

