of Belgium when the German army marched into that country. This has been the situation between Germany and the United States since last February. The significance of the last note re-

cently sent to the Imperial German government lies in the fact that it recognizes the true character of this situation, and it declares the purpose of the United States to terminate this relation of one-sided peace if the German government persists in acts which this Government will be compelled to call "deliberately unfriendly."

Our Government has taken a position which logically involves the view herewith presented; the murder of another American citizen will not be a more unfriendly act than was the first murder. Whatever will make a repetition of submarine attacks upon the lives of American citizens a "deliberately unfriendly act," made the first attack a "deliberately unfriendly act."

Our Government at this eleventh hour is now saying "this murder of American citizens by the German government must stop." In using the words "deliberately unfriendly act," Mr. Wilson has only put the right name upon conduct which has had the same character throughout these transactions on the part of the German government. It is indeed high time that the policy of magnanimous tolerance, the policy of turning the other cheek to the smiter, came to an end.

UNDERLYING CAUSE OF WAR.

The Tradesman believes that the majority of students of history will agree that the basis of the present war is economic rivalry. There is one aspect of the case which, it seems to the Tradesman, has not been sufficiently considered, if at all. Both Germany and England were determined, the one to maintain the supremacy in the commercial world, the other to seize it. The difference appears to lie in the methods they chose to carry out their determination. Germany decided on force, England preferred peaceful weapons, or, at least, believed force unnecessary.

Germany admittedly started under a tremendous handicap. The early development of the democratic ideal in England, releasing the spirit and energies of the nation from the burden of autocracy and tyranny, gave her a tremendous impetus along the paths of economic development. Her genius for colonization, her skill in dealing with semi-civilized peoples, her natural aptitude for commercial pursuits, her geographic situation which enforced naval supremacy as a condition of survival, her long succession of brilliant, far-sighted statesmen such as Clive, Hastings, Pitt and Walpole—all these things had united to give her an advantage such as the most resolute rival might falter before.

Germany was not dismayed at her handicap when she entered the race in 1870, but she determined to overcome it by methods peculiarly her own. Bred into the very blood and fiber of her people were the traditions of force plus organization. The most revered name in her history was that of Frederick the Great, who had laid the foundations of the Empire by the identical tactics that Wilhelm II

relies upon to-day—a military autocracy aiming at a military world dominion as a means to attain commercial supremacy.

England, notwithstanding her endless wars essentially a non-military country, sought to maintain her leadership through diplomacy and superior commercialism. Napoleon rarely wasted his words, and it was not unthinkingly that he dubbed England a "nation of shopkeepers." It is unquestionably true that England has endeavored for the past decade or more to isolate Germany, but not with any ultimate intention of crushing her by force, but with the conviction that she could prevent her rival by that means from using the weapon of force the Teuton was so obviously forging.

It does not take any fair minded man long to decide which side should emerge victor from the Kaiser's war in the interest of humanity. Reduced to its simplest equivalents, we have here the conflict of two theories: Democracy in its broadest sense upholding the ideal of progress by peaceful means, versus progress enforced by autocratic organization of so thorough a type that it borders on Socialism. When it is a question of force linked with autocracy there can surely be but one side for an American, if he has any faith in the fulfilment of the dream of which this republic was the outcome.

So many people travel on sleeping cars and so much fault is found with their management that the temptation to secure statutory legislation was irresistible in Wisconsin. Accordingly in that State a law was passed prohibiting the making up of an upper berth in a sleeping car until the berth is engaged. The Pullman people very naturally resented this interference, and a decision has recently been handed down by the Supreme Court upholding the company's theory. As a matter of fact, what the Wisconsin statute sought was to compel the company to furnish the man who paid for a lower berth, un-

less the upper berth happened also to have been engaged, all the accommodation to which he would have been entitled if he had paid for the whole section. The decision of the court is that this constitutes a taking of private property without compensation. All the sleeping car people undertake to do is to give a passenger as much accommodation as he has paid for, and that may be one berth or it may be a whole section, and it would be unfair to require the man in No. 3 to pay the same price for one berth because the upper was occupied as the man in No. 5, who had both because no one had bought the upper above him. The decision is of general interest because in these days pretty much everybody patronizes the sleeping cars, and naturally wants to get as much as possible for their money.

One of the problems confronting railroad managers is that of ties. When the steel rails were first brought into use timber was the cheapest thing of which ties could be made, and as well the best. Now the supply is annually growing smaller and the price continually growing higher until the cost makes a tremendous item in the year's budget. Various attempts have been made to find a substitute, but none of them have been wholly successful. The principal fault lies in the fact that steel or concrete have no resiliency, and the lack of it not only makes the riding harder, but it also increases the wear and tear on the rolling stock. Steel ties, however, are constantly coming more and more into use, and before long they will have to be depended upon entirely, because the comparative price of timber will be prohibitive. Along with that exigency will also probably come some device which will give tracks thus laid the desired resiliency and make them comfortable for passengers and easy for rolling stock.

The easiest way to prove that one can't sing is to make the attempt.

RAMONA

REED'S LAKE

VAUDEVILLE of the big city variety at Popular Prices.

DANCING in the finest pavilion in Michigan, afternoon and evening.

THE MAMMOTH DERBY RACER has more thrills than the war.

A TRIP THROUGH THE AIR on the giant aerial swing.

Many other special attractions for visitors.

AUTOMOBILES AND ACCESSORIES

Valuable Information Concerning Recently Adopted Standards.

The Society of Automobile Engineers has sent to its members a number of additional data sheets for the Society of Automobile Engineers' Handbook, these comprising thirty-five supplemental and superseding sheets for Volume I and thirty-seven for Volume II.

Among the data sheets are those giving details of the most recently adopted standards of the society, rendering immediately available the information as to these. The new yoke and rod end pin standards, large hex spark plug shell, large diameter thread pitches, standard sizes of pneumatic tires, recommended practice for pleasure car frames, side outlet carburetor flanges, larger sized flared tube ends and tees and the new specifications for ground return electrical installations on gasoline automobiles are described and illustrated clearly.

In addition the table of horse power values derived from the N. A. C. C. (formerly A. L. A. M.) formula has been extended to cover eight and twelve cylinder engines. Conversion tables of percentage of grade to angle of grade are also included. Piston displacement tables for eight and twelve cylinder engines from 137.4 to 1,531.5 cubic inches content are given. Two sheets are devoted to crank angles and corresponding piston positions. The effect of latitude on horse power development of gasoline engines is treated on three sheets, with curves and formulas. Diametral and circular pitch tables, which are useful to engineers in laying out transmissions and other gear work, are given on four sheets. To the metric conversion data previously issued there has been added a table giving decimals of a millimeter for each thousandths of an inch. It is believed that this is the first time this information has been distributed generally.

The new table of standard linear units should be found very beneficial, as well as the conversion curve of miles per gallon to liters per 100 kilometers, enabling the engineer to judge intelligently of gasoline consumption performance expressed in terms of the metric system. The sheets on the standardization of pipe thread gages, total keyway depth, equivalent values of electrical, mechanical and heat units and the economical selection of belts and pulleys make the handbook of greater value.

Simultaneously with the distribution of the new sheets a revised index was issued containing exhaustive cross references in order that all data

in the handbook, which is now constituted of more than 400 pages bound in two loose leaf folders, can be located in a minimum of time. The members of the society are furnished with a complete index for insertion in each volume of the handbook.

As new standards now before the society for mail ballot are adopted additional data sheets will be issued. The society also collects and prepares for publication other data than its adopted standards when the former are of direct interest to the automobile engineer and manufacturer; proper credit being given to the original sources.

The S. A. E. Handbook is one of the most valuable products of the society. In addition to the official version of newly adopted and firmly established automobile engineering standards, it contains more data necessary in the automobile drafting room than are obtainable in any other one publication. It is the most important and useful of the handbooks in the engineering library of the technical man engaged in the automobile and allied industries.

Farmers Should Pay Cash.

That the farmers ought to pay cash for their automobiles was the assertion of Henry Ford, the automobile manufacturer, in a letter which was read before the convention of the Wisconsin Bankers' Association, held in Milwaukee recently, and which ought to be of interest to implement dealers, whether carrying automobiles as a side line or not. Mr. Ford said that the farmer gets cash for everything he sells and yet expects to buy everything on credit.

"The country bank's problem as to so-called automobile loans is an interesting one," said Mr. Ford in the letter written to George D. Bartlett, Milwaukee, Secretary of the Wisconsin Bankers' Association, and which was read during the discussion of automobile loans.

"You say that you feel automobile manufacturers will soon find it necessary to assist in financing the sale of their product in some such way as the manufacturers of farm machinery are obliged to do.

"So far as the writer is concerned, I have never been able to determine just what is the difference between paying your debts now or putting them all off to some future time. Why should time be extended on farm machinery or automobiles until they are practically worn out, any more than that time should be extended on the purchase of horses or cattle? I know that time is extended on cattle where

they grow in value themselves, but I do not know of any system whereby horses are purchased on credit and paid for after they are dead or the best part of their usefulness worked out. It always seemed to me that this putting off the day of payment for anything but permanent improvements was a fundamental mistake.

"We are not interested in promulgating a plan which extends credits for automobiles or for anything else. The farmer gets cash for everything he sells, and yet expects to buy everything on credit. The country banks complain about our taking the money out of their districts. The farmers have the habit, in many sections at least, of holding their crops for better prices and then they want the farm implement manufacturer and the banks to carry the load while they are waiting for better prices.

"This trouble you speak of seems to be largely due to the farmers themselves, and I can see no reason why they should be encouraged in this. The country bankers should not expect to make more than a reasonable return on their capital and therefore should not expect to carry more loans, whether on farm implements or automobiles, than their capital and deposits permit. If the country banks want to carry these loans themselves, why not increase their capital stock to enable them to do it? It is my opinion many of the country banks could sell a good deal of their paper to Milwaukee banks.

"The manufacturer should have cash as well as the farmer. The manufacturer pays out enormous sums in cash for wages and he gets no extended credits on any of his material. The manufacturer cannot pay cash to labor, pay for merchandise in thirty days and extend credits to pur-

chasers of automobile for months and sometimes years."

The average man is too modest to say he is better than other men—but he is willing to admit he is different.

Our demonstrator of the new type

53 Cadillac "Eight"

is here

Write, phone or call for demonstrator

Western Michigan Cadillac Co., Ltd.

Oscar Eckburg, Mgr. 19-23 LaGrave Ave.



What's in a Name?



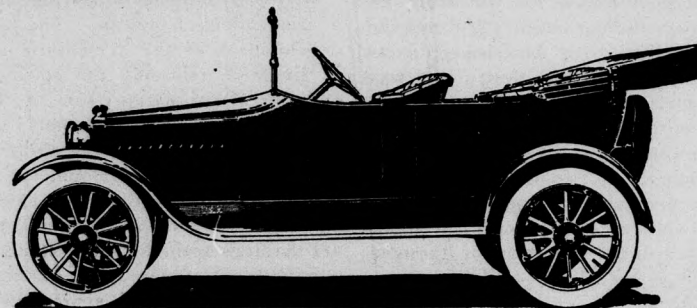
Higher Mileage

**Unique Body
Power Efficiency
More Comfortable
Oil Saver
Better Service
Increased Value
Less Money
Engine Perfection**

By all means see the Hupmobile before buying. Write, phone or call for demonstration.

GEORGE S. THWING & CO.
Cit. 1417. Bell 1428 GRAND RAPIDS

SAXON SIX \$785



SAXON COSTS LEAST TO RUN

A Saxon Roadster, with three passengers, just completed a trip of 632 miles, over Northern Michigan roads, which necessitated covering some of the worst roads of the state, averaging 28 miles to a gallon of gasoline, and 126 miles to a quart of oil. The total expense of gasoline and oil was \$3.51. Averaging \$1.17 per passenger.

Saxon Roadster \$395

These cars are the best that can be bought for the price.
WRITE FOR TERRITORY TERMS.

Saxon Motor Company, Detroit
GRAND RAPIDS SAXON COMPANY
572 Division Avenue, South

Hugh Chalmers Will Not Retire.

At the annual meeting of the Chalmers Motor Company held recently at Detroit the following directors were elected: Hugh Chalmers, C. A. Pfeffer, Lee Olwell, C. A. Woodruff, S. H. Humphrey, C. C. Hinkley and George Edwards. The Board, headed by Mr. Chalmers as President and General Manager, remains the same as it has been for some months past and disposes of a vague rumor that a change of ownership might take effect at the Chalmers plant with the new fiscal year.

The rumor was to the effect that the Chalmers company might join a combination with other interests or that Mr. Chalmers might retire and let other interest take over the control, which he has owned since 1909.

With respect to these rumors Mr. Chalmers announces:

"There is absolutely no truth whatever in the report that I am going to or have considered retiring from the Chalmers Motor Company or that I am going to do anything except continue my personal control and management of the business.

"I have never had the slightest idea of retiring.

"Why should I retire? I am in perfect health and strength. I am only 41 years of age and as ambitious as I ever was. What can an active business man do who retires? I presume I have enough of this world's goods to retire and live as well as I want to live the rest of my life. But I have others to consider; other men whom I have induced to come with our company and whose future must be considered as well as my own. Then again, I have some ideas affecting the welfare of all of our employees and I want to remain active in the business to carry them out.

"We have the biggest business of our history right now. We are building 20,000 cars for this year, several times as many as ever before. We have very greatly strengthened our organization, doubled our facilities, are building new factory structures and installing new machinery.

"In these circumstances it would hardly be possible for me to quit if I wanted to—and I don't care to.

"So please tell all my friends that I am not going to retire, nor am I going to leave the Chalmers Company."

Gabby Gleanings From Grand Rapids.

Grand Rapids, August 9.—Counselors, we wish to thank you for the increased attendance at our August meeting and hope the September meeting will be better attended still. A. N. Borden officiated at the Senior Counselor's station, due to the absence of Senior Counselor C. C. Herrick, and, together with the other officers and counselors, piloted five brave travelers through the mysteries of U. C. Tism. Those who traveled the rough and dangerous pathway were as follows: C. H. Strong, C. C. West, H. R. MacDonald, E. T. VanHorne and Edw. Pearse.

The annual U. C. T. picnic is to be held at Saugatuck Saturday, August 21. This picnic is not for U. C. T. members only, but for their friends as well, and the committee has left nothing undone that will give pleasure and entertainment to the picnickers. Special cars leave the Muske-

gon interurban station at 8 o'clock for Grand Haven, where Crosby line steamer will be taken for a twenty-five mile trip down Lake Michigan to Saugatuck. The round trip will cost the small sum of \$1.25 for adults and 90c for children between the ages of 6 and 12. Tickets can be procured at the Muskegon interurban office on or before date of outing. At this resort, in addition to bathing, fishing, etc., a special programme of sports and games will be arranged. The taking of lunches is optional on this trip, as special arrangements will be made for dinner at a moderate price. The success of this trip depends upon yourselves, ourselves, so get your shoulder to the wheel and boost for one of the best planned outings and picnics No. 131 has ever pulled off. Get all your friends to go and assure them if they do go they will have one of the best outings of the year. All together now. Let's boost.

W. P. Drake, who was injured some time ago in an automobile accident, was able to attend our meeting.

Wallie Wendell, who has been "making" hospitals more or less of his time for the past five months, is able once more to resume his old vocation—that of making towns. The boys have missed Wallie and his sunny disposition and are more than pleased to welcome him back on his old territory.

John B. Martin was unable to attend our meeting, due to acute stomach trouble. He expects, however, to be ready for work during the coming week.

Walter Lipps, our popular baseball captain, together with his wife, are making a tour of the Upper Peninsula with their car, in the interest of business and expect to be gone until September 1.

A. F. Rockwell and family have returned from their vacation, spent at Beechwood Point on Wall Lake.

There were several suspensions handed out Saturday night, boys, so don't neglect your assessment call.

The writer would be pleased to receive any and all news which the boys are able to give him. If you will kindly mail the information to my address, 125 Griggs street, I would appreciate it very much.

L. V. Pilkington.

German Efficiency Impaired by Beer.

Grand Rapids, July 12.—Quite recently I ran across the following, which I felt sure you would be interested in reading. It is from a wholly unbiased source, Dr. Kraepelin, Professor of Mental Diseases in the University of Munich. Doubtless you know of him as the man who has made the most careful and scientific experiments as to the effects of even small doses of alcohol on the mental and muscular activity of men in all lines of work:

"One only needs to study in Germany the 'beer jokes,' beer conversations and beer literature. They have

stifled in young Germany the idealisms, the taste for the classics and the finer mental pleasures throughout broad parts of the nation, and in both sexes. Among the academic youth of Germany the drinking of beer has truly killed the ideals and the ethics, and has produced an incredible vulgarity."

In this country, as you very well know, the same nationality are the mainstay of the brewery and saloon interests.

John I. Gibson.

Goodrich Company Gives News Service.

Dealers throughout the country are interested in the new Goodrich news service. The rubber company is putting out periodically white bulletins showing photographs of interesting happenings in the motor world.

Prominently displayed this news service is expected to attract attention in the dealer's window and expected to draw into his store persons who otherwise would not have gone there.

The Goodrich Company is not charging the dealers for the service. All the dealer has to do is to send his name to the nearest Goodrich branch or direct to the Goodrich factory at Akron, and it will be placed on the list.

Had the Proof.

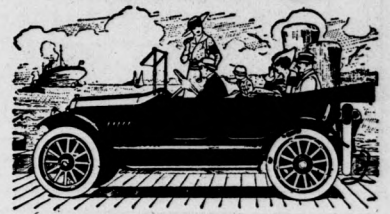
Mrs. Winship left her son Randall to play with his baby brother. Shortly after she heard the baby screaming lustily. Hurrying to the place where the children were playing, she found Randall picking up marbles, while the youngster was vainly trying to get hold of some of them. "Why, Randall," said the mother, "don't be so selfish! Let your little brother play with some of your marbles." "But," protested Randall, "he means to keep them always, mother." "Oh, no, dear; I guess not," replied the mother. "What makes you think that?" "Well, I guess yes!" howled Randall. "I know he does, 'cause he's swallowed three of 'em already."

Offers \$100 for a Name.

The recently organized International Rubber Company, of Denver, Col., is offering \$100 to the person who suggests the best name for its new tire protectors and its new brand of rubber tires. Car owners only can enter.

In after years love's young dream occasionally develops nightmares.

EIGHT CYLINDER KING



King Eight Truths

The King Eight will duplicate any stunt that any automobile, at any price, will perform, and the King Eight sells for only \$1350.

The King Eight can take any of Grand Rapids hills on high so easily that it makes the owners of luxury priced cars sit up and THINK.

Fifteen to twenty miles to a gallon.

Economical on Oil, Tires and Repairs.

Make your Demonstration Appointment

Phelps Auto Sales Company

Western Michigan Distributors for
The New King Car and the Apperson
Supplies and Accessories

Michigan Street and Lafayette Avenue
Grand Rapids, Mich.

An
Association
of
Automobile
Owners
Organized
to
Save Money
on

Tires and
Accessories

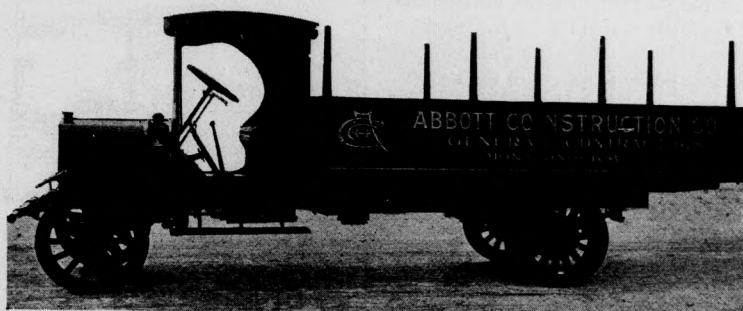
WRITE US

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Automobile
Owners
Purchasing Club

113 Crescent St., N. W.

Grand Rapids, Mich.



THE SILENT WORM DRIVE TRUCK

Every unit standardized

One to five ton capacity

SERVICE MOTOR TRUCK COMPANY

A. C. LUCE, Branch Mgr.

GRAND RAPIDS



CLOTHING

The Other Side of the Counter.

Most men have the idea that their specific opinion of things reflects in a more or less general way the feeling held by the rest of the world. Just how true that is will be open to conjecture but we go on living with that impression, nevertheless. Now, when I deal with a merchant and something occurs to disturb or gratify me as the case may be, I have the natural feeling that the same experience is shared by all who do business with that particular firm on similar occasions. So it isn't strange that I should think the funny efforts merchants make to get my business should strike others in an equally humorous way or one as unproductive of result as in my own case.

Let me take up more particularly that branch of dealing which is called in trade "missionary work." It is the outside effort of salesmen to drum business into responsive shape in such quarters where there has been no recent response. I think it's a very good idea but I am just as positive that the situation is wrongly handled by nine men out of ten who tackle it. This is the sort of thing that happens to me when a salesman strives to stir my unappreciative self into profitable action for his house:

He comes to my office with a sheepish expression on his face, thrusts his card under my nose and tells me he's sorry that I haven't called to see him lately! Some instinct must tell him that his approach to the subject is altogether wrong for he's ill at ease, hardly ever knows just what to say and takes his departure with the mumbled expression of hope that I'll drop in soon to look his stuff over. Then, after I'm through being annoyed because of the interruption, I sit back and laugh at the silly and almost ignorant manner in which so delicate a subject was managed.

Here is another example of gross folly as displayed by a clothing salesman who used to sell me riding breeches until he drove me away from his house by his unpardonable actions and untactful methods. This individual happens to be a fellow lodge member of mine and he actually carries his missionary work to such extremes that he practices his buttonhole tactics on all chaps with whom he comes in contact during meetings and social functions. He always has something new to show you at the store and won't you arrange to drop in to see him very soon? Every one I know shuns him and what trade he did have in this small circle has been driven away because of his inane desire to carry business

where it simply doesn't belong and never will.

During a particularly busy afternoon when my wardrobe was farthest from my thoughts, my haberdashery man sent in his card with the request that he wanted to see me for only a few minutes. I consented to have him step into my office and he immediately threw a great mass of custom shirt samples on my desk, asking me if I wouldn't please give him an order then and there. It isn't necessary to tell how aggravating such a situation can be to a busy man. I like the fellow, who is a most obliging sort and I like his house — they probably would have received my spring order in due time had I been properly approached. But the situation explains itself and I leave it to you to judge just how I felt on the subject.

By all means let us have missionary work for the rainy afternoons but why not handle it in a really tactful and businesslike manner? There's an old chap who sells me books and who always manages to get an order because he knows how to do the trick; never was a man more keen to scent the opportune moment or to create it, for that matter. He actually sells me things I don't want to buy and according to the same principle the agent who writes my insurance keeps on adding a thousand to what I already carry, every little while or so by hitting it off just right.

The point is that indoor salesmen are totally lost when they step from the shop to do business. Some of the best men behind the counter have not the slightest idea how to manage their work when they have to go out to get it. Really, now, isn't the stuff half sold when the customer enters the store? And why not work out the broader field when you want to enlist the support of trade outside the door? Your man in his private office is an entirely different proposition from the individual who enters the shop with mind half made up as to what he will buy—you simply cannot approach along the same lines. Of course, it's more difficult but what a great factor in developing the salesman such a study might be.

It seems to me that the training of men in a retail store should include the bigger field—the ability to handle trade that has to be brought in by personal suggestion and effort and solicitation. Why shouldn't a crack haberdashery man, for example, be live enough to visit some of his trade and keep it active by booming the game along in the proper way and

in a manner that will bring in business likely to go astray unless held by his ability and force?

No man is too busy to listen to a good proposition if it's put to him properly and when we don't need new cars or real estate, more insurance or additions to our library, we do require new clothes. It should be easier to sell them than anything else on the market and the salesman who can overcome the handicap of his indoor training, his natural timidity and inexperience, should be able to make a very good thing out of a field that knows no limit. If he doesn't become more efficient and aggressive, a better salesman in every way, my theory as to his progress, if he trains himself accordingly, must be all wrong and I don't think it is. Step outside and get it!—Stroller in Haberdasher.

A Sane People.

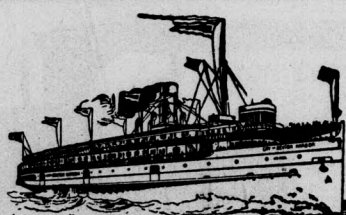
There are actually a few people in the United States that have paid some attention to John Wanamaker's suggestion that a sum in the billions be raised in this country to buy Belgium from the Germans and give it to the Belgians. One leading newspaper in Philadelphia has a labored article to show how wrong and foolish this would be. Elsewhere the remark is simply that Mr. Wanamaker has heretofore been supposed to be a person of sound mind. Then some persons listen to those who say that women can and will stop war by arresting the increase in population. They could do it without a doubt but they won't. These two crazy notions remind us by contrast that the people of this country have preserved their equilibrium remarkably well, generally speaking, in the face of the most awful outbreak of war that the world has ever seen. Few have gone crazy and few even champion silly ideas. American sanity has been maintained under the leadership of a sane President.—Economist.

The Rewards of Punishment.

"Doctor," called the small boy, "come up to our house quick!"

"Who is sick at your house?" asked the doctor.

"Everybody but me. I'd been naughty, so they wouldn't give me any of the nice mushrooms pa picked in the woods."



CHICAGO BOATS

Graham & Morton
Line

Every Night

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

237-239 Pearl St. (near the bridge) 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

Many Lines -In One Bill

Buying on this principle gives you variety without over stocking. It gives you many profits on the same investment in place of a few. It saves you money on freight.

Our monthly catalogue—America's Price Maker in general merchandise—is dedicated to this kind of buying.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

THE MEAT MARKET

Why Retail Butchers Fail.

There have been so many failures during the past few years that suggestions have been made to find out the reasons.

One authority has given five reasons, as follows: 1. They don't cut the money out of their stuff. 2. They go in beyond their depth in purchasing fixtures. 3. Loss on credits. 4. Intemperance. 5. Too many to live out of a small business.

First—If they don't cut the meats out to the best advantage they are not practical butchers. A man who doesn't understand making the regular cuts stand their proportion of the expense is playing a losing game by being in the business.

Second—The man who opens up a little butcher shop or a large one with expensive fixtures, with high rental, must compete with the man who has a much less pretentious place, and he would naturally have to draw a large number of customers or would necessarily have to charge more for his product.

Third—If something is sold and not paid for, that loss must be covered by advancing the price on other sales, if it is to be covered at all. If the prices are advanced the other fellow is likely to get some of the good pay customers.

Fourth—Intemperance is just about as bad as lack of knowledge of running a business—either destroys the business in a short time.

Fifth—A large family and a little business can very soon eat up the net profits of a butcher.

There is only one way to run a butcher shop, and that is to know what the goods cost. An intelligent man in any other line of business would not consider for one moment to sell goods at a price less than what he pays for same.

A butcher very often purchases a steer or two at 11½¢ per pound, loins and ribs at 12¢ or 13¢, calves at 15¢, a few lambs at 15¢ and a few sheep at 12½¢ or 13¢. He also buys a necessary amount of smoked meats, consisting of hams and bacon, and lard, to open up a little butcher shop that will do business of about \$500 or \$600 per week.

Along comes a customer and asks the price of a hindquarter of lamb, which cost 15¢ in the carcass. The butcher tells her it is worth 20¢ per pound. She immediately begins to argue and says she can get it at 18¢ down the street, and rather than lose a customer he reduces his price. This on the face of it shows a net loss to him in the handling of this sale.

As a matter of fact he doesn't know

that the selling price for a quarter should be 20¢ per pound, and chances are 100 to 1 he is totally ignorant of his overhead cost, which must be accounted for.

His veal is also sold at guesswork.

He does not figure the shrinkage of his smoked meats which have been displayed.

At all times he is willing to give a favorite customer a good cut, even though it is necessary to do considerable trimming and cutting in order to do so.

The main difficulty is that the butcher shop is not run on the same basis as a manufacturing concern. It is absolutely necessary that it should be run on practically the same basis in order to make it a success.

Among the things that have to be considered in arriving at the selling cost of goods are: 1. Rent. 2. Salaries of employees. 3. Delivery expense. 4. Telephone. 5. Ice. 6. Paper, bags and twine. 7. Light. 8. Bad accounts. 9. Insurance. 10. Shrinkage. 11. Daily sundries. 12. Livery and blacksmith expenses. 13. Salary of the proprietor. 14. Depreciation in value of fixtures, horse and wagons, etc. 15. Advertising.

There are very few butchers who take into consideration the fact that so many of these items are necessary to be considered in arriving at a selling price.

Smithfield Hams.

In curing Smithfield hams the flesh surface is sprinkled with fine saltpeter until the hams are as white as if covered with a moderate frost—or, say, use three or four pounds of saltpeter to 1,000 pounds of ham. They are immediately salted with fine Liverpool salt, covering the entire surface. Then the hams are packed in bulk not deeper than three feet. In ordinary

weather they should remain thus for not less than three days. Then the bulk may be broken and re-salted with fine salt and again repacked, and each ham should then remain in bulk one day for each pound it weighs — that is a ten-pound ham should remain ten days. After this is done take up the hams and thoroughly clean them by washing them in warm water. When nearly dry rub the entire surface with fine black pepper. The hams should now be hung and slowly smoked for thirty or forty days with hickory or red oak. When smoked they should be re-peppered and bagged to guard against vermin. As these hams improve with age, they can be considered perfect when one year old.

Judging Dressed Weight.

There is no rule which is absolutely infallible in this respect, but here is one that will closely approximate it. Take the measurement of the girth, where it is smallest (close behind the shoulder) and the length of the animal from the front of the shoulder to the juncture of the tail. Multiply the square of the girth in feet and inches by the length in feet and multiply the product by 3.22, 3.36, 3.64, 3.92 or 4.20, according to the fatness of the animal, and the result will be the approximate carcass weight in pounds. For instance, if the girth of an animal in moderate condition be 6 feet, the length as above 5 feet 4 inches then 6 times 6 equals 36 times 5½ equals 192 times 3.36 equals 577.92 pounds.

Largest Lobster Ever Caught.

A lobster caught off Grand Manon by a fisherman has been brought to Boston and will be carefully preserved as the largest of its species ever captured. The lobster, which in its natural state weighed 33 pounds and 1 ounce, measures 42 inches from the tip of its tail to the end of its giant claws, the body measuring 23½ inches. Since arriving in Boston the lobster has been boiled, the meat removed and the shell painted so that it looks now much the same as it did when it left the waters of Newfoundland.

Hot "Sea Dogs?"

Frankfurters made of whale meat are becoming popular in Denmark, according to a statement made by a mechanical engineer of Norway who recently came to America. This engineer said that a new industry has sprung up in Denmark as the result of the new meat on the market. This is the designing and manufacture of machinery for cutting up whales.

G. B. READER

Successor to MAAS BROS.

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OF ALL KINDS

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1052 Ottawa Ave., N. W. Grand Rapids, Mich.

PEACOCK BRAND

On Ham, Bacon or Lard

is the guarantee of

Cudahy Brothers Co., Cudahy, Wis.

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

If you are not handling this brand mail us a trial order.

CUDAHY BROTHERS CO., Cudahy, Wis.



MONEYWEIGHT Scale Co.

GENERAL DISTRIBUTORS FOR

The Computing Scale Co.

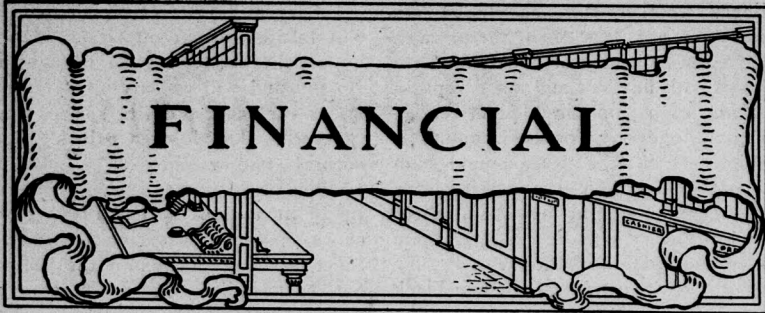
Dayton, Ohio.

THE FIRST AND FOREMOST
BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

326 W. MADISON ST. CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



Judge Des Voignes recently held a special session of court at Paw Paw for the purpose of a hearing on the Lawrence bank case, which has been in the hands of a receiver for over a year. Mr. Welch, Cashier, who put in a bill for exemption, was given a severe grilling by opposing attorneys. The receiver has paid 25 per cent. and the remaining assets are such that there can be little realized on them.

A year ago the people of this country were in a state of mind suggesting panic, and some of the functions of business were suspended. Later on perhaps even more apprehension was felt but the Government and the bankers entered the breach with so much courage and wisdom that affairs mended quite as rapidly as anybody could have expected and after a few months the business of the country reached a status approximating the normal. We are to-day in a condition of mind which forbids all idea of anything like a financial breakdown, and our affairs are moving forward in a fairly satisfactory way, domestic business slow indeed and perhaps getting slower, but those lines affected by the purchase of our commodities by Europeans stronger than ever and promising still greater expansion.

As to one proposition all are agreed—that the great fact in American business is the European war and that until the war is over everything else will be of comparatively small importance. Most men of good judgment go one step farther, declaring that the war will be of many months' duration still, some even thinking years instead of months. Then the more thoughtful try to look out through the smoke and see what is in store for us and the rest of mankind after the war is over. That is a question which none can answer. If one may

judge by precedents, there will be a period, say, of a year or two in which the affairs of the accidental nations will be in a chaotic condition and there will be much evidence of poverty and suffering, after which through organization and the natural resiliency of man a forward movement will be made and the world will resume its progress on a grand scale.

But the average man does not take the long view, or if he diverts his fancy by looking onward over a series of many years he considers his study of little practical value. What he wants to know, particularly if he be a business man, is the next thing that is going to happen, the thing of to-day or to-morrow or this year, and the speculator in the wheat pit watches for the eighth of a cent that comes with the next second. To this large cluster of men one may reasonably say that business in this country is expanding in certain highly important lines simply because the war in Europe persists. The thing for him then is to buy or produce those articles that are needed by Europe, and they are so numerous that a wide range of choice is offered. It all is concentrated on the stock lists, where in one degree or another the effects of the war are seen, and the logical conclusion is that purchasers for an advance stand the best chance in those companies to which the strongest appeal is made by Europe. This principle has been so well illustrated since the stock exchanges were reopened that it seems late in the day to call attention to it but it still applies, and doubtless quite as great things are coming as have yet been seen.—Economist.

The average man thinks he is many notches above the average man.

The thoroughness and earnestness with which your investment banker gets information pertinent to your choice of securities is the most serious part of his service.

HOWE SNOW CORRIGAN & BERTLES

MICHIGAN TRUST BLDG  GRAND RAPIDS MICHIGAN
INVESTMENT BANKERS

offer public utility and real estate bonds, tax free in Michigan, yielding 6% in \$100, \$500, \$1,000 sums.

Real Estate Mortgage---Tax Exempt

6%

First Mortgage Bonds

of

Campau Square Building Company

Grand Rapids, Michigan

Due 1920—1935 Inclusive

Secured by first mortgage on valuable improved real estate, owned in fee, favorably located in the down-town business section of Grand Rapids, 125 feet from Campau Square.

Property Worth Twice the Amount of
Bonds Outstanding

Price, Par and Interest, Yielding 6%

Descriptive circular upon request

GRAND RAPIDS TRUST COMPANY

Ottawa and Fountain

Grand Rapids, Michigan

Fourth National Bank

Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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

United
States
Depository

Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

THE PREFERRED LIFE INSURANCE CO.
of America offers

Old Line Insurance At Lowest Net Cost

What are you worth to your family?
Let us protect you for that sum.

The Preferred Life Insurance Co. of America
GRAND RAPIDS, MICH.

Preparing for Crop Season.

Chicago, Aug. 10.—Money throughout the West is plentiful and easy. Bank deposits are up to the top notch of the season, and there is little call from the interior for assistance in moving the crops so far. This is due in a measure to the light movement of the new small grains to date, owing to the wet weather delaying harvesting and threshing.

This has necessitated the use of little money beyond that which the banks in the grain districts have in hand. It is expected that by the last of September there will be a heavy movement of new grain, and that the banks will then have reduced their supply of funds to a point where they will be obliged to ask outside assistance in moving the crops. Some of the bankers predict that by the last of September there will be a stronger market for money and possibly a small advance in rates.

Country banks so far have shown little disposition to borrow from the banks here and have kept their balances here practically undisturbed. How long this position will be continued is uncertain. Usually by this time they begin to draw down their balances and are arranging for funds for future use. This change is due in a measure to the operations of the Federal Reserve Banks, and its future influence will be watched the next five months.

From what a man thinks he knows, subtract what his neighbors think he knows, and the remainder will probably be about what he really does know.

If you can keep a good resolution afloat for only one day it has done you at least twenty-four hours' worth of good.



We want accounts of merchants and individuals in any form and will pay highest rates of interest paid in Grand Rapids

Incorporated banks of Grand Rapids have never suffered a failure

GRAND RAPIDS SAVINGS BANK

Incorporated 1870

Temporary Quarters Adjoining
Corner Ionia and Monroe Ave.

GRAND RAPIDS SAFE CO.

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

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources Over
8 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

**Largest State and Savings Bank
in Western Michigan**

The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3 1/2 % if left a year.

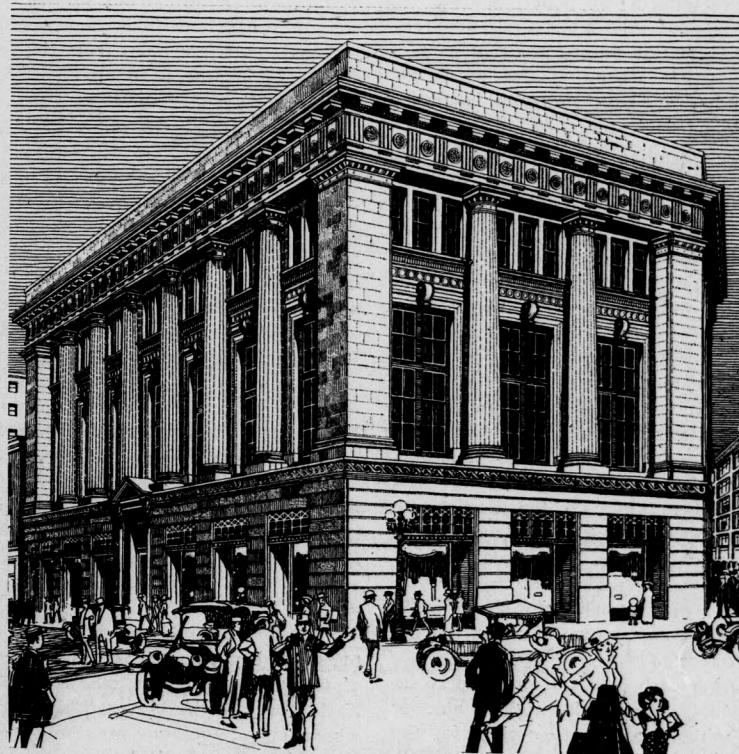
Voluntary Trusts

You undoubtedly intend to create a trust for some one dependent upon you in your Will. Why not create that trust now? You can so arrange that you shall yourself enjoy the income while you live. This Company with its twenty-five years' experience and financial responsibility is well qualified to administer such Trusts.

Send for blank form of Will and booklets on Trusts and Descent and Distribution of Property.

THE MICHIGAN TRUST CO. of Grand Rapids

**GRAND RAPIDS NATIONAL CITY BANK
CITY TRUST & SAVINGS BANK
ASSOCIATED**



Combined Capital, Surplus and Undivided Profits \$1,781,500
Deposits Exceeding Seven and One-half Million Dollars

Business firms, corporations or individuals requiring reliable financial information relative to Grand Rapids businesses or business opportunities are invited to correspond with the investment departments of either the Grand Rapids National City Bank or City Trust & Savings Bank, which have at their immediate disposal a large volume of industrial and commercial facts.



The Strong Trend Toward the Educational.

Written for the Tradesman.

One of the strongest tendencies observable in store management at the present time is the trend toward the education and training and benefiting of the help. Many of the best and biggest stores are "doing something" and that something a great deal for their workers. Time and thought and money are being used freely for this purpose.

This activity, which is most encouraging both from a business and from a philanthropic point of view, takes quite different forms.

A certain large store in a Texas city has classes between 8 and 9 o'clock every morning for the instruction of its younger employes in business methods, rules of the store, and such subjects as hygiene, English, penmanship and mathematics. For the floormen and the more experienced salespeople there are meetings at which various subjects pertinent to store work are discussed. Later it is intended to take up the study of textiles.

Some stores publish a paper in the interest of their employes. In one case I note that the employes themselves publish the paper. Farsighted proprietors and managers encourage the formation among their helpers of clubs and associations for recreation and improvement and with insurance and benefit features.

In a leading trade paper a few weeks ago there was outlined the plan of a sales manager for increasing the efficiency of the working force of his store. It is a contest system—a large gold medal is contested for by the different departments, a careful score of the points made by each being kept. Points are allowed for the greatest increase in sales (over the same month in the same department a year previous), for punctuality a year previous), for punctuality and complaints, and for best stock keeping. To the department winning it the greatest number of times in a year, the medal is presented as a permanent trophy, together with a cash prize which is divided among the members of the department.

Other cash prizes are offered to individuals scoring the highest number of points, making it possible for the individual having an exceptionally high record to secure a prize, even though the department should lose. This plan is very different from instruction in classes; still in its results if well carried out as it seems to be in the case sighted, it could

not fail to be educational in a high degree.

While schools of salesmanship for store employes are not unknown, as a rule store helpers begin work without any previous vocational training. The store must be school and college for the boy or girl after they leave the public school. Upon the manager or department head falls the task (often by no means a light and easy one) of supplementing the deficiencies of school training.

Often the boy or girl comes into the store a poor speller, an illegible writer, lamentably inaccurate in making simple additions and multiplications, careless in every way and perhaps lacking in any definite purpose. To correct the faults of such young people and to implant in them a desire to correct their own faults, to bring out latent ability and to arouse dormant ambition—this is the part of the able trainer of store help.

To secure the co-operation and loyalty of all employes and to promote their efficiency in every practicable way is good business policy. Indeed these ends are indispensable to profitable merchandising, and no store can afford to neglect the measures to secure them. But that what is being done is not wholly from selfish motives nor purely with a view to dollars and cents is evident from the fine spirit of humanity and altruism that pervades the work.

As to methods, so much depends on the personality of the man who applies them that each manager must devise his own. A system that is a great success with one may be a flat failure with another. All of the standard means employed to educate and to promote efficiency have strong points of merits and also some drawbacks. Each management must use the methods that seem to it best for training the raw material that comes into its hands into capable, efficient workers and builders of business—such as will exert their utmost efforts in the interest of the firm that employs them, and be possessed of a hearty faith that by so doing they are advancing their own best interests as well.

Such measures as department contests, store papers and clubs, schools of instruction and the like, are practicable only in the big establishments where large numbers are employed. How about the small dry goods store which has only one or two or three helpers? The small place has just as great need of efficient workers as the larger one, and commonly must take its beginners just as untrained and inexperienced.

Manifestly the large store has some strong advantages in being able more easily to create a strong esprit de corps among its workers, and in their having, each and every one, that inspiration that comes from being a part of a big concern. On the other hand the big store is a big machine and its processes necessarily somewhat mechanical. The salesgirl in the large department store sells just hosiery or just muslin underwear or some other single line. In a small store each helper must sell all the lines—her work is not confined to any one process—and she acquires a better grasp of the whole thing. She is more closely under the manager's eye and her training is more direct and personal. A fault in method of work or large store might go unobserved and in meeting the public, that in the uncorrected for months, in the small shop is noted at once.

If the small dealer is gifted with the right kind of personality, his helpers will take pride in belonging to his business and will be loyal to his interests. And while it does not fall to his lot to train and direct hundreds of young people, the education of a few boys and girls into upright and efficient business men and women is a task worthy of the best energies of his mind, and one in which he may find not only profit for himself but a high mission of usefulness.

Fabrix.

After a man gets about so old it keeps him busy trying to rectify the mistakes of his youth.

Be Good to Yourself.

Eat at least two meals a day and take time to eat them well. Sleep eight or nine hours each night in a cool airy room. Live out of doors as much as you can and enjoy life. Conserve your energy. The worker with reserve force is the one who makes others do his bidding. Don't trifle. Make your work count for results. When you act, act with vigor. When you have done, stop. Don't let people waste your time. When you read, read the things worth while, don't feed your mind upon the literary waste basket. When you travel travel for a purpose and travel comfortably. Fill your soul with noble, generous ideas. Get a large vision. Be a citizen of the world and keep in touch with the great progressive movements in society. If you do these things you will not only be good to yourself but you will bless the world about you and your life will become worth living.

Variety.

Auto-critic Customer—Now what have you in the shape of automobile tires?

Facetious Clerk—We have funeral wreaths, air cushions, life preservers and doughnuts. What would you like?

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.

There'll soon be a big demand for

Flannelettes and Outings

Be ready with complete stocks

We are prepared, as never before, to fill your every need. Patterns were never quite so pretty as this season and qualities better at every price.

EXTRA—While present stock lasts, we will sell 10 to 20 yard lengths of 7½c quality Flannelettes in choice patterns at 6½c a yard

Paul Steketee & Sons

Wholesale Dry Goods Co.

Grand Rapids, Mich.

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

Advertising Words, Phrases and Combinations.

VII.

Written for the Tradesman.
Trade.

Trade Topics
Magnets of Trade
Trade-building Specials
Trade-getting Specials
Trade-getting Reductions
Trade-luring Offers
Trade-coaxing Leaders
Trade-fetching Bargains
Tip Top Trade Getters
Try-out Trade Testers
Tempting Trade-jottings
Just to Tickle the Trade
Timely Tips for Careful Traders
Timely Tips for Discerning Traders
Timely Tips for Judicious Traders
Timely Tips for Knowing Traders
Timely Tips for Economical Traders
Hot Weather Trade Tonic
Mid-summer Trade Tonics
Quick Work Trade Tonic

Turn-overs.

We Believe in Quick Turn-overs
A Ransacking Sale for Turn-over Purposes
Our Quick Turn-over Policy is Your Opportunity
Quick Turn-overs Mean Money Saving
Price Reductions to Ensure Quick Turn-overs
Why So Much Ado? Quick Turn-overs is the Answer
Blue Tag Turn-over Sale
Red Tag Turn-over Sale
Topsy Turvy Turn-over Sale
Jaunty, Picturesque Creations at Turn-over Prices
Because We Adhere to the Quick Turn-over Policy Your Money Buys More Here

Values.

Adjectives that may be applied to the word Values as used in your newspaper announcements: big, great, choice, attractive, alluring, immense, whaling, enticing, top notch, extraordinary, phenomenal, brilliant, unbeatable, colossal, unmatched, unparalleled, excellent, mighty, paramount, plump, peerless, etc., etc.

Phrases that may be used in describing the kind of "Values" you are proffering: Rich in Variety, of Unusual Interest, of an Appealing Nature, an Unrivalled Collection, of a Brilliant Assemblage of, Some Bully Good Ones, a Busy Whirl of, Too Numerous to Catalogue; a Veritable Spread of, A Tempting Feast of, That Will Prove Irresistible, That Require no Talk to Recommend Them etc., etc.

Wants.

Your Wants Determine Our Buying
We Anticipated Your Wants
We Have Anticipated Your Wants
Your Want is Our Warrant
What the People Want We Stock
Wants Perfectly Matched With Merchandise
Our Stock is Wider Than Local Wants
Fresh Recruits for the Firing Line of Wants
Our Want--provoking Sale
Want-stimulating Specials
A Want-building Sale
Want-coaxing Leaders

Want-Creating Concessions
Want-producing Offers
Want-precipitating Chances
Since We've Got What You Want,
Why Can't We Get Together?
Wear.

Serviceable Wear
Durable in Wear
Hard-wear Quality
Wear Warranted
Wear Guaranteed
Wear Vouched For
Will Wear Like Leather
Wearables That Do Wear
Wear-quality Fundamental
Above Par in Wear Quality
Will Wear Until You Tire of Them
Elegant, but Long on Wear Qualities
Your Money Back if They Don't Wear
Becomingly Made, but Strong in Wearable Merit
Stylish and Attractive, Yet Tested to Hard-wear Requirements
The House of Wear-Right Goods
The Home of Wear-Right Merchandise
The Store of Wear-Right Furniture
The Place of Wear-Right Clothing
The Headquarters of Wear-Right Footwear

Worth

The House of Worth
Your Money's Worth—and More
Worth More Than We Ask
This Ad is Worth Money to You
Worth More, but Tame 'Em at the Price
If It Came from Blank's, It's Worth the Price.
If You Got it Here, It's Worth Every Cent You Paid
When You Trade Here You Get Your Money's Worth Every Time. Frank L. Fenwick.

Circumstance of War.

"Where, then, is the army—the men who are fighting?"
"Over there, under ground in the trenches."
"Where are the reserves, the reinforcements?"
"Hidden and masked in the villages behind the first line."
"And the commissary?"
"Concealed in the woods waiting for nightfall to accomplish its duty of feeding the army."
"And all these civilians, stirring about, disputing, chattering, going and coming, lugging bags, bundles, bandboxes, and umbrellas?"
"They are photographers, dealers in underwear, peddlers of all sorts of things, wives, sisters, mothers, women who are none of the three, all with the very best reasons for going to the front and all carefully equipped and prepared accordingly. They are easy to recognize, these, because the weight and volume of the luggage they carry is always less than the weight and volume of the papers, credentials, and identification cards with which they are armed for the task of penetrating into the zone of military operations."
"For, happily, between all of them and the front there are still the police."

There are other pipe fiends besides plumbers.

Two of Our Leaders in Boys' Sweaters

(Like Cut)



No. 3214 @ \$9.00 and No. 3252 @ \$18.00
Maroon only, sizes 28 to 34. Boxed 1-6 and 1-12 dozen respectively.
Our salesmen are showing samples

GRAND RAPIDS DRY GOODS CO.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.

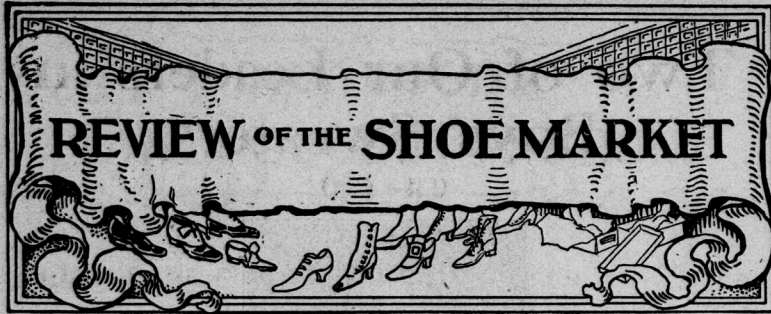
IN ALL SERIOUSNESS

The tremendously increasing sales of "White House" Coffee point to the evident conclusion that its superb quality is being recognized all along the line, and that folks are using IT in preference to other available coffees. IT has become the favorite of thousands upon thousands of people who drink it every day in the year and find pleasure and solace in it. All this suggests that YOU, Mr. Grocer, may find "White House" just THE coffee with which to completely satisfy not only your critical customers but that other type of patron which believes in you and trusts you to give him the best and most reliable coffee the market affords.

YOU SHOULD BE PROUD TO HANDLE IT

Distributed at Wholesale by

Judson Grocer Co., Grand Rapids



Shoe Reform for Prevalent Foot Ailments.

Written for the Tradesman.

So much of a gratuitous, if not intemperate, character has been written upon this subject during recent years, I find myself approaching the subject in a somewhat apologetic mood. I feel as if I were impelled to say right off the reel: "Take it from me, this is no ordinarily hysterical newspaper preaching, but a calm and dispassionate discussion of a matter that continues to be vital in spite of the injury it has so frequently received in the house of its so-called friends."

In Portland, Ore., at one of the sessions of a convention of the American Osteopathy Association, one of the leading members of that fraternity said recently, if we may rely upon the accuracy of the newspaper account: "No barbaric nation, not even China, approaches the outrageous abuse of the feet which American women inflict upon themselves." In the newspaper containing this drastic comment from the eminent osteopath, there is an equally startling statement from a prominent chiropodist, made at one of the meetings of the National Association of Chiropodists in session at Cincinnati. He said: "Fully 60 per cent. of all children have foot defects, to which no attention is ordinarily given by them or their parents. The first knowledge of these defects is acquired either by accident or when arrived at maturity they seek relief for pain or discomfort, or both."

It is, of course, to the interest of the newspaper to seize chiefly upon the strong, colorful expression of a speaker, and present them baldly—sans context, sans modifying, explanatory utterances—for that is in keeping with our present-day method of selecting and presenting news items. The more abrupt, smashing, and spectacular a speaker's utterance, the better it is from the newspaper's point of view. So the newspaper reader who reads with discrimination will generously discount the story, and remind himself that perhaps the speech as a whole was far less radical than it would seem from the reporter's garbled account of it.

Foot Ailments Plentiful.

Nevertheless the fact remains that foot ailments are numerous—far more plentiful than many people are disposed to think; and growing at a rate that should challenge our attention.

And it is undoubtedly true that a very large per cent. of the children do have incipient foot defects—whether the writer last quoted is correct

in estimating the proportion or not, I am not prepared to say.

The catalogue of foot ailments is bulky: twisted and distorted toes, enlarged joints, bunions, corns of many kinds and types and varieties of torture; callouses, painful abrasions and macerations, ingrowing toenails, weak ankles, "tender" or "sensitive" feet (a diseased condition) broken down, or weakening arches, etc., etc.

That a very large per cent. of these foot ailments is temporary and curable, rather than chronic and incurable, is undoubtedly true; that much of it was entirely preventable, is perhaps also true; and that the cure involves the selection and wearing of the right sort of shoes, is, I think, self-evident.

And if these things are so, then the subject is timely and important no matter how much absurd and ridiculous stuff may be said thereupon by writers who are bulging with misinformation. There are now, and always have been, people with a penchant for "darkening counsel with words without knowledge."

Shoe people generally, and particularly retail shoe dealers, will be interested in every fresh discussion of this matter for it comes to things in which they are vitally interested; and more and more the general public is mindful of the inconvenience of foot ailments—and is coming to have a very keen desire to get rid of them insofar as possible. Foot troubles interfere with business and pleasure and serve to incapacitate people for the duties and responsibilities and enjoyments of life.

Foot Ailments Are Abnormal.

Anybody who studied the details of "the form divine," either in nature or in art, can hardly have missed the impression that perfect, symmetrical and healthful feet are an indispensable element of physical beauty and physical fitness.

Crude as was the sculpture of ancient Egypt, and far inferior to the products of Greek genius in the days of Myron and Phidias, it is significant to note that the lines of the feet follow the lines of nature. The figures have good feet. And this is true both of Egyptian sculpture proper and Egyptian relief. Whether the artist is representing his conception of a



THIS SHOE CAN'T RIP

IT'S SEAMLESS



Stock No. 8383½

The leather used in these shoes is genuine Oregon calfskin. They're made on a seamless pattern over a wide roomy last, insuring both service and comfort to the wearer.

If you are not already carrying this shoe, let us send you sample pair.

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.



One of Our Most Consistent Sellers



No. 990 Gun Metal ¼ Double Sole \$2.60

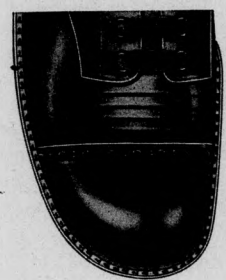
No. 990 is one of our most consistent sellers. The extra width of the last makes it a fitter where other lasts fail. The shoe gives splendid service, wins instant favor in any community and will always be in style. The best argument in its favor, however, is its fitting quality. Sample gladly sent.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Mfrs. Serviceable Footwear

GRAND RAPIDS, MICH.



LAST No 18

mortal or of an "immortal," the feet are generally well done. Osiris, Isis, Set, Horus, and all the rest, had perfect feet.

And what superb feet Greek imaginative genius conceived, and Greek skill executed, in the days when Athenian intellect dominated the world! For an illuminating vision of what human feet ought to be—and, under proper conditions, might be—study a plaster model of most any of the old classic Greek statues. For instance the "Discobolus of Myron." The lithe and vigorous young discuss-thrower stands with the right leg forward, the toes of the left foot lightly pressing the ground, the foot of the right flat on the earth, with the toes of the same strongly gripping the earth—a splendid conception of youthful strength and efficiency! Discobolous represents unhindered physical development—and those long, sinewy toes buckled up in that tremendous gripping attitude constitutes one of the important features of this immortal conception of masculine vigor and physical fitness.

That is the way the toes of the human foot ought to be—the way Nature intended they should be. And if all of us had toes like that we could walk correctly; that is, with toes straight ahead.

A corn, a bunion, a weak ankle or a weak arch; a "sensitive" foot, a callous on the sole or elsewhere on the foot; an abrasion or a maceration—is a tangible and sentient evidence of the violation of Nature's laws. For no such things were ever contemplated in the scheme of a normal human life.

To all of which I am inclined to suspect most Tradesman readers will readily assent. But the very pertinent question arises, Well, what are we going to do for the people who come to us, not with Nature-perfect feet, but with foot ailments, malformations, diseases, mechanical defects, and foot disorders both incipient and chronic?

Quite a respectable percentage—I almost wrote it, quite a respectable majority—of the people who visit our retail shoe stores, come with foot troubles of one sort or another. And their general health, as well as their earning capacity, physical well-being, and mental outlook, is colored and affected, to a greater or less degree, by these selfsame foot ailments. And the question still persists, What are we, as retail shoe dealers and salesmen, going to do about it?

It must be assumed that we want to help them insofar as we can. How can we help? By selling them the kind of shoes that promote foot comfort and health; by giving them timely and practical suggestions for counteracting incipient or long-standing foot ailments; by telling them how to avoid the pitfalls and snares of pedal decrepitude and disease.

First of all, we must realize the importance of fitting our customers' feet. "Feet first," should be our slogan; "after that the head."

Some people are so anxious to buy a shoe embodying the very latest style-departure they overlook the

fundamental requisite of every shoe that's worth carrying out of the store—namely, its fitting qualities.

Put fit first; and after that, if you must, style and all the other subordinate and fluctuating qualities.

Fit means many things—but first and foremost, toe room. The toes should lie straight. Orthopaedic is a much over-worked term in our day. And some manufacturers seem to think they have a sort of monopoly of lasts that conform to the requirements of the normal human foot.

But the truth is, there are a number of distinct "types" of feet; and any last is truly orthopaedic that correctly corresponds to the foot-requirements of the person selecting the last.

Take time to observe the requirements of the individual customer, and then be at pains to meet those requirements, just as nearly as you can, in terms of leather.

If he needs foot remedies or appliances, take time to tell him about these remedies or mechanical aids. If you have them in stock, demonstrate to him their use and value. Show him that you have an interest in putting his feet in normal condition.

If he needs medical attention, advise him to see a foot specialist.

We have all read popular tirades in which the whole responsibility of all manner of foot troubles is conveniently placed on shoe manufacturers and retail shoe dealers.

We haven't any sympathy with this cheap and easy method of disposing of a grave and menacing matter. But the fact remains that some of our current shoe lasts are scientifically incorrect; and the fact also remains that there is entirely too much careless shoe fitting.

There is a nice opening in every community for the shoe dealer who selects his lasts carefully, and with due regard for the foot requirements of the people who are supposed to wear those shoes.

And there is also an eager and growing constituency for the retail shoe salesman who is anxious to do his personal best in seeking to counteract current foot troubles.

Cid McKay.

The Intrepid Anna Shaw.

Dr. Anna Howard Shaw, the veteran National Suffrage leader, is 68 years of age. Recently she addressed a large W. C. T. U. meeting in New Jersey upon the subject of suffrage. The following day, in traveling with two strapping young ministers, one remarked:

"I do not see how you can travel to-day."

"Why?" asked Dr. Shaw.

"Well, after making such an address as you did last night, and before so large an audience, I should have had to rest three days to get over the effect."

"Why, man," said Dr. Shaw, "I speak to an audience like that every day."

The intrepid Dr. Shaw is speaking practically every day from now until the elections in November in the four Eastern States campaigning for suffrage.

Your Attention, Please Out They Go!!

Our Salesmen with their New Sample Lines

You won't need to wait for them if you will drop us a card. This will bring "your man" at once.

Snappy stuff in Hood Rubbers for Everybody.

HOOD TENNIS

(New Spring Styles, of Great Interest)

"Wonderful" Shoes for Men

"Michigan Dairyman's" Shoes for Men Who Work

"Delightful" Shoes for Ladies

"Frog Brand" Raincoats for Critical People

DO IT NOW

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

Rouge Rex



No. 449—Price \$2.50

This is a shoe that has stood the test of service.

It is made of our chocolate colored re-tanned stock; full vamp, making two thicknesses of leather at the tip; half double hemlock sole.

A shoe especially adapted to farm service.

Order a case and watch the wear.

HIRTH-KRAUSE COMPANY

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



Wanted—Some Good Pin Money Industries.

Written for the Tradesman.

Here is a field for business heads and philanthropic hearts, for certainly something ought to be done for the home women who want to earn money.

When the average woman who is a housekeeper tries to turn an honest penny during her leisure hours, she is tackling a hard proposition. If you doubt this, consider for a moment how an entire Ladies' Aid Society of such women will toil to get up an ice cream sociable or a chicken pie supper to raise funds for their church, when, if the whole thing were well figured out in black and white, it would be found that after deducting the cost of raw materials the clear money left would be pitifully poor pay for the hard work. The proceeds of a fancywork bazaar would show an even more meager recompense for the hours on hours of labor. Would these faithful Marthas use such short-end-of-the-lever means to keep their church organizations going, if more profitable employment of their energies were readily obtainable? Manifestly not.

If the reader still has any lingering feeling that it is an easy matter for the home woman who is fairly capable to pick up a few dollars here and there whenever she wants to, just try to outline some practical ways in which it can be done without conflicting seriously with her household duties.

The trouble with most callings is that to do anything at all in them, it is necessary to do more than the home woman has time and strength to undertake. Canvassing is somewhat of an exception to this rule, but agency work is so repugnant to most women that it hardly is worth while to consider it in the light of a general occupation.

To teach or to fill a position in a store or in an office requires several hours absence from home each day, and takes the worker's mind and the cream of her efforts. This is inevitable. And as a consequence—also inevitable—home and husband and children are relegated to a secondary place in her thoughts.

Not that she conscientiously and purposely neglects them. But if she fills a position acceptably to her employer, her energies are so completely taken up that she has little time left in which to think and plan for the welfare and comfort and happiness of her own fireside. Her household tasks are hurried through with mornings

and evenings. She always is rushed and always is tired.

As has been pointed out before in these columns, with such a manner of life it is impossible to practice careful economy. Of necessity such foods are bought as can be gotten on the table in the shortest time—not such as yield the greatest food value for the money. Expenditures for all purposes are likely to be made in a hasty, uncalculated way, and the living expense bills run high.

If, instead of working for some one else, the woman with a family conducts a business of her own, the situation is hardly improved. Indeed, the drawbacks mentioned are apt to be increased rather than otherwise. She will be more absorbed, feel a heavier responsibility, and work longer hours when trying to push through to success some enterprise of her own than as an employee.

And if in either capacity she is unusually capable and efficient, so that she secures exceptionally good pay for her efforts, her very efficiency is likely to prove her husband's undoing. The man who is a little indolent seems to reason in this way—"What's the use of my working hard and trying to forge ahead, when I have a wife who can do it all?"

All things considered, the woman who has a husband capable of procuring a fairly good livelihood, usually finds it unwise to work outside her own house. As to dressmaking and keeping boarders, either of which can of course be carried on at home, both are open to the objections of being too absorbing and requiring too much time, the same as outside occupations, and the keeping of boarders is incompatible with the most enjoyable family life. What really is needed by that large number of home women whose families are small and whose household tasks are rather light and whose means are limited, is not employment during seven or eight or nine hours a day, even if thereby they could earn considerable amounts, but rather some feasible way to make a little money during their spare time.

Work to be generally acceptable to the large class referred to should not require too great skill—it should be something that could be taken up quite quickly. Manufactures which admit of the division of the work into simple processes would be best. Work that is clean and tidy and not too heavy nor disagreeable in other ways would be most popular.

The pay would not have to be large pay. The housekeeper feels that a little money she can pick up by keep-

ing busy afternoons or evenings is so much clear gain. There are plenty of women to whom a chance to earn even a dollar or two a week in their leisure hours would be a godsend. Others with more time at their disposal would feel that three or four dollars a week would place them on the highroad to prosperity.

Electric power is now available in most homes in cities and even in many villages. Work could be distributed and gathered up easily and quickly by automobiles. The supply of labor of the kind referred to would be found to be almost unlimited. While providing employment for home women who need to earn would be a practical philanthropy, it would seem that utilizing this great labor supply to a far great extent than ever has been done might be profitable as a strict business proposition.

"What would the women do with their money?" does some one say? What wouldn't they do? Some who find it hard to extract money from stingy husbands would spend their earnings royally for their own clothes and personal expenses. The far greater number whose husbands have liberal hearts but inadequate incomes would use their earnings to supplement those incomes—to procure comforts and luxuries that otherwise could not possibly be afforded. Some of a thrifty turn would bank their money or the greater part of it. The uses found for it would be as diverse as the women themselves, but with all of the great number who would avail themselves of the chance to earn, the

opportunity would make greatly for their contentment and happiness.

Quillo.

Could Be Worse.

"Dubkins is a great comfort to me."

"I don't see how you can say that. He's the most tiresome chump I have ever met."

"That's just it. Although I don't amount to much, it's true, every time I look at Dubkins I feel that I could amount to less."

The Grand Prize

AT THE

Panama-Pacific Exposition San Francisco 1915

HAS BEEN AWARDED TO



Walter Baker & Co. Ltd.

Registered, U. S. Pat. Off.

for the superiority and excellence of their

Cocoa and Chocolate Preparations

55 Highest Awards at the Leading Fairs and Expositions in Europe and America.

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Established 1780

Dorchester, Mass.



SUN-KIST Canned Fruits are a quality unto themselves—they are SUN-KIST Quality—a quality distinctly peculiar to SUN-KIST—a quality specially selected for people of critical taste—

Delicious canned fruits—no better grown in California—the pick of a million case pack and fine enough for any table in the land. If you want satisfied customers, connect with the SUN-KIST Kind.

NATIONAL GROCER CO.'S Houses

ASK THEM



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

Get Up the Prospect Lists This Month.

Written for the Tradesman.

August, when business is normally a little slack, is a good time to lay plans for the fall trade. While the merchant is clearing out the last of the summer goods, and leading up carefully to the introduction of fall lines, he should make careful preparations for his fall buying and selling.

An important item in the hardware business is the "prospect list."

There should, in fact, be a series of prospect lists. For instance, there are paint prospects, stove prospects, builders' hardware prospects—and so on. But these three are of particular importance. And, where implements are handled, there should be implement prospects as well.

The nucleus of the prospect list is, of course, the list of people who talked but did not buy in the previous season. As an example, last spring the average hardware merchant got in touch with scores of people who were to some extent interested in exterior house painting. He landed some paint orders. Other prospective customers found they were too hard up, or thought the house could stand another six months, or postponed a decision until the dust commenced to fly.

The short sighted merchant, when summer goods came in, forgot all about his paint customers who didn't buy. He dismissed them as a bad job.

The long-headed merchant jotted down their names and addresses for future use. And, in August, he gets out the list, and proceeds to map out an energetic selling campaign.

But the list as it stands is not a complete list. It can profitably be added to. Are there new houses in contemplation, or in process of construction? Have building permits been issued? What old houses are in manifest need of paint? On a dull August day it may be profitable to have one of the clerks take a survey of part of the city with this sort of information in view.

A good selling point in connection with paint is that it adds to the attractiveness of a renting house. One merchant is reported to have secured a list of vacant houses and made a special canvass of the owners with this as his prime argument in behalf

of paint orders. He did business—simply because he showed the house owners how fresh paint would help them to secure results.

Then, old paint customers should become in course of time prospects for re-orders. This is one of the best reasons why every paint dealer should keep a list of his big paint sales. Two, three or four years hence that paint customer will again be in the market; and if your brand of ready mixed has given him satisfaction, you are entitled to a repeat order. It is good policy to list such a prospect a season or so in advance of the time when he is actually due to repeat.

These are some of the ways in which a list of paint prospects can be compiled in August for the fall campaign. What applies to paint prospects applies as well, in some degree, to stove prospects, although it is not so easy to get a line on them. Building permits and building items in the local newspapers, tips from friendly architects and sub-contractors, will put the merchant in touch with a good many prospects. It is worth while to watch the sales of building lots in new subdivisions, or, for that matter, in any part of the city. Often a man buys a lot who is not yet in a position to build or who does not intend to build for years; nevertheless, the merchant will do well to get in touch with him right away. The salesman who is first in the field secures a pretty definite advantage over his competitors.

With a prospect list definitely compiled, the next step is to plan the selling campaign. With paints and stoves the manufacturers can and will cooperate with the retailer to a great extent. In any event, the merchant should not rely on a single circular or booklet to sell his goods; he must figure upon a systematic follow up campaign extending right through to the end of season or, in the individual instance, until the sale is made. Circular letters, printed matter, booklets, all have a part in the mailing list campaign; and a steady bombardment of advertising literature will prove effective where a single circular or booklet, no matter how well prepared, would accomplish nothing. Salesmanship, where large and expensive articles are concerned, is largely a matter of education. A woman will buy a stew pan without a second thought, merely on sight; but it may take three or six months or as many years to induce her to purchase a piano. House painting and kitchen ranges are to some extent

in the piano class; very few sales are made without preliminary education, carried on by means of well prepared advertising literature.

At the same time, the hardware dealer who is not too busy can pull off a good stunt by doing a little personal canvassing.

Personal salesmanship is undoubtedly the most effective factor in business building. The man who will throw a piece of advertising literature into the waste basket and will pass a show window unheeding will at least listen when a tactful salesman corners him and talks business. The merchant's personal canvassing as a lead off to the paint, stove or builders' hardware trade should, however, concern itself, not with people who obstinately refuse to buy, but with likely prospects—indeed, with those who are apparently ready and willing to purchase and who, if not landed immediately, will drop into a competitor's lap. The man who couldn't quite see his way to house painting last spring should be approached early in the fall season and personally urged to place his order before the stock is picked over and while the weather conditions are at their best. The woman who couldn't quite decide to place her order for that range before should be urged to do so now.

The merchant who goes energetically after advance orders in this way is doing both himself and his trade a good turn. Advance orders have a double value. They start the trade coming your way at the very time when it can be most influenced; and they put the selling staff in first class spirits. The fact that "We've sold six of these ranges already, practically before the season opened" is in itself a selling point worth urging. One merchant has a white window shade on a roller which he uses to clinch his sales. At a psychological point in his talk he says, "See what we've done already this season." He yanks the shade down, and there, in clear black letters, is a list of the season's sales—daily added to as the season progresses.

In any event, it pays to keep a set of prospect lists, where big items, such as paint orders, stoves and ranges, and agricultural implements are concerned. Such lists help a mer-

chant to keep his customers in mind; when he meets them by chance he can, if he deems it wise, tactfully lead up a business. He can follow them up more persistently throughout the season; and can, between seasons, lead up to and plan his next campaign. It will be good business, in August, to go over the prospect lists; and, in the coming season, to add to them the names of new prospects as they develop. William Edward Park.



Reynolds shingles contain no oils or adulterants. The asphalts used are all guaranteed to be 100% pure. It is the blending of different asphalts which give long life and complete protection from the elements.

The chemistry of asphalt in Reynolds shingles means a complete understanding of the chemical values and compositions of the asphalts used, and a scientific blending of them into a product of greater value than any single asphalt possesses.

It will pay you to be sure you get Reynolds—substitutes are known to be inferior. Reynolds Guaranteed Shingles insure and assure you against roofing troubles.

Write for free booklet.

For sale by all Lumber and Building Supply Dealers.

H. M. Reynolds Asphalt Shingle Co.
 "Originators of the Asphalt Shingle"
 Grand Rapids, Mich.

Make Out Your Bills

THE EASIEST WAY

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

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.

Foster, Stevens & Co.

Wholesale Hardware



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



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.

Beef Scraps for More Eggs.

That it is a poor policy for farmers not to feed some kind of food to their chickens which is high in protein value—such as beef or sour milk—is the opinion of H. L. Kempster, associate professor of poultry husbandry at the University of Missouri.

Mr. Kempster has recently conducted an experiment which he believes proves conclusively that protein food produces greater results at lower costs.

In three separate pens the same number of chickens were kept. All were fed corn all of the time, wheat part of the time, and in addition ground grain rations of bran, middlings, and corn meal. Besides this regular feed for the chickens in all three pens, those in pen one were fed beef scraps, and those in pen three were given all the sour milk they wanted. The hens were about the same age. The experiment covered the time between November 1 and June 1.

Those hens in pen two—given only the regular feed—produced only 800 eggs; those in pen one given beef scraps—produced 1518 eggs, and those in pen three—fed sour milk—produced 1425 eggs. The hens in pen one ate 923 pounds of grain, those in pen two 944 pounds and those in pen three 836 pounds.

The amount of beef scraps fed to the chickens in pen one was 60 pounds costing \$1.80. These hens produced 718 more eggs than those chickens fed only the regular ration. In other words, these chickens produced 718 additional eggs on feed which cost but \$1.80 more than the regular ration. Those hens fed sour milk produced nearly as many eggs as those fed the beef scrap ration.

Indiana Warning.

The "candle your eggs" warning of H. E. Barnard, State Food and Drug Commissioner of Indiana, reads as follows:

"Your attention is called to that section of the pure food law which prohibits the sale of food which consists in any proportion of decomposed, putrid or rotten animal substance, and also to the amended section which makes it the duty of all peace and health officers to seize any eggs found to be unwholesome, and to file an

affidavit against the person having such eggs in his possession.

"The State pure food department will hold the person who has bad eggs in his possession strictly accountable for any violation of the laws. The defense that the eggs were to be sold subject to candling is not valid. All eggs should be bought on the loss-off basis, promptly candled, cased, put in a cool place and shipped without delay. Rots, spots and blood rings must be destroyed at once.

"Farmers' eggs should not be taken at the store or wagon until the buyer knows they are good eggs. Impress upon all egg producers the fact that every bad egg they try to sell not only helps to reduce the price of all eggs but makes them violators of the pure food laws.

"This letter may be posted for the information of your producers. If you are engaged in interstate shipping, the same regulations will apply under the Federal food law. Shipments are liable to seizure at transfer points or at destination and action may be brought against you in the Federal courts."

Killed in Wisconsin.

Regulation cold storage plants as embodied in the Gruenewald bill failed of action recently in the Wisconsin Legislature, the Senate refusing to concur in the bill. The vote appeared to be overwhelming. A motion to reconsider failed upon a roll call, 14 to 16. The bill gave the Dairy and Food Commission power to supervise the management of cold storage plants, and specified that products stored must be tagged as to date of receipt, and that no product shall be permitted to remain in cold storage longer than one year except by special permit granted by the Dairy and Food Commissioner. These proposed regulations were in accord with the law presented in other states.

The continued shipments of butter from the Pacific Coast to Australia and New Zealand has afforded quite an outlet for the Western states' goods, and comes at a time when it is a very welcome factor in their market. While we have no reason to doubt that the butter goes to the places named, yet in these days of dummy orders and dummy destinations, the goods are liable to be diverted to almost any country than that to which they were originally consigned. If the goods are taken and paid for, however, we need not concern ourselves as to their ultimate destination.

AS SURE AS THE
SUN RISES

**Voigt's
CRESCENT
FLOUR**

**Makes Best Bread
and Pastry**



Exquisitely Delicious

For cold desserts, pudding, sauces, icings, confections.

Mapleline

The Master Flavor
Rich and Mellow

Order from
Louis Hilfer Co.
1503 State Bldg. Chicago, Ill.
CRESCENT MFG. CO.
Seattle, Wash.

POTATO BAGS

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

ROY BAKER

Wm. Alden Smith Bldg. Grand Rapids, Mich.

Rea & Witzig

**PRODUCE
COMMISSION
MERCHANTS**

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

Established 1873

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.

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.

"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

British Grocers Enlist for European War.

In the course of the twenty-fifth annual conference of the Federation of Grocers' Associations of the United Kingdom at Nottingham, England, recently the information came out that not less than 20,000 recruits from the ranks of the grocers and allied trades have joined the British colors in the European war. The list includes both employers and employed. They have left their places in the stores for places in the trenches and preparatory camps, while, with a considerable degree of success, their places at home have been taken by women.

Important items of public interest which were discussed were the questions of early closing and food taxes. In regard to the former, a resolution from Southport was adopted urging compulsory closing at 6 each night during the war.

The parliamentary and emergency committees reported on how the war has affected the grocery industry and the assistance given by the Federation to meet the emergency. Very early in the war, it states, it was found necessary to deal with the important article of sugar, the supply of which was very seriously threatened by the cessation of imports from the enemy countries. Strong support was given to the government and to the Royal Commission on Sugar Supplies, and when it became necessary to fix a minimum price the Federation took prompt action to carry out the government's requests and to bring about a uniformity of trade action. Happily the period for fixing prices came to an end in November last.

There were meetings of different counties of the Federation, and the benevolent fund announced that they had invested £1,000 in the war loan.

Lucky Wisconsin.

Wisconsin newspapers have been giving wide publicity to the following.

"Wisconsin's dairy products now bring over one hundred million dollars a year; more than all the gold mined in the United States and Alaska combined. The State produces half of all the cheese made in the United States. For several years Wisconsin has been running neck and neck with the great State of New York in the number of milch cows, but last year, according to Government records, Wisconsin added 30,000 milch cows to its total, while New York remained stationary, so that with 1,550,000 cows within its borders, Wisconsin now surpasses New York or any other state and there is room for a million more on the vacant grass lands of Northern Wisconsin.

"Bearing on the reason for Wisconsin's great gain in the dairy industry, the Wisconsin Advancement Association learns that there have been added nearly thirty new creameries in the upper counties during the last year. Three of the largest creameries in the State are in the upper counties and many of the others are very large. The aggregate output of the three

largest ones will approximate \$1,000,000 this year.

"The farmers of Wisconsin will be affected by the war as little as those of any portion of the United States. There will be a demand for butter and cheese and beef and bacon—war or no war. Again the Wisconsin farmer is at the front in good fortune."

The Virtues of Evaporated Milk.

One of the largest factors in the monthly household account has always been the milk bill. Heretofore it has been impossible to set a good table without an extravagant milk bill. But now there is a way in which clean, sweet, pure milk may be obtained at slight expense. In the Milk Palace on the Avenue of Palms at the Panama-Pacific International Exposition there is a model condensery which illustrates every process of milk evaporation, explaining better than words that evaporated milk is nothing more or less than the best of cow's milk, with the greater part of the water extracted by vacuum, canned according to the best modern and most sanitary methods, and sterilized by steam heat.

A number of white-clad women are demonstrating that this evaporated or condensed cream may be whipped, that it may be diluted and used for anything in which milk is necessary, that, in this way, the milk bill will be reduced one-half, and maybe more. A pint can of milk will go as far as a quart of fresh milk, with the added attribute that it will keep in a cool place for several days.

Early Water Melons From Mexico.

The first shipment of watermelons from Sonora to the United States passed through Nogales on May 13. The melons were grown by Chinese farmers in a small river valley in the Southern part of the district. As a result of the late spring in Northern Mexico the ripening of the melons was considerably later this season than usual, but the melons matured sufficiently to permit them to compete in the California markets with the earliest melons produced in the Imperial and other California valleys. All the melons first shipped went to Los Angeles and San Francisco. Since the first shipment watermelons to the value of \$2,500 have been shipped. The number produced for export would have been considerably larger had the heavy winter floods not destroyed much of the silt land in the valleys best suited for melons.

Berry Crates by Parcel Post.

Orders by the Postmaster General that the size limit of parcel post packages be increased to eighty-four inches for length and girth combined is found to permit mailing the standard size fruit and berry crates. This is an increase of twelve inches. The order is said to be the result of a widespread request. A receipt system has been established calling for a one-cent charge.

It's sometimes hard for a man to adjust his religion to fit his business.

Egg Quality and the Retailer.

During such weather as we have lately experienced in this city the responsibility for the sale of unappetizing eggs to the "ultimate consumer" is very likely to lie with the retailer. Many retailers have no fitting appreciation of the perishability of eggs, or the relatively short exposure to summer heat that will develop objectionable flavors. And no matter how much care a jobber may use in candling and selecting eggs, he cannot insure his customers against complaints from their trade if the eggs are permitted, as is frequently the case to sit about on the grocery floor or in the show window for a day or more with the thermometer hovering about the 90 deg. mark. Of course every jobber should be interested in his eggs giving perfect satisfaction and this satisfaction cannot be realized if retailers are not induced to properly care for their current supply. Several of our most progressive jobbers have lately undertaken an active educational campaign along this line, mailing pointed circulars on the care of eggs to all their customers and advising smaller and more frequent purchases when facilities for preserving quality are not provided. The idea is worth a more general application.—New York Produce Review.

Sell 'Em Early.

A. C. Smith, of the poultry division of the Minnesota College of Agriculture, in further encouragement of "swatting the rooster," says:

"Poultry raisers, particularly those not largely engaged in the occupation, market their surplus cockerels sooner or later. All realize that cockerels of the lighter breeds become a nuisance very early in life and for that reason it is very desirable to get rid of such at the broiler age. This is comparatively easy to do in Minnesota, as broilers are used at all seasons in both Minneapolis and St. Paul. So active, in fact, is the demand for chicks under two pounds in both of these cities that often a price of at least 2c a pound above other quotations is offered for them.

"While chicks of the broiler size are always salable, it must be borne in mind that they will not always bring the same prices, and that the present is the time of high prices, which—at the top about July 1—drop soon afterwards, and with accelerated rapidity as the season advances."

Single Buggy Harness

Bridle— $\frac{5}{8}$ pat. leather blinds, over-check, box loops, nose band.

Breast Collar—Extra wide V shaped.

Traces— $1\frac{1}{4}$ inch stitched to breast collar.

Breeching— $1\frac{3}{8}$ wide, $\frac{5}{8}$ hip straps.

Saddle—3 inch pat. leather jockey, stiff or flexible.

Lines—1 x $1\frac{1}{8}$ spring billets.

Hand made from No. 1 oak tanned leather.

Fully warranted for \$20.00.

SHERWOOD HALL CO., LTD.
30-32 Ionia Ave., N. W. Grand Rapids, Mich.

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co.
Burlington, Vt.

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan



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

Mr. Flour Merchant:

You can own and control your flour trade. Make each clerk a "salesman" instead of an "order taker."

Write us to-day for exclusive sale proposition covering your market for

Purity Patent Flour

We mill strictly choice Michigan wheat, properly blended, to produce a satisfactory all purpose family flour.

GRAND RAPIDS GRAIN & MILLING CO.,

Grand Rapids, Michigan

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



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

Michigan Division T. P. A.
President—D. G. MacLaren.
First Vice-President—F. H. Mathison,
Detroit.
Second Vice-President—W. J. Manning,
Detroit.
Secretary and Treasurer—Clyde E. Brown.
State Board of Directors—Walter H. Brooks,
Chairman; Fred H. Locke, J. W. Putnam,
J. E. Cronin, W. A. Hatcher,
C. E. York, W. E. Crowell, C. H. Gallmeyer,
Frank W. Clarke, Detroit.
State Membership Committee—Frank H. Mathison,
Chairman.

Letter From the Old Man to the Boys.

[Continued from last week.]

The number of prospects you call on, the amount of mileage you use up and the genteel sufficiency of the expense accounts you turn in may in a general way indicate that you are hustling. But these things in themselves don't bring in any profit to the house and will never push the numerals on your commission check up another notch. Results are what you are after and what the house wants, and results can be secured only by taking pains.

It is your business as a salesman to go around cracking up our product. What makes it really as good as you say it is? Is it the raw materials? They are the best to be had, to be sure. But a lot of our competitors are getting their supplies from the same source. What makes our product really A-1 top quality is the pains that are taken in its production—pains in getting our material together and sorting out all that isn't up to standard—pains in installing constantly the newest and most up-to-date machinery, in assembling and training a big factory force and in supervising every stage of the process of manufacture so as to get the best possible results.

It is painstaking in conducting all departments to the best advantage which enables us to sell a first-class product at a reasonable price. It is the painstaking of 5,000 men, as individuals and in the aggregate, that holds this organization together and furnishes us all employment. It seems to me as if it were up to you

to take as much pains in the performance of your particular stunt—the selling end of the business—as it is up to the manufacturing end to produce the right class of goods, and up to the managerial end to keep all the parts working together smoothly and steer the business safely over the shoals and off the rocks.

If all the men who have done great things since the making of history began had run on the "near enough" plan, dodging the necessity for taking pains, civilization would never have poked its head out of the shadows of the dark ages. The thing that has given the race of the present its advantages over all preceding generations is organization, which is nothing more nor less than a method of having a great number of people take pains to accomplish the doing of some one thing. Accuracy and thoroughness are the genius of this age.

Don't imagine for a moment that the big skyscrapers of our modern cities, which put it all over anything they had in Babylon or Ninevah, were thrown together in slap-dash fashion by some chap who had in mind only a notion of hustling through his contract in record-breaking time. Every last one of them is a monument to infinite painstaking on the part of an army of individuals. Any little slip in any of the parts would impair the safety of the entire structure. Yet such is the thoroughness of construction in the modern sky-scraper that it stands four square against the winds of heaven and defies the toughest tempest that ever went on a rampage to sway it enough to crack the plaster on its walls.

A slight flaw in a little piece of machinery will turn an ocean steamer with its thousands of passengers into a drifting derelict—as hopeless and forlorn as a yellow cur that has lost its master and doesn't know where to go. If you could trace the flaw back to its original cause you would find that some careless workman who made the part did his work on the "near enough" plan. He gave his employer a hit-or-miss style of performance in return for the wages of a painstaker.

It is most often a single flaw in some small part that wrecks a whole performance. The deacon's wonderful one-horse shay that collapsed all at once in every part was purely a product of a humorous poet's imagination. Most breakdowns are caused by a single imperfection in an aggregate of satisfactory conditions, due to some "near enough" careless fellow who had a contempt for taking pains.

Painstaking is a tremendous factor in values. A piece of pig iron that would stand for little more value than a handful of mud becomes a possession to guard jealously in a safety vault when once an expert jeweler has expended pains upon it by making it into watch springs.

The painstakers are the fellows who are forever putting high values into things around us which before were of no account.

They have fished up the marl at the bottom of the lake and put in through a process that makes it into handsome material for city blocks. They have found a way to make the refuse horns and hoofs of cattle in products which we pay good money for. There is hardly any kind of waste material the painstaker can't turn to some account. Even the castoff clothes which we relegate to the rubbish pile, after passing through the hands of a series of painstakers, come out in the form of fine paper, which is sold at fancy prices. The value of the raw materials out of which that paper was made was very slight. Plus somebody's painstaking that raw material becomes a finished product worth 60 cents a quire.

Thoroughness gets more results than the inspiration of genius. You may happen to stumble on a great notion for a way to accomplish something worth doing, but you can depend upon it that the modus operandi as you first conceived it will need a whole lot of patching up and revising, will have to be experimented with and improved and fixed over, before it will turn out to be of any practical value. The only way to get all these things done successfully is by taking pains.

Selling goods is no exception to the general rule. There are salesmen who seem to secure orders without any apparent effort—men who would have been able to persuade bloody-minded old Nero into buying a hand-embroidered copy of the Golden Rule. You think they have natural endowments above those of the average salesman. Well, often they have; but in a majority of cases the difference between them and men who fail is that they have taken pains to qualify for success. They have not only started out right, but have kept up the painstaking process until it has become a second nature, so that they are practically incapable of oversights or blunders.

Because a man gets results without perceptibly straining after them is no argument that he isn't taking pains every minute and giving careful attention to every detail of his work. Painstaking is not necessarily a laborious process accompanied by the jar and rattle of cerebral machinery. Some people entertain the idea that it means useless drudgery—going about with one's eyes cast down, idiotically counting the cracks in the floor, stepping gingerly along the paths of life, or fumbling forever with foolish trifles, while other men reach out and grasp the big issues.

This idea is all out of plumb with the truth. The real painstaker is the man with accurate apprehension—with

ability to see big possibilities in apparent trifles and to give each particular trifle its due importance in relation to things as a whole. He is the man who insists on accuracy in everything he does, as opposed to the fellow who contents himself with being "near enough."

It is men of this sort that we want on our sales force. We want men who will take pains in studying their product—men who are able to close a big order by showing up the excellence of the product in some technical point which other salesmen might think was purely the factory's business, and no concern of the salesman or his customer. We want salesmen who take pains in locating customers, in calling on customers, in pleasing them, in learning their wants and satisfying them, in seeing that they receive proper service and that the house is fully informed as to just what service is expected. We want men who take pains in finding the possible order, take pains in following it up, take pains in landing it, and take pains in seeing that proper delivery is made.

It is salesmen of this sort that win and merit the confidence of their customers and the confidence of the house. Business is based upon confidence, and confidence goes out only to those who take pains. Painstakers have forty ways of laying the foundations for good business and building upon them the structure of success, while other men are merely surveying for a site.

The Hotel Barry

Hastings, Michigan

Re-opened for Good

Parlor Sample Rooms

Free-Auto to and from all Trains

I will please you if given an opportunity
Ask the Boys

GEO. E. AMES, Prop.

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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

Hotel Breslin

Broadway at 29th St.
New York

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

A High-Class Hotel
with Moderate Rates.

Exceptionally Accessible

500 Rooms—Reasonable Restaurant Charges

RATES:

Single Rooms with Running Water
\$1.00 to \$2.00
Single Rooms with Tub or Shower Bath
\$1.50 to \$5.00
Double Rooms with Running Water
\$2.00 to \$4.00
Double Rooms with Tub or Shower Bath
\$3.00 to \$6.00

UNDER SAME MANAGEMENT AS
COPLEY-PLAZA HOTEL, BOSTON
EDWARD C. FOGG, Managing Director
ROY L. BROWN, Resident Manager

Late News of Interest to Travelers.

Chester M. Devine has purchased the Hotel Devine, at Portland, from J. M. Davidson and has taken possession.

G. H. Graham, of Lansing, Michigan representative of the National Casket Co., of Chicago, is displaying a box containing five gold pieces, the first prize offered by his company to the salesman taking the most orders for embalming fluid during the last year. Mr. Graham was formerly one of the traveling representatives of the Korph Manufacturing Co., of Lansing. Nearly 100 salesmen competed for the prize won by Mr. Graham.

Del Ainsworth, owner of the Graham House, at Lapeer, has disposed of the property to J. Fred Miles of Belleville. Mr. Miles is a hotel man and will make extensive improvements upon the place when he takes possession. He expects to assume possession of the property about September 1.

Guy Pfander, the versatile Battle Creek correspondent of the Michigan Tradesman, is spending a few days in Grand Rapids this week, calling on his local customers. While at Ramona theater Tuesday evening, he was greeted by a lady who was a former resident of Battle Creek who was his newspaper customer fifteen years ago. She insisted that he was just as handsome and debonair as he was when he managed the Battle Creek circulation of the Chicago Record-Herald.

Clarence A. Burke, formerly proprietor of the Hillsdale House, near Comstock, has purchased the E. R. Conrad place on Portage road and will open up a dining hall. A commodious new dining hall will be erected on the property, which is midway between Austin and West Lakes, and in close proximity to Long Lake, and meals will be served at all hours to fishing, hunting and automobile parties. Until the new dining hall is completed, meals will be served in the farm house on the place. Mr. and Mrs. Burke have had considerable experience in conducting dining halls and promise their patrons unusually fine service.

Siftings From the Celery City.

Kalamazoo, Aug. 10.—Saturday was the day planned for the annual picnic of Jackson Council, No. 57, to be held at Vandercook Lake, near Jackson. The Kalamazoo baseball team was invited to come over and play a game of ball in the afternoon. Accordingly the team left Kalamazoo on the Wolverine and arrived in Jackson after passing through a terrific downpour of rain which set in near Albion and was so severe it was impossible to see anything of Parma when we passed through that village. Within a half hour after reaching the Prison City the sky cleared and the team set out for the lake. The ball diamond being located on a somewhat sandy soil was soon dry enough to stage the game. Through an oversight on the part of the management at the park they had leased the grounds to a fireworks display for the following week and they were in possession of the ball grounds. Jackson Council soon had a new diamond laid out and the game was called. The fireworks display had a pole, a Zouave scaling wall with many guy wires, and a long tent all in left field and it was evidently up to every batter to see how many hits he could get in left field. Certainly every man on both teams did his best to keep the left fielders busy,

and the scorer got tired of recording hits. This all worked to the good for the latest addition to Kalamazoo's team was playing his first game in right field and was fortunate enough to get away with it without being mobbed. With the assistance of a field cutting off most of his pasture, the center fielder playing close to him, and the second baseman playing well back, he fielded his position very admirably. Catcher Heuman of the Jackson team swears that he caught his one and only fly in his hat or else his coat and when he came to bat he chased the balls over near the grandstand in his eager efforts to get a swipe at the ball. Heuman says he could not get the pitcher to throw them wide enough to escape. The game finally ended with a nine to eight score in favor of Kalamazoo. Everyone was in for a good time and they certainly did enjoy themselves. The game was filled throughout with many exciting close plays.

Jackson Council took the boys over to their picnic grounds and gave them a fine supper following races, ball throwing, and numerous sports. During the contests, someone took two of the grips of the Kalamazoo team and loaded them full of stones as souvenirs of the day. The team returned on the 7:40 M. C. to dry Kalamazoo.

Mr. and Mrs. Hopkins spent Sunday at Jackson, the guests of Grand Secretary Heuman and his family, who certainly were very kind in their entertainment and gave them a good view of the industries which their city houses.

C. E. Spencer is back on the road again, after a vacation caused by the breaking of his arm in the interurban wreck at Plainwell early in July.

A. H. Bennett is laid up with a bad foot due to his stepping on a nail last week.

It is rumored that the M. U. T. is going to abandon its corkscrew twist road from Kalamazoo to Comstock and build a continuation of their Lincoln avenue city line by the new Rex paper mill and then on to Comstock, which will be a little over a mile from the mill. This will necessitate a crossing over the M. C. near the paper mills, which will, in all probability, have to be elevated, owing to the bad curve at this point.

R. S. Hopkins, Sec'y.

Flint to Join Jackson and Lansing.

Lansing, Aug. 10.—The Flint Grocers and Meat Dealers' Association has decided to join the Lansing and Jackson Associations in their annual picnic to be held Thursday, August 12, at Pine Lake.

Word to this effect was received from Secretary Charles W. Grobe, of the Flint Association by John Affeldt of this city, Thursday night.

The Flint Association has chartered a special Grand Trunk train, which will arrive at Haslett early Thursday morning.

Flint is making an effort to have a record crowd make the trip and the committees intimate that they will bring a band and a snappy baseball team composed of Association members.

The final arrangements for the picnic are fully completed. Last Thursday O. H. Bailey, John Affeldt, Jr., J. P. Manning and Jack Brusselbaugh, of the local committee, went to Jackson to confer with the special committee of that Association. The local committee arranged to meet the Jackson contingent with band and special car at 7:15 o'clock the morning of the outing. The first event scheduled for the Jackson visitors is an inspection of the factory of the Reo Motor Car Co.

E. L. May, formerly manager of the credit bureau of the local grocers and butchers, has succeeded John Alger in the grocer business at 779 North Coit avenue.

Sparks From the Electric City.

Muskegon, Aug. 10.—Isaac Grossman, of Grossman Bros., is wearing the quaker oat smile. No wonder! He is the proud father of a nine pound boy. Mrs. Grossman and the recruit are reported doing fine. The Muskegon travelers unite with the Tradesman in congratulating the proud parents.

Henry Winteregg, of Hesperia, was a Muskegon visitor this week.

J. Hunt has purchased the interest of his partner, Henry Winteregg, of the firm of Winteregg & Hunt, of Hesperia, and will continue doing business under the style of J. Hunt.

As our report must be in Grand Rapids before 10 a. m., the writer will report the Muskegon business men's picnic in the next issue. All arrangements have been completed to show the people of Western Michigan one of the grandest times they have ever witnessed. The reception committee have figured that there may be 20,000 people at this event. There will be six caretakers for automobiles and a hospital tent on the grounds with attendants; in fact, no stone will be left unturned for making this grand event a success.

George Dixon, of Bunte Bros., was traveling the Northern territory last week.

As a traveler's life is sometimes a little weary, we sometimes appreciate any small effort that is being put forward by the hotel men for our benefit. Outsiders hearing the commercial man boasting might think we were being paid to do so by the hotel. However, this is not the case.

We wish to call attention to the Hotel Michigan, of Charlevoix, formerly known as the Elston Hotel. Mr. and Mrs. Boissatt are the proprietors of this hostelry and are doing everything in their power to make life worth while for the traveling man. Frank Boissatt is an old traveler, having been on the road for a number of years and knows the needs and requirements of the boys, while Mrs. Boissatt has been in the hotel business for a number of years and understands how we appreciate those little details in seeing we have a nice room and making the boys feel at home. Last February part of the hotel burned and, as a result of this disaster, the dining room and kitchen are new. The entire second floor is new and every room on that floor is equipped with bath. Every Friday night a dance is given for the benefit of the boys which is well attended. Every day, rain or shine, chicken is served.

As we expect to be on the job early Wednesday morning welcoming the out-of-town guests at our picnic, we must cease or our wires may get crossed and instead of heading our column as it is we may have to change same to read Shocks from the Shocker of Shockville. Milton Steindler.

Would Like to See a Mine.

Houghton, Aug. 10.—An examination of candidates for pharmacist certificates will be held in Houghton August 24, 25 and 26 at the Michigan College of Mines. Secretary Charles S. Koon so advised Abel Olson of the Atkin pharmacy yesterday. Mr. Olson and Mr. Koon are old friends and the latter asked the assistance of the Houghton man in spreading the tidings.

"The Michigan Board of Pharmacy liked Houghton so well last year that they decided to hold the examination there again this year," said Mr. Koon in his letter. He also makes this naive statement:

"I hope it will be so we can visit one of the mines this time. Last year we went to Lake Linden but did not get to see the inside of a mine."

Mr. Olson is going to make an effort to give the Board members a chance to see a mine, although he will not take them to Lake Linden for the purpose. The Lake Linden mines are not open to visitors.

This examination is for the Upper Peninsula, although open to candidates of the entire State. All candidates must be present at 9 o'clock the morning of August 24.

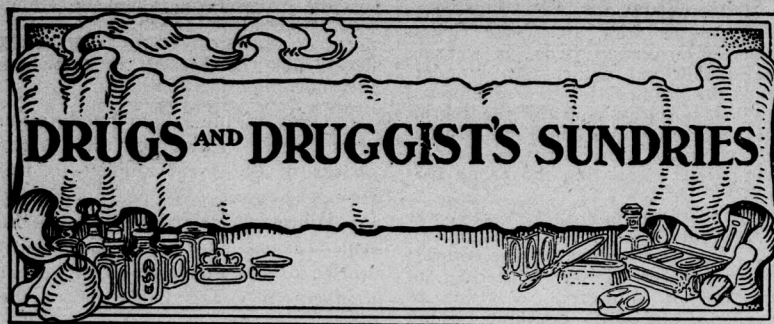
A study of the fall in immigration by countries throws light on various phases of the great conflict in Europe. Thus we have heard much of the failure of Ireland to rally to the Allied cause, and there have been stories of the emigration of great numbers of young Irishmen for the purpose of avoiding enlistment and possibly conscription. Yet there has been a falling off in Irish immigration of 10,000 from the figures of some 25,000 for last year, or a decline of 40 per cent., whereas immigration from England has declined only 37 per cent. That is, fewer Irishmen have left the United Kingdom during the year of war than Englishmen. The most extraordinary decline has been in Italian immigration, a fall of 238,000 from last year's total of 284,000, or more than 80 per cent. Undoubtedly, the Italian government checked immigration by calling men to the colors, although Italy's participation came only within the last two months of the year in question. Yet it is hard to escape the impression that many thousands of Italians remained at home in anticipation of war, presumably out of a sense of patriotic duty. If we wish we can read into this fact a proof of the popularity of the war against Austria. On the other hand, it would appear that from the Russian and Hapsburg empires, participants in the war from the beginning, the emigration fell off only 50 per cent.

The constantly recurring question is as to how long the European war will last. W. E. Corey, former President of the United States Steel Corporation, recently returned to New York, gives it as his opinion it will last three years more. That is a year beyond Kitchener's estimate. In an interview, Mr. Corey says: "This is a war of chemistry and mechanics" and there is ample warrant for such designation. Yesterday's dispatches tell how the Germans are now making use of liquid fire, and frequently they have resorted to poisonous gases to overcome the enemy. All the belligerents depend much on modern mechanical devices, such as the submarine and the airship. Indeed, the present day gun is a marvel of mechanical ingenuity and accuracy. That country which can devise something new and dangerous and use it first has a manifest advantage.

Guy W. Rouse, President of the Worden Grocer Company, has returned from Winchester, Wis., where he devoted three weeks' time to recuperation from his recent hospital experience. He is looking rugged again and has settled down to work with even more than his old-time vigor.

Harm Van Dyke succeeds Jacob Dykehouse in the second-hand furniture business at 1009 Division avenue, South.

Clemens & Brakesma succeed A. F. Vollette in the plumbing business on Robinson Road.



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 G. Steketee, Grand Rapids.
Next Annual Meeting—Detroit, June 20, 21 and 22, 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.

Effective Methods of Selling Drug Specialties.

The keen business man will understand that there are to-day very few haphazard successes. With every line of business which has grown into successes in recent years there has been a well thoughtout and carefully developed underlying method which has been so perfected that the workings of the business simply resolve themselves into a continuous growth of sales and general business development.

The building of a business, whether it be new or old, is neither a complicated nor a difficult process. In fact, it is as simple as the eating of three meals per day, provided you give the subject just a little thought and attention.

First, you must survey your surrounding fields of opportunity. How many miles can you travel in each direction before you come in contact with a business of the same nature as yours where the store or stock rooms are equipped with as large and as varied a stock as yours? Remember, I mean opposition in other towns and cities now, and not the fellow down the street, for we are going to leave him entirely out of the question in this article. Now, consider in which direction or directions there are the greatest possibilities for good trade and why. Where do the most people live that use the particular kind of goods which you handle or desire to sell? With these problems solved, you will understand your field of business possibilities better than you ever did before.

But you must not stop at that. You must ascertain, through enquiries from old residents in each section, through the newspapers, through personal investigation or by help of reg-

istry lists, just as many names and addresses of parties using your different goods and specialties as you possibly can. In doing this, care should be taken to classify your addresses carefully. For instance, if you write the addresses in books for use, then I would advise having a book or a section of a book for each of the following headings and then classify your names under each heading:

Large families having considerable use for drug specialties.

Small families buying only a limited amount of your goods yearly.

Newly wedded couples.

New families in the community.

If you classify your lists in this way, you will be able to save considerable money with your advertising matter in many cases, and at the same time always be able to direct the text of your advertising specifically to the class of people that you most desire to reach. Again this classification will always show you just the possibilities of sale for the different lines of goods which you carry. It will also serve as a guide in buying stock.

But, of course, the main purpose of the classified list of names is that of circularizing. In order to do this most effectively you should first classify the goods you have to offer. For instance, there will be a very few things which you can sell by parcel post, and you should make a list of these, together with the probable post charges on each article or group of articles. There will be still other things which would go by express if orders are received by mail, and these should be listed together with an estimate of express charges. It will not be difficult to estimate these things, for in your business you will cater mainly to persons living within twenty miles of your place of business, so that there will be but little difference in either parcel post or express charges. When you have these two lists complete, then practically all of your remaining goods will need to be sent prepaid.

Such systematic preparation, and the careful classification of all new stock needed, as it is added, will fit you for the launching of a highly successful advertising and selling campaign.

Your local or nearest local newspaper will, of course, demand your first attention, and a good, live advertisement of your various kinds of drug specialties should be kept running with frequent changes of copy adaptable to the season. For instance, hot weather specialties should be advertised in the summer season.

Of course, there will be some demand for a few things at practically all times, but there is always in every community a certain time of the year when the majority of housewives are engaged in one particular kind of work, and the things used or needed in that kind of work will be the logical things to advertise. Therefore, before writing any piece of advertising literature or advertisement, it is well to ask yourself the question, "What do the housewives need most at this particular time?" The answer will usually give you the subject for a winning advertisement that will produce good results.

To supplement your newspaper advertising you need a good follow-up system through which you will reach every housewife in your section constantly.

Circular letters cost about \$4 per thousand and are very effective if properly written. The farmer's wife may be approached by the price almost the first thing in your letter. Town ladies should have the convenience or use of the article emphasized, while the wealthy will be most interested in scientific advantages. You will find it profitable to arrange your letters or circular matter to appeal to the different classes of buyers.

Advertising matter sent under a one-cent stamp should be mailed to your possible customers about once every couple of months. The cost of printing, addressing and mailing of 1,000 letters should not exceed \$20, and if done six times a year the cost will be \$120. It certainly seems that 6,000 letters sent in that manner ought to bring an average of one order from every two customers at least which would not have been received if the advertising had not been done. Figuring on this basis, your profit from 500 average orders should be at least \$300, which would bring you away ahead of the game.

Arrangements can be made with manufacturers or wholesalers to furnish you with 1,000 circulars of certain lines with your name and address printed on them without cost and by enclosing one of these in each letter, additional business may be secured. If manufacturers know that you will honestly place the circular or other advertising matter in the

hands of a possible customer they will be only too glad to furnish you with plenty of valuable circular cards, folders, and booklets. But be sure that they have your name and address printed on them. Don't use a rubber stamp any more than is necessary.

The personal element must be woven into a business of this kind also. You will never lose an opportunity to refer to certain persons who have purchased goods from you and found them satisfactory in every way—asking permission of the party first, of course.

When a customer wants a certain thing, don't try to work off something else on them unless you are positive it is just as good. Go to a little extra trouble in trying to supply just the particular kind of goods that they desire if it is possible for you to do so. It will pay you well in the end.

W. Clement Moore.

Drug Clerks of State Organizing.

Detroit, Aug. 9.—P. A. Mandabach, of Chicago, Secretary of the National Association of Drug Clerks, is in Detroit organizing a Michigan Drug Clerks' Association. He has already obtained 122 Detroit clerks as charter members of the Association. The membership in the State includes 380 clerks. When the number reaches 500 the work of organizing will be perfected.

Two of the leading spirits in the movement in Detroit are Edmund R. Parshell and Raymond J. LeJeunesse. Another prominent in the State organization is Jess Leeven, of Benton Harbor.

The Michigan Association, once formed, will be affiliated with the National body. The object of the organization is twofold. It will have a social side and will encourage a widespread adoption of new methods in pharmaceutical work.

Alex Robertson has purchased a lot on the business street in Orleans of Miss Minnie Greenop for the purpose of erecting a bank building. He has also purchased the Orleans elevator and business of Mr. Savage, in which the Post Bros. will drop their interests in Orleans and will run an elevator at Hammond, Ind.

UNIVERSAL CLEANER

Great for the pots—great for the pans
Great for the woodwork—great for the hands.

ORDER FROM YOUR JOBBER

Announcement to the Drug Trade

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

O. F. Schmid Chemical Company
Jackson, Michigan

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Big Rapids is making improvements in its fire department and hopes to secure a reduction in insurance rates.

Saginaw will add two pieces of motor driven apparatus to its equipment.

Two drinking fountains of white porcelain in pleasing design have been installed at Fennville. They were presented to the village by Miss Florence Dutcher.

Lake Odessa has organized a Board of Commerce with the following officers: President, G. A. Weed; Vice-President, C. B. Carpenter; Secretary, F. A. Page; Treasurer, H. C. Lawrence.

Owosso has bought an oil sprinkling outfit for use in keeping down the street dust.

Truck gardens for the poor are being successfully conducted on vacant lots at Adrian and eight families are providing themselves with food for the winter. The Associated Charities hired the plowing done and furnished the seed. The number of gardens will be doubled next year.

Clio has signed a contract with the Flint Electric Co. for lights. All public buildings and streets will be lighted on a flat rate of 4 cents a kilowatt hour while the rate to private consumers will be on a sliding scale of 3 to 10 cents.

The Commercial Club of Lapeer protests the action of the school board in raising its foreign tuition rate from

\$20 to \$30, on the ground that it will reduce the attendance and will affect business interests. The outside enrollment last year was over 100 students.

The Michigan Light Co. has accepted the 85 cent gas rate for Flint, as fixed by a majority of the board of arbitrators, but reserves the right to contest the decision if it is found the company cannot operate except at a loss.

The beautiful rose garden at the Union station in Alma, which is the delight of all travelers, is due to the efforts of the Alma Civic Improvement League and to Mrs. Francis King, of that city. A former mud hole has been transformed into a beauty spot and a most charming entrance way to the town.

Cadillac shipments show a gain over last year. The Grand Rapids & Indiana Railway handled for the months of May and June upwards of thirty million pounds more freight in and out than for the same months last year.

Silk mills at Belding are again in operation, after a shutdown of three weeks. While some of them are not running with full force it is expected that within a few weeks every machine will be humming. Almond Griffen.

An Accomplished Woman.

Mistress—Look here, Susan, I can write my name in the dust upon this table.

Susan—Ah, mum, there's nothing like eddication, is there, mum?

Time Flies

The season has again arrived in which holiday goods for drug trade are bought and assortments arranged for the coming holiday season.

Our three sundry salesmen are now out with lines of samples which we believe have been bought and assorted not only as to styles, but as to prices to fit the popular demand of this season.

Please reserve your orders until you have seen our line. When it is shown you will realize that it is extensive and complete, and as all samples are marked in plain figures and upon what we believe to be an equitable basis, we will consider it a favor if you will hold your orders until you have had at least an opportunity to inspect our samples.

Our customers will receive announcements from time to time of the arrival of our travelers.

Thanking you in advance, we remain,

Yours respectfully,

Hazeltine & Perkins Drug Co.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Mustard, true	9 00@9 50	Ipecac	@ 75
Acetic	6 @ 8	Mustard, artif'l	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	65@ 75	Olive, Malaga,		Nux Vomica	@ 70
Muriatic	1 34@ 5	yellow	1 55@1 65	Opium	@ 2 75
Nitric	7 1/2@ 12	Olive, Malaga,		Opium, Capmh.	@ 90
Oxalic	4 1/2@ 5 1/2	green	1 50@1 60	Opium, Deodorz'd	@ 2 75
Sulphuric	2 @ 5	Orange Sweet	3 00@3 25	Rhubarb	@ 70
Tartaric	55@ 60	Organum, pure	@ 2 50		
		Organum, com'l	@ 75	Paints	
Ammonia		Pennyroyal	2 25@2 50	Lead, red dry	7 1/2@ 8
Water, 26 deg.	6 1/2@ 10	Peppermint	2 50@2 75	Lead, white dry	7 1/2@ 8
Water, 18 deg.	4 1/2@ 8	Rose, pure	14 50@16 00	Lead, white oil	7 1/2@ 8
Water, 14 deg.	3 1/2@ 6	Rosemary Flows	1 50@1 75	Ochre, yellow bbl.	1 @ 1 1/4
Carbonate	13 @ 16	Sandalwood, E.		Ochre, yellow less	2 @ 5
Chloride	10 @ 25	I.	7 25@7 50	Putty	@ 2 1/2
		Sassafras, true	@ 1 10	Red Venet'n bbl.	1 @ 1 1/2
Balsams		Sassafras, artif'l	@ 60	Red Venet'n less	2 @ 5
Copaiba	75@1 00	Spearmint	3 25@3 50	Vermillion, Eng.	1 25@1 50
Fir (Canada)	1 25@1 50	Sperm	90@1 00	Vermillion, Amer.	15 @ 20
Fir (Oregon)	40@ 50	Tansy	4 00@4 25	Whiting, bbl.	1 11-10@1 1 1/2
Peru	4 75@5 00	Tar, USP	30@ 40	Whiting	@ 2 5
Tolu	75@1 00	Turpentine, bbls.	@ 48	L. H. P. Prep'd	1 35@1 45
		Turpentine, less	55@ 60		
Berries		Wintergreen, true	@ 5 00	Insecticides	
Cubeb	85 @ 90	Wintergreen, sweet		Arsenic	10@ 15
Fish	15 @ 20	birch	3 00@3 25	Blue Vitrol, bbl.	@ 8 1/4
Juniper	10 @ 15	Wintergreen, art	2 00@2 25	Blue Vitrol, less	9 @ 15
Prickly Ash	@ 50	Wormseed	3 50@4 00	Bordeaux Mix Pst	8 @ 10
		Wormwood	4 00@4 25	Hellebore, White	
Barks				powdered	17 @ 25
Cassia (ordinary)	25@ 30	Potassium		Insect Powder	30 @ 50
Cassia (Saigon)	65@ 75	Bicarbonate	36@ 40	Lead Arsenate	8 1/2 @ 16
Elm (powd. 30c)	27 @ 30	Bichromate	27 @ 30	Lime and Sulphur	
Sassafras (pow. 30c)	@ 25	Bromide	1 65@1 75	Solution, gal.	15 @ 25
Soap Cut (powd.)		Carbonate	43 @ 50	Paris Green	20 @ 25
35c	23 @ 25	Chlorate, xtal and		Miscellaneous	
		powdered	42 @ 45	Acetanilid	1 10@1 25
Extracts		Chlorate, granular	47 @ 50	Alum	6 @ 8
Licorice	30 @ 35	Cyanide	30 @ 45	Alum, powdered and	
Licorice powdered	35 @ 40	Iodide	4 25@4 40	ground	7 @ 10
		Permanganate	1 25@1 35	Bismuth, Subni-	
Flowers		Prussiate, yellow	@ 1 10	trate	2 97@3 10
Arnica	30 @ 40	Prussiate, red	1 65@1 75	Borax xtal or	
Chamomile (Ger.)	90@1 00	Sulphate	20 @ 25	powdered	6 @ 12
Chamomile (Rom)	55 @ 60			Cantharades po	2 00@7 00
		Roots		Calomel	1 78@1 82
Gums		Alkanet	30 @ 35	Capsicum	30 @ 35
Acacia, 1st	50 @ 60	Blood, powdered	20 @ 25	Carmine	4 25@4 50
Acacia, 2nd	45 @ 50	Calamus	50 @ 75	Cassia Buds	@ 40
Acacia, 3rd	40 @ 45	Elecampane, pwd.	15 @ 20	Cloves	30 @ 35
Acacia, Sorts	20 @ 25	Gentian, pwd.	15 @ 25	Chalk Prepared	6 @ 8 1/2
Acacia, powdered	30 @ 40	Ginger, African,		Chalk Precipitated	7 @ 10
Aloes (Barb. Pow)	22 @ 25	powdered	15 @ 20	Chloroform	42 @ 48
Aloes (Cape Pow)	20 @ 25	Ginger, Jamaica,	25 @ 30	Chloral Hydrate	1 25@1 45
Aloes (Soc. Pow.)	40 @ 50	Ginger, Jamaica,		Cocaine	4 60@4 90
Asafoetida	60 @ 75	powdered	26 @ 30	Cocoa Butter	55 @ 65
Asafoetida, Powd.		Goldenseal pow.	6 50@7 00	Corks, list, less 70%	
Pure	@ 1 00	Ipecac, powd.	4 25@4 50	Copperas, bbls.	@ 01
U. S. P. Powd.	@ 1 25	Licorice	18 @ 20	Copperas, less	2 @ 5
Camphor	55 @ 62	Licorice, powd.	12 @ 13	Copperas, powd.	4 @ 6
Guaiac	40 @ 45	Orris, powdered	30 @ 35	Corrosive Sublim	1 73@1 80
Guaiac, powdered	50 @ 55	Poke, powdered	20 @ 25	Cream Tartar	40 @ 45
Kino	70 @ 75	Rhubarb	75@1 00	Cuttlebone	45 @ 50
Kino, powdered	75 @ 80	Rhubarb, powd.	75 @ 125	Dextrine	7 @ 10
Myrrh	@ 40	Rosinweed, powd.	25 @ 30	Dover's Powder	@ 2 50
Myrrh, powdered	@ 50	Sarsaparilla, Hond.	@ 65	Emery, all Nos.	6 @ 10
Opium	8 30@8 50	ground	@ 20	Emery, powdered	5 @ 8
Opium, powd.	9 80@10 00	Sarsaparilla Mexican,		Epsom Salts, bbls.	@ 4 1/2
Opium, gran.	10 00@10 25	ground	20 @ 35	Epsom Salts, less 5%	8
Shellac	28 @ 35	Squills	20 @ 35	Ergot	2 00@2 25
Shellac, Bleached	30 @ 35	Squills, powdered	40 @ 60	Ergot, powdered	2 75@3 00
		Tumeric, powd.	12 @ 15	Flake White	15 @ 20
Tragacanth		Valerian, powd.	25 @ 30	Formaldehyde lb.	10 @ 15
No. 1	2 25@2 50			Gambier	15 @ 20
Tragacanth pow	1 25@1 50	Seeds		Gelatine	60 @ 75
Turpentine	10 @ 15	Anise	20 @ 25	Glassware, full cases 80%	
		Anise, powdered	@ 25	Glassware, less 70 & 10%	
Leaves		Bird, ls	@ 12	Glauber Salts bbl.	@ 1 1/4
Sage, powdered	@ 50	Canary	8 @ 12	Glauber Salts less 2 @ 5	
Buchu	1 65@1 75	Caraway	15 @ 20	Glue, brown	11 @ 15
Buchu, powd.	1 75@2 00	Cardamon	2 00@2 25	Glue, brown grd.	10 @ 15
Sage, bulk	@ 40	Celery (powd. 50)	38 @ 45	Glue, white	15 @ 25
Sage, 1/4s loose	@ 45	Coriander	10 @ 18	Glue, white grd.	15 @ 20
Senna, Alex	30 @ 35	Dill	20 @ 25	Glycerine	26 @ 35
Senna, Tinn.	30 @ 35	Fennel	40 @ 45	Hops	45 @ 60
Senna, Tinn powd	35 @ 40	Flax	5 @ 10	Indigo	1 25@1 50
Uva Ursi	18 @ 20	Flax, ground	5 @ 10	Iodine	5 23@5 46
		Foenugreek, pow.	8 @ 10	Iodoform	5 20@5 80
Oils		Hemp	6 @ 10	Lead Acetate	15 @ 20
Almonds, Bitter,		Lobelia	@ 50	Lycopodium	1 35@1 50
true	6 50@7 00	Mustard, yellow	16 @ 20	Mace	85 @ 90
Almonds, Bitter,		Mustard, black	16 @ 20	Mace, powdered	95 @ 1 00
artificial	4 75@5 00	Mustard, powd.	22 @ 30	Menthol	3 50@3 75
Almonds, Sweet,		Poppy	15 @ 20	Menthol	3 75@4 00
true	1 25@1 50	Quince	1 00@1 25	Morphine	5 65@5 90
Almonds, Sweet,		Rape	@ 15	Nux Vomica	@ 15
imitation	50 @ 60	Sabadilla	@ 35	Nux Vomica pow.	@ 20
Amber, crude	25 @ 30	Sabadilla, powd.	@ 40	Pepper, black pow.	@ 30
Amber, rectified	40 @ 50	Sunflower	12 @ 15	Pepper, white	@ 35
Anise	2 00@2 25	Worm American	20 @ 25	Pitch, Burgundy	@ 15
Bergamont	4 50@4 75	Worm Levant	1 00@1 10	Quassia	10 @ 15
Cajeput	1 35@1 60			Quinine, all brds	35 @ 45
Cassia	1 75@2 00	Tinctures		Quinine Salts	34 @ 40
Castor, bbls. and		Aconite	@ 75	Saccharine	7 00@7 25
cans	15 @ 17 1/2	Aloes	@ 65	Salt Peter	22 1/2 @ 30
Cedar Leaf	90 @ 1 00	Arnica	@ 75	Seidlitz Mixture	30 @ 35
Citronella	75 @ 1 00	Asafoetida	@ 1 35	Soap, green	15 @ 20
Cloves	1 75@2 00	Belladonna	@ 1 65	Soap, mott castile	12 @ 15
Cocanut	20 @ 25	Benzoin	@ 1 00	Soap, white castile	@ 6 75
Cod Liver	2 75@3 00	Benzoin Compo'd	@ 1 00	less, per bar	@ 75
Cotton Seed	85 @ 1 00	Buchu	@ 1 50	Soda Ash	1 1/2 @ 5
Croton	2 00@2 25	Cantharides	@ 1 80	Soda Bicarbonate	1 1/2 @ 5
Cupbebs	3 75@4 00	Capsicum	@ 90	Soda, Sal	1 @ 4
Eigeron	1 75@2 00	Cardamon	@ 1 50	Spirits Camphor	@ 75
Eucalyptus	1 00@1 20	Cardamon, Comp.	@ 2 00	Sulphur roll	@ 5
Hemlock, pure	@ 1 00	Catechu	@ 60	Sulphur Subl.	3 @ 5
Juniper Berries	2 50@2 75	Cinchona	@ 1 05	Tamarinds	15 @ 20
Juniper Wood	70 @ 90	Colchicum	@ 75	Tartar Emetic	@ 60
Lard, extra	80 @ 90	Cubebs	@ 1 20	Turpentine Venice	75 @ 85
Lard, No. 1	65 @ 75	Digitals	@ 80	Vanilla Ex. pure	1 00@1 50
Laven'r Flowers	@ 60	Gentian	@ 75	Witch Hazel	65 @ 1 00
Lemon	2 00@2 25	Ginger	@ 95	Zinc Sulphate	7 @ 10
Linseed, boiled, bbl.	@ 54	Guaiac	@ 1 05		
Linseed, bld. less 59	@ 65	Guaiac Ammon.	@ 80		
Linseed, raw, bbl.	@ 53	Iodine	@ 2 00		
Linseed, raw, less 58	@ 65	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

Currants

DECLINED

Hd. Picked Beans
Barley

Index to Markets

By Columns

		1		2	
		AMMONIA		Clams	
Ammonia	Col.	12 oz. ovals, 2 doz. box	75	Little Neck, 1 lb. ..	@1 25
Axle Grease	1	AXLE GREASE		Clam Bouillon	
Baked Beans	1	Frazer's.		Burnham's 1/2 pt.	2 25
Bath Brick	1	11 lb. wood boxes, 4 doz.		Burnham's pts.	3 75
Bluing	1	3 1/2 lb. tin boxes, 2 dz.		Burnham's qts.	7 50
Breakfast Food	1	10 lb. pails, per doz.		Corn	
Brooms	1	15 lb. pails, per doz.		Fair	65 @ 70
Brushes	1	25 lb. pails, per doz.		Good	90 @ 1 00
Butter Color	1	BAKED BEANS		Fancy	@1 30
Candles	1	No. 1, per doz.		French Peas	
Canned Goods	1-2	No. 2, per doz.		Monbador (Natural)	
Carbon Oils	2	No. 3, per doz.		per doz.	1 75
Catsup	3	BATH BRICK		Gooseberries	
Cheese	3	English		No. 2, Fair	1 35
Chewing Gum	3	BLUING		No. 2, Fancy	2 50
Chicory	3	Jennings'.		Hominy	
Chocolate	3	Condensed Pearl Bluing		Standard	85
Clothes Lines	3	Small C P Bluing, doz.		Lobster	
Cocoa	3	Large C P Bluing, doz.		1/4 lb.	1 45
Cocanut	3	Folger's.		1/2 lb.	2 25
Coffee	3	Summer Sky, 3 dz. cs.		Picnic Flat	2 80
Confections	4	Summer Sky, 10 dz bbl		Mackerel	
Cracked Wheat	5	BREAKFAST FOODS		Mustard, 1 lb.	1 80
Cream Tartar	6	Apetizo, Biscuits		Mustard, 2 lb.	2 80
Dried Fruits	6	Bear Food, Pettijohns ..		Soused, 1 1/2 lb.	1 60
Evaporated Milk	6	Cracked Wheat, 24-2 ..		Soused, 2 lb.	2 75
Farinaceous Goods	6	Cream of Rye, 24-2 ..		Tomato, 1 lb.	1 50
Fishing Tackle	6	Quaker Puffed Rice		Tomato, 2 lb.	2 80
Flavoring Extracts	7	Quaker Puffed Wheat ..		Mushrooms	
Flour and Feed	7	Quaker Brkfst Biscuit ..		Buttons, 1/2 s	@ 15
Fruit Jars	7	Quaker Corn Flakes		Buttons, 1 s	@ 32
Gelatine	7	Victor Corn Flakes		Hotels, 1 s	@ 20
Grain Bags	7	Washington Crisps		Oysters	
Herbs	7	Wheat Hearts		Cove, 1 lb.	@ 75
Hides and Pelts	8	Wheatena		Cove, 2 lb.	@ 1 40
Horse Radish	8	Evaporated Sugar Corn ..		Plums	
Jelly	8	Farinose, 24-2		Plums	90 @ 1 35
Jelly Glasses	8	Grape Nuts		Pears in Syrup	
Macaroni	8	Grape Sugar Flakes		No. 3 cans, per doz.	1 50
Mapleine	8	Sugar Corn Flakes		Peas	
Meats, Canned	9	Hardy Wheat Food		Marrowfat	90 @ 1 00
Mince Meat	9	Holland Rusk		Early June	1 10 @ 1 25
Molasses	9	Krinkle Corn Flakes		Early June sltd ..	1 45 @ 1 55
Mustard	9	Mapl-Corn Flakes		Peaches	
Nuts	9	Minn. Wheat Cereal		Pie	1 00 @ 1 25
Olives	9	Ralston Wheat Food		No. 10 size can pie ..	@ 3 25
Pickles	9	Ralston Wht Food 10c ..		Pineapple	
Pipes	9	Roman Meal		Grated	1 75 @ 2 10
Playing Cards	9	Saxon Wheat Food		Sliced	95 @ 2 60
Potash	9	Shred Wheat Biscuit		Pumpkin	
Provisions	9	Triscuit, 1 s		Fair	80
Rice	9	Pillsbury's Best Cerl ..		Good	90
Rollad Oats	9	Post Toasties, T-2		Fancy	1 00
Salad Dressing	9	Post Toasties, T-3		No. 10	2 40
Saleratus	9	Post Tavern Porridge ..		Raspberries	
Salt	9	Fancy Parlor, 25 lb.		Standard	@
Salt Fish	9	Parlor, 5 String, 25 lb.		Salmon	
Seeds	10	Standard Parlor, 23 lb.		Warrens, 1 lb. Tall ..	2 30
Shoe Blacking	10	Common, 23 lb.		Warrens, 1 lb. Flat ..	2 45
Snuff	10	Special, 23 lb.		Red Alaska	1 70 @ 1 75
Soda	10	Warehouse, 33 lb.		Med Red Alaska	1 40 @ 1 45
Spices	10	Common Whisk		Pink Alaska	@ 1 20
Starch	10	Fancy Whisk		Sardines	
Syrups	10	BRUSHES		Domestic, 1/2 s	3 70
Table Sauces	10	Scrub		Domestic, 1/4 Mustard ..	3 75
Tea	10	Solid Back, 8 in.		Domestic, 1/2 Mustard ..	3 25
Tobacco	11, 12	Solid Back, 11 in.		French, 1/2 s	7 @ 14
Twine	13	Pointed Ends		French, 1/2 s	13 @ 23
Vinegar	13	Stove		Sauer Kraut	
Wicking	13	No. 3		No. 3, cans	90
Woodenware	13	No. 2		No. 10, cans	2 40
Wrapping Paper	14	No. 1		Shrimps	
Yeast Cake	14	Shoe		Dunbar, 1 s doz.	1 45
		Butter Color		Dunbar, 1 1/2 doz.	2 70
		Dandelion, 25c size ..		Succotash	
		CANDLES		Fair	90
		Paraffine, 6s		Good	1 20
		Paraffine, 12s		Fancy	1 25 @ 1 40
		Wicking		Strawberries	
		CANNED GOODS		Standard	95
		Apples		Fancy	2 25
		3 lb. Standards ..		Tomatoes	
		No. 10		Good	90
		Blackberries		Fancy	1 20
		2 lb.		No. 10	2 90
		Standard No. 10 ..		CATSUP	
		Beans		Snider's pints	2 35
		Baked		Snider's 1/2 pints ..	1 35
		Red Kidney		CHEESE	
		String		Acme	@ 15 1/2
		Wax		Carson City	@ 16
		Blueberries		Brick	@ 15
		Standard		Leiden	@ 15
		No. 10		Limburger	@ 13
				Pineapple	40
				Edam	@ 85
				Sap Sago	@ 11
				Swiss, domestic ..	@ 20

3

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	69
Juicy Fruit	69
Red Robin	62
Spearment, Wrigleys	64
Spearment, 5 box jars	3 20
Spearment, 3 box jars	1 92
Trunk Spruce	69
Yucatan	62
Zeno	64

CHOCOLATE

Walter Baker & Co.	
German's Sweet	22
Premium	32
Caracas	28
Walter M. Lowney Co.	
Premium, 1/2 s	29
Premium, 1/4 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	2 25
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 80 Sash Cord	2 00
No. 60 Jute	90
No. 72 Jute	1 10
No. 60 Sisal	1 00

COCOA

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

COCOANUT

Dunham's	per lb.
1/2 s, 5 lb. case	30
1/4 s, 5 lb. case	29
1/2 s, 15 lb. case	29
1 s, 15 lb. case	27
1/2 s & 1/4 s 15 lb. case	28
Scalloped Gems	10
1/2 s & 1/4 s pails	16
Bulk, pails	13
Bulk, barrels	12

Baker's Brazil Shredded	
10 5c pkgs., per case	2 60
28 10c pkgs., per case	2 60
16 10c and 33 5c pkgs.	per case

COFFEES ROASTED

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

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

COFFEES ROASTED

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

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

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

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

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

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

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

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

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

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

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

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

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

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

4

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 Pails
Horehound

Standard

Twist, small

Jumbo

Big Stick

Boston Sugar Stick ..

Mixed Candy Pails
Cut Loaf

French Cream

6

Butter	
N B C Square	Boxes 7 1/2
Seymour Round	7 1/2
N B C Sodas	7 1/2
N B C Picnic Oysters	7 1/2
Gem Oysters	7 1/2

Soda	
N B C Sodas	7 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
Pestino	1 50
Pestino	2 50
Lorna Doone	1 00
Anola	1 00
Champagne Wafers	2 50

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

DRIED FRUITS	
Apples	
Evaporated Choice blk	
Evaporated Fancy pkg.	

Apricots	
California	9@12
Citron	
Corsican	16 1/2

Currants	
Imported, 1 lb. pkg.	9
Imported, bulk	8 1/2

Peaches	
Muir—Choice, 25lb.	6 1/2
Muir—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 1/2

California Prunes	
90-100 25lb. boxes	@ 7 1/2
30-90 25lb. boxes	@ 8 1/2
70-80 25lb. boxes	@ 9 1/2
50-70 25lb. boxes	@ 10 1/2
30-60 25lb. boxes	@ 11 1/2
10-50 25lb. boxes	@ 12 1/2

EVAPORATED MILK	
Baby	2 30
Tall	3 40
5 case lots, 5c less; 10 case lots, 10c less.	

FARINACEOUS GOODS	
Beans	
California Limas	6 1/2
Med. Hand Picked	3 10
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 50
Portage	4 75

Peas	
Green, Wisconsin, bu.	2 90
Split, lb.	6 1/2

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

Tapoca	
Flake, 100 lb. sacks	5 1/2
Pearl, 100 lb. sacks	5 1/2
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75

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

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

Linen Lines	
Small	20
Medium	26
Large	34

7

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

FLAVORING EXTRACTS	
Jennings D C Brand	
Extract Lemon Terpeness	
Extract Vanilla Mexican	
Both at the same price.	

No. 1, F box 1/4 oz.	
No. 2, F box, 1/4 oz.	1 20
No. 4, F box, 2 1/2 oz.	2 25
No. 3, 2 1/2 oz. Taper	2 00
No. 2, 1 1/2 oz. flat	1 75

FLOUR AND FEED	
Grand Rapids Grain	
Milling Co.	

Winter Wheat	
Purity Patent	6 00
Fancy Spring	7 00
Wizard Graham	5 80
Wizard, Gran. Meal	4 80
Wizard Buckw't cwt.	3 60
Rye	6 60

Valley City Milling Co.	
Lily White	6 50
Light Loaf	6 00
Graham	2 80
Granama Health	2 90
Gran. Meal	2 20
Bolted Med.	2 10

Voigt Milling Co.	
Voigt's Crescent	6 50
Voigt's Royal	6 90
Voigt's Flourloft	6 50
Voigt's Hygienic Gra-	
ham	5 45

Watson-Higgins Milling Co.	
Perfection	6 35
Tip Top Flour	5 80
Golden Sheaf Flour	5 30
Marshall's Best Flour	7 20
Warden Grocer Co.	

Quaker, paper	
Quaker, cloth	6 60
Quaker, cloth	6 70

Kansas Hard Wheat	
Calla Lily	6 50
Warden Grocer Co.	
American Eagle, 1/4s	6 80
American Eagle, 1/4s	6 70
American Eagle, 1/4s	6 60

Spring Wheat	
Roy Baker	
Mazeppa	7 20
Golden Horn, bakers	7 10
Wisconsin Rye	5 65
Bohemian Rye	5 95

Judson Grocer Co.	
Ceresota, 1/4s	8 20
Ceresota, 1/4s	8 10
Ceresota, 1/4s	8 00

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

Bolted	
Golden Granulated	4 80
Wheat	
New Red	1 00
New White	98

Oats	
Michigan carlots	58
Less than carlots	60

Corn	
Carlots	86
Less than carlots	88

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, per doz.	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
Shearings	10@ 20

8

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 doz.	65
30lb. pails, per doz.	1 25

JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1/2 pt. in bbls., per doz.	16
3/4 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

MINE MEAT	
Per case	2 85

MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20

Half barrels 2c extra	
Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65

MUSTARD	
1/2 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 1 10@1 20	
Bulk, 2 gal. kegs 1 05@1 15	
Bulk, 5 gal. kegs 1 00@1 10	
Stuffed, 5 oz.	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	6 7
Polarine	28 9

PICKLES	
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 Tour'n'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
50 lb. tubs	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
8 lb. pails	advance 1/4

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	

SPECIAL PRICE CURRENT

15

16

17

12

13

14

BAKING POWDER
K. C.Roasted
Dwinnell-Wright Brands

Proctor & Gamble Co.

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, 14 oz.	3 60
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 52
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 76
Carnival, 10c	11 52
Cigar Clip's, Johnson	
Cigar Clip's, Seymour	
Identity, 3 and 15 oz.	4 50
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	4 50
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz. pils	7 72
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	7 79
Dills Best, 3 1/2 oz.	7 77
Dills Best, 16 oz.	7 73
Dixie Kid, 5c	4 48
Duke's Mixture, 5c	5 76
Duke's Mixture, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A., 4 oz.	5 04
F. F. A., 7 oz.	11 52
Fashion 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plug	5 72
F O B 10c	11 52
Four Roses, 10c	9 96
Full Dress, 1 1/2 oz.	7 72
Glad Hand, 5c	4 48
Gold Block, 10c	12 00
Gold Star, 50c pail	4 60
Gail & Ax Navy, 5c	5 76
Growler, 5c	4 42
Growler, 10c	9 94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 72
Hand Made, 2 1/2 oz.	5 50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	3 38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Killn Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	2 28
Lucky Strike, 10c	9 96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	3 38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	5 50
Mayflower, 5c	5 76
Mayflower, 10c	9 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	4 48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Crve 1 1/2 oz.	9 96
Old Crop, 5c	5 76
Old Crop, 25c	2 20
P. S., 8 oz. 30 lb. cs.	19 19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63 63
Patterson Seal, 1 1/2 oz.	4 48
Patterson Seal, 3 oz.	9 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 70
Pedro, 10c	11 93
Pride of Virginia, 1 1/2	7 77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	4 48
Prince Albert, 10c	9 96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	4 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

Pilot, 7 oz. doz. 1 05

Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	60 60
Sweet Lotus, 5c	5 76
Sweet Lotus, 10c	11 52
Sweet Lotus, per doz.	4 60
Sweet Rose, 2 1/2 oz.	30 30
Sweet Tip Top, 5c	50 50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	98 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 70
Seal N. C. 1 1/4 Gran.	48 48
Three Feathers, 1 oz.	48 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 76
Trout Line, 5c	5 90
Trout Line, 10c	11 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48 48
Tuxedo, 2 oz. tins	96 96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Twin Oaks, 10c	96 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 88
Velvet, 5c pouch	48 48
Velvet, 10c tin	96 96
Velvet, 8 oz. tin	3 84
Velvet, 16 oz. can	7 68
Velvet, combination cs	5 60
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40 40
Wave Line, 16 oz.	40 40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	31 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

TWINE

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

VINEGAR

White Wine, 40 grain 3 1/2	
White Wine, 80 grain 1 1/2	
White Wine, 100 grain 1 1/2	
Oakland Vinegar & Pickle	
Co.'s Brands	
Highland apple cider 18	
Oakland apple cider 13	
State Seal sugar 11 1/2	
Oakland white picklg 10	
Packages free.	

WICKING

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

WOODENWARE

Baskets	
Bushels	1 00
Bushels, wide band	1 15
Market	40 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	
1/2 lb., 250 in crate	35 35
1/2 lb., 250 in crate	35 35
1 lb., 250 in crate	40 40
2 lb., 250 in crate	50 50
3 lb., 250 in crate	70 70
5 lb., 250 in crate	90 90

Wire End

1 lb., 250 in crate	35 35
2 lb., 250 in crate	45 45
3 lb., 250 in crate	55 55
5 lb., 20 in crate	65 65

Churns

Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55

Clothes Pins

Round Head	
4 1/2 inch, 5 gross	60 60
Cartons, 20 2 1/2 doz. bxs	65 65
Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20 20
No. 1 complete	40 40
No. 2 complete	28 28
Case No. 2, fillers, 15	
sets	1 85
Case, medium, 12 sets 1 15	

Faucets

Cork lined, 3 in.	70 70
Cork lined, 9 in.	80 80
Cork lined, 10 in.	90 90

Mop Sticks

Trojan spring	90 90
Eclipse patent spring	85 85
No. 1 common	80 80
No. 2 pat. brush holder	85 85
Ideal No. 7	85 85
12lb. cotton mop heads 1 30	

Pails

10 qt. Galvanized	2 25
12 qt. Galvanized	2 50
14 qt. Galvanized	2 75
Fibre	2 40

Toothpicks

Birch, 100 packages	2 00
Ideal	85 85

Traps

Mouse, wood, 2 holes	22 22
Mouse, wood, 4 holes	45 45
10 qt. Galvanized	1 55
12 qt. Galvanized	1 70
14 qt. Galvanized	1 90
Mouse, wood, 6 holes	70 70
Mouse, tin, 5 holes	65 65
Rat, wood	80 80
Rat, spring	75 75

Tubs

20-in. Standard, No. 1	8 00
18-in. Standard, No. 2	7 00
16-in. Standard, No. 3	6 00
20-in. Cable, No. 1	8 00
18-in. Cable, No. 2	7 00
16-in. Cable, No. 3	6 00
No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	8 25
Medium Galvanized	7 25
Small Galvanized	6 25

Washboards

Banner, Globe	3 00
Brass, Single	3 75
Glass, Single	3 60
Single Acme	3 50
Double Peerless	5 25
Single Peerless	3 85
Northern Queen	4 15
Double Duplex	3 75
Good Enough	3 85
Universal	3 80

Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 30

Wood Bowls

13 in. Butter	1 75
15 in. Butter	2 50
17 in. Butter	4 75
19 in. Butter	7 50

WRAPPING PAPER

Common Straw	2 2
Fibre Manila, white	3 3
Fibre Manila, colored 4	
No. 1 Manila	4 4
Cream Manila	3 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 50
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	85 85

YOURS TRULY LINES

Pork and Beans 2 70@3 60	
Condensed Soup 3 25@3 60	
Salad Dressing 3 80@4 50	
Apple Butter	@3 80
Catsup	2 70@6 75
Macaroni	1 70@2 35
Spices	40@ 85
Herbs	@ 75

AXLE GREASE



1 lb. boxes, per gross 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.

10 oz., 4 doz. in case	85 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 90
1/4 lb cans 1 35	
6 oz cans 1 90	
1/2 lb cans 2 50	
1 lb cans 3 75	
1 1/2 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

COFFEE

Worden Grocer Co. Brands	
Canadian Club	
Londres, 50s, wood	35 35
Londres, 25s tins	35 35
Londres, 300 lots	10 10

OLD MASTER COFFEE



Old Master Coffee	31 31
San Marto Coffee	31 31

FITZPATRICK BROTHERS' SOAP CHIPS

White City (Dish Washing)	210 lbs.
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BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—A shoe stock in good town of 1,500. Good business. Am compelled to get out of business on account of ill health. Address No. 345, care Michigan Tradesman. 345

For Sale or Trade—Meat market. Old stand. Good location. Complete outfit. Four good country meat routes established. Auto, fitted with refrigerator ice box for meat. Price right. Address Box 302, Red Key, Indiana. 347

For Sale—199 acres stock and grain farm, good buildings, on main traveled road, four miles northeast of Dowagiac. Easy terms. Will take some property in part payment. Wallace, 1419 Forbes avenue, St. Joseph, Michigan. 346

Candy and confectionery store, new, fine outfit, fountain, show-cases, chairs, tables, glassware, charging outfit, electric mixer, everything. Will sell all or part, cheap. Write Al H. Weber, Cheboygan, Michigan. 348

Stock general merchandise—For Sale—Invoice \$434; stored. C. Kohl, Lake Zurich, Illinois. 349

For Sale—Furniture store and stock, building, \$1,000; stock will invoice about \$1,800. Reason for sale—have general store to take care of. Miesen & Steffl, Clements, Minnesota. 350

For Sale—Clean shoe stock enjoying good trade in strong agricultural town of 3,000. Will invoice about \$4,000. Good reasons for selling. Address 351, care Michigan Tradesman. 351

For Sale—First-class bakery doing fine business in one of most prosperous towns in Central Michigan. Will inventory. Other business interest demanding my time. Address No. 352, care Tradesman. 352

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

For Sale—Prosperous dry goods business in best manufacturing town of 3,000 population in Michigan in center of excellent farming section. Factories busy, despite depression elsewhere. This is a rare opportunity to get into a well established business. Stock about \$7,000. Big discount for quick sale. Address No. 325, care Michigan Tradesman. 325

For Sale—Stock and fixtures. Grocery and meat market. Annual business \$30,000. Building can be bought or rented. Judson Grocer Co., 18 Market St. 328

For Sale or Exchange—Double brick store and stock general merchandise, situated in good town. Want good farm, 80 to 100 acres. H. C. Herkimer, Maybee, Michigan. 329

For Sale—Clean grocery stock doing good business. Fine location. Cheap if taken at once. Good reason for selling. Address No. 330, care Michigan Tradesman. 330

For Sale—Variety stock and store; or will rent store. Will exchange for small farm. F. E. Warren, Colon, Mich. 336

Missouri blue grass farm to exchange for hardware or combination hardware; close town. W. A. McDavitt, Elmer, Mo. 337

Location wanted for harness shop—Have good stock and money to run the business and am a first-class all around harness maker; want location in good farming community. Will pay for any information that is to my interest. Address Harnessman, care of Tradesman. 339

For Sale—General merchandise stock invoicing \$7,000 at 50 cents on the dollar. Address No. 341, care Michigan Tradesman. 341

For Sale—3½ acres good ground; fine buildings, fruit trees, grapes loaded with fruit. Also ice cream parlor. F. E. Clayton, Chase, Michigan. 342

For Sale—Stock of shoes and rubbers. Inventories about \$3,000. O. E. Robinson, Portland, Michigan. 343

Wanted to hear from owner of good general merchandise store for sale. State cash price. D. F. Bush, Minneapolis, Minn. 247

¼ to ½ 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. 134

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

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

Business For Sale—With profit of over \$32,000 in the last 9 years. Address W. X. Y. Z., Janesville, Wis. 313

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. Hundreds 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

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

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

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

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

For Sale—Four Station cash carrier for \$25. David Gibbs, Ludington, Mich. 181

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. 370

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

ENGRAVING AND WOOD

*For many subjects
of a mechanical nature
wood engravings
are not only better
for printing and for
making electrotypes
but are cheaper than
halftones. Both are
made by*

TRADESMAN COMPANY

GRAND RAPIDS, MICHIGAN.

PUTNAM'S

Double A

Bitter Sweet Chocolates

The Highest in Quality Greatest in Demand

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

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

Made by

National Candy Co., Inc.

Putnam Factory

GRAND RAPIDS

MICHIGAN

Economic Coupon Books

They save time and expense.
They prevent disputes.
They put credit transactions on cash basis.
Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Aug 9.—H. P. Jordon, manager of the Soo opera house and our popular bill poster, started for Houghton last week in his large touring car to attend the firemen's tournament. Mr. Jordon expected the clouds would roll away and the sun come out as usual, but the further he went the harder it rained and he had to abandon the auto near Trout Lake and proceed by rail. We understand his auto is a good hill climber, but evidently a poor mudder.

O. L. Nelson, of Minneapolis, equipment superintendent of the Western Union Telegraph Co., is in the city looking after the installing of new fixtures in the local office here. When completed, the Western Union Telegraph office will be one of the best furnished offices in the city.

John Metzger, proprietor of the Shallows, is beginning to realize that his dreams are coming true. When he took hold of the Shallows a few years ago, then known as Soleman's Point, one of the most delightful spots along St. Mary's River and considered the best bathing beach in Chippewa county, many of his friends thought that he had possibly made a mistake on account of the numerous other resorts scattered in the vicinity of the Soo. Mr. Metzger, however, is an optimist and with great faith in his enterprise went ahead on a large scale, putting up summer cottages, extending the large dock out into the deep water, building commodious bathing houses, putting in a general store well stocked with groceries and meats, and after two years of hard work, succeeded in getting a road cut through which is now in course of construction whereby the autoists can make the trip, as well as two launches now making regular trips to the Shallows, and on holidays Mr Metzger has arranged for twenty minute service. The Shallows is now a mecca for picnickers and thousands of merry makers visited the place on August 5, our civic holiday. Every cottage on the resort is now occupied and many tents have been erected along the beach. Mr. Metzger is beginning to feel very much elated over his venture which has been so satisfactory and his many friends wish him every success.

Last week the Soo was right in line with the remainder of the country for a rainy week and from a report made by Captain McLean, of the steamer Lakewood, he encountered snow near the river entrance last Monday. With the high wind and low temperature, prevailing the Captain's report was not doubted, although it must have quit snowing before it reached the Soo. The steamer Chippewa, of the Arnold Transportation Co., missed one trip, owing to the high wind and thick weather. This must have been some weather, as this is the first time in years that the Chippewa has missed a trip on that account. Captain McCarty has the reputation of making the trip daily, regardless of wind and weather, and he can hit the vessels during a fog as hard as they can hit him. Missing the trip last week, however, led his friends to believe that the Captain is now figuring on Safety First.

C. H. Hood, manager of the beef department of Swift & Co., South St. Paul, was a business visitor last week, being the guest of the Cornwell Company.

Bids are being let for the erection of a large exhibition building at the Chippewa County Agricultural Society in Cloverland Park. The building is to be 40 x 80 and of brick and concrete and when completed will be a credit to Chippewa county.

The Soo fire department received an appropriation of \$150 from the City Council to help defray expenses in negotiating for the next convention in 1916.

New York society women are reported to be taking boxing lessons from professional pugilists. The upper set learning the upper cut, as it were.

J. B. Melody, Swift & Company's well known soap salesman, for the Upper Peninsula was called to Detroit last week to help Captain Roberts in the soap campaign being pulled off there. While there Mr. Melody was taken seriously ill and had to be removed to a hospital and his wife sent for, but we are pleased to learn that he has recovered and expects to be able to return to the Soo next week. His many friends will be pleased to hear of his speedy recovery, as Jim is one of the travelers who endears himself to the hearts of his customers who have taken a personal interest in him since his removal to this city.

The Soo firemen lost out at Houghton in the landing of the 1916 firemen's tournament, as Hancock captured the convention. However, from all reports the Soo firemen made a fine showing and came very near getting the convention, but the Hancockites were too aggressive a bunch this time and put one over on the Soo boys.

England will soon be aroused to the seriousness of the war. Already the taxes are being doubled.

A local Irishman just returned from the war relates an experience that was somewhat amusing. As he was telling his friends of a time when he should have been in active service, he was discovered by his sergeant in a hole well out of the way of even a stray bullet. "Get out of that hole," commanded his sergeant sternly, "get out of it immediately." The usually good natured Irish face looked up at him with stubborn resistance written on every feature. "You may be me superior officer," he answered, boldly, "but all the same O'm the wan that found this hole fir-r-st."

Hancock had a repetition of the Eastland disaster at Chicago on a miniature scale last week when Bert Heideman, the 7 year old son of Rev. Heideman, of Hancock, with Karl Tolonen, aged 13, and several other children, went out in a row boat near Princess Point and the Heideman boy leaned over the side of the boat too far, losing his balance and falling into the water. He went down twice and was sinking the third time when Tolonen dove from the rowboat into the river and saved the boy. One of the small girls in the boat, however, became excited and started rowing for the shore and it was due only to Karl's remarkable swimming ability that he was able to bring his companion to shore. He swam a distance of thirty feet with Bert frantically clinging to him, his arms so tightly clasped around the Tolonen boy's neck that he could hardly breathe.

The Canadian Soo is suffering another loss in a decrease of population this week, as 100 more Italians have expressed their desire to return to their native land to assist in fighting with Italy's forces against the Austrians and will leave September 1, going by way of New York. This will cripple the spaghetti and Italian sausage trade to a large extent and happens at a time when the Canadian Soo can ill afford to shrink up much more.

Brimley, the hustling town twelve miles south of the Soo, is feeling very proud of one of her high school boys, Felix R. Kositalo, heading the boys of the county who recently took the examination for the free trip to the State fair at Detroit this fall. He was the successful one out of the eighteen boys taking the examination, with a mark of 88%. Brimley always was a leader in making cheese and this will add new laurels to the popularity of that hustling village.

Our Board of Education has let the contract for furnishing the brick for the erection of the new high school building to the Standard Salt and Cement Co., of Duluth, an agency for the Alliance Brick Co., of Alliance, Ohio. The bid accepted was \$19 per thousand and for what is known as rug brick. It is estimated that it will require 130,000 brick, making the cost of the total amount of brick to be used \$25,700. There were many other bidders from out of town before the Board at the meeting.

William Bertram, one of Brimley's prosperous meat dealers, is making a specialty of the farmer's trade, running a large auto through the country and is working up a very satisfactory trade. Mr. Bertram is working a double header by buying stock and other farming products, so that he is loaded both ways. He attributes his success to going after the business, instead of waiting for the business to come his way.

It seems as if the weather man hits if oftener when he predicts rain than when he predicts fair weather. Maybe that's the reason he predicts rain so often—there's not so much of a chance of being mistaken.

The total tonnage through the locks in July was 9,719,237 tons, the grand total of passengers being 15,395.

Allenville has come to the conclusion that it is far better to be a farmer this year than the keeper of a summer resort.

J. D. Erskine, Allenville's leading implement dealer, has gone into the cattle shipping business and is buying all that is being offered around Allenville.

Mark Brown, Saginaw's popular drug salesman, paid the Soo a visit last week and reports a very satisfactory business in his line. It seems that the medicine men are bound to get their share of the trade while many others are complaining.

Mr. and Mrs. Wm. Shoals, of Johnsonburg, were St. Ignace visitors last week. Mr. Shoals is one of our enterprising lumbermen who has not suspended operations on account of the lumber market, but is working full time at Johnsonburg with his large crew.

D. N. McLeod, Garnet's lumber king, paid the Soo a visit last week. Mr. McLeod states that, while the lumber business is not very satisfactory, he is keeping the ball rolling by making shingles, lath and small material for which he finds ready sale.

George and Chase Osborn Jr., are in the city, preparing to move their families to Fresno, Cal., where both gentlemen are now engaged in the newspaper business.

R. J. Wynn, manager of the Wynn Auto Sales Co., advises that he will have the exclusive agency for the Dodge car in Chippewa, Mackinac and Luce counties.

"Your best friend is the one who knows your faults and still remains your friend."

I. Sandleman, for a number of years engaged in the grocery business at Pickford, has sold out his interests and left last week for Detroit, where he expects to make his future home.

William G. Tapert.

Programme Completed for Jackson-Lansing Picnic.

Jackson, Aug. 10.—Whole sacks of flour, big bunches of bananas, whole hams, many boxes of cigars, milk worth \$6.50 and numerous other similarly generous prizes will be distributed at the Grocers and Butchers' annual joint picnic with Lansing, Thursday, August 12.

Grocers and their families may compete in the prize events, but dancing, boating, the ox roast, balloon ascension and many other attractions will be for the enjoyment of all. A feature of the prize distribution is that many of the losers will receive prizes. Five men teams will compete in the tug-of-war and in the ball game between Lansing and Jackson a \$10 cash prize will be paid the winners and the losers will get a box of 100 cigars.

Chairman Scott of the Jackson grocers' sport committee, met with the Lansing committee yesterday, and states the picnic is sure to be the best of the many held. Mr. Scott announces the lineup of the Jackson ball team as follows: L. Brannick, catcher; Guilfoil, pitcher; J. Maloney, short stop; Michael Griffin, first base and captain; Don Brannick, second base; Jay Dalton, third base; Parson, left field; Ben Riley, center field, and L. Carey, right field, with the appended substitutes: C. Dalton, L. Bossong, J. Cunningham, F. Lourim and C. Hardigan, all of whom are or have been associated with the grocer or meat market interests of Jackson.

The winner of the wrestling match will receive a half barrel of flour and the loser 100 cigars, and the best man waltzer will win a boiled ham and the best woman waltzer six quarts of grape juice. One ham and ten pounds of coffee are second prizes in the waltz contest.

Other prizes and events are as follows:

100-yard dash for men—First prize, one cheese and forty pounds of Hankles flour; second prize, one bunch bananas; third prize, one star ham; fourth prize, one strip of bacon and five Equity cigars to each of the six losers.

Potato race for girls—First, one bunch of bananas; second, three pounds of candy; third, two pounds of candy; fourth, one pound of candy, and to the other six a half-pound of candy each.

Pie-eating contest for boys—First, one bushel of peaches; second, one boiled ham; third, two pounds of candy; fourth, one pound of candy, and to the remaining entries one-half pound of candy.

Nail driving contest for women—First, fifty pounds flour and five pounds of baking powder; second, six pounds of coffee; third, five pounds of coffee; fourth, three pounds of coffee, and to others one pound.

In the tug-of-war between Jackson and Lansing each man on the winning team will receive a box of twenty-five cigars and each man on the losing side will receive one cigar.

Watermelon eating contest for girls—First, one boiled ham; second, one bunch of bananas; third, two pounds of candy; fourth, one pound of candy, and one-half pound of candy to each of the others.

Women's row boat race—First, one case evaporated milk; second, one bushel peaches; third, four boxes of Nabisco wafers, value \$1; fourth, two boxes and the others one box.

In the human race, in which there will be ten men on a side, representing the Lansing and Jackson dealers opposed to each other, the winners will each be presented with a box of twenty-five cigars.

Boys' shoe running race—First, five pounds bacon and three pounds of candy; second, three boxes of Nabiscos; third, two boxes; fourth, one box, and a box of graham wafers to the others.

Women's egg race — First, ten pounds coffee; second, six pounds coffee.

The baby show, in which there will be fifty entries of babies under 2 years of age—First, three dozen bottles of milk valued at \$6.50; second, two dozen; third, one and one-half dozen; fourth, one dozen, and each of the babies remaining will receive a baby book and a bottle of milk. Four bachelors will act as judges.

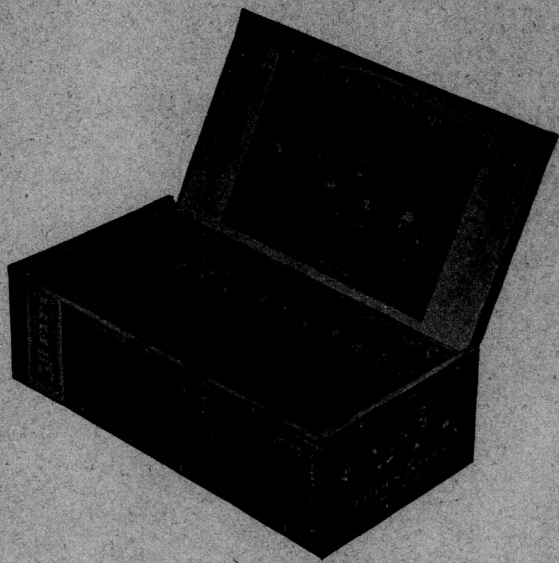
Quoit pitching for the old men—First, 100 pounds flour; second, one case evaporated milk.

BUSINESS CHANCES.

For Sale—Clean stock of dry goods, ready to wear, millinery, clothing and furnishing goods. Store can be leased if so desired, finest location in city. Will sell at liberal discount. Henry S. Klein, Cadillac, Michigan.

M. R.

DUTCH MASTERS CIGARS



Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers

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

Grand Rapids Safe Co.
TRADESMAN BUILDING

Dealers in Fire and Burglar Proof Safes

WE carry a complete assortment of fire and burglar proof safes in nearly all sizes, and feel confident of our ability to meet the requirements of any business or individual.

Intending purchasers are invited to call and inspect the line. If inconvenient to call, full particulars and prices will be sent by mail on receipt of detailed information as to the exact size and description desired.



FOUR GOOD THINGS
TO HANDLE AND PUSH



Double Profits

In grouping the profitable and unprofitable lines in your store did you ever make this distinction?

Some items (which pay you a good profit) stimulate trade in practically every department of your store, while with others (which also pay a satisfactory profit), your income ends with the original sale.

"LITTLE BUSTER" Popping Corn



pays you a handsome profit besides stimulating trade in a number of other articles in the store. These double profit lines come pretty near spelling the difference between success and failure in these days of over competition.

Order a case of "LITTLE BUSTER" from your jobber to-day and lay the corner stone for a double profit paying business.

THE ALBERT DICKINSON COMPANY
Chicago, Ill.



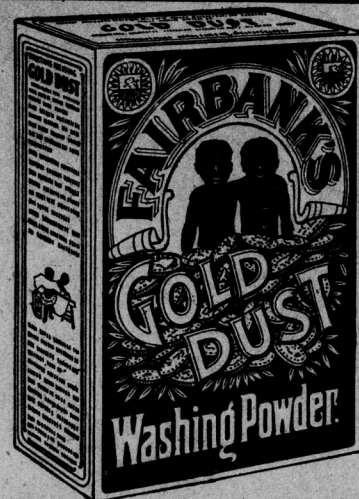
A Franklin Carton Sugar for Every Purpose

Franklin Fine Granulated Sugar for preserving and general use; Franklin Dainty Lumps (Small Cubes) for sweetening Tea, Coffee and Cocoa at the table; Franklin Powdered or Pulverized Sugar for dusting over Pies, Berries, etc., Franklin Confectioners' XXXX Sugar for icing cakes—there's a Franklin Sugar in a neat, tightly sealed, ready-to-sell carton for every want of your customers. This complete line of sugars saves your time because there's nothing to do but reach the carton down off the shelf and hand it to the customer as if it was a can of soup—and you can depend on it pleasing your customers because FRANKLIN CARTON SUGAR is made from SUGAR CANE, by the most modern refining process, and the FULL WEIGHT is guaranteed by us.

Original containers hold 24, 48, 60 and 120 lbs.

The FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA

GOLD DUST sales easy to make



Just the time it takes a woman to say "Give me a package of Gold Dust" and you reach for it, is the time consumed in making the sale.

The woman knows Gold Dust—knows how it reduces her daily housework—and has bought it for years.

Check over your supply of Gold Dust. It is the merchant that has a full stock of Gold Dust that makes the most sales.

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

For Sale 1 Used Banker's Safe Yale & Towne Time Lock

OUTSIDE		INSIDE	
High.....	57 inches	High.....	19 inches
Wide.....	36 inches	Wide.....	28 inches
Deep.....	24 inches	Deep.....	15 inches
Deep over all.....	27 inches		

Steel Chest Combination Lock

Inside—15 inches high ... 23 inches wide.... 10 inches deep

1 Used Banker's or Jeweler's Safe Consolidated Time Lock Co.

1 Movement Time Lock

Outside—58 inches high... 30 inches wide... 22½ inches deep... 26 inches over all

Two apartments. Two doors that interlock. Combination lock on each.

Upper Apartment (Two Shelves)

22 inches high.... 24 inches wide.... 14 inches deep

Lower Apartment (One Shelf)

19 inches high.... 24 inches wide.... 14 inches deep

Both safes in good condition and for sale cheap.

Grand Rapids Safe Co.
Grand Rapids, Mich.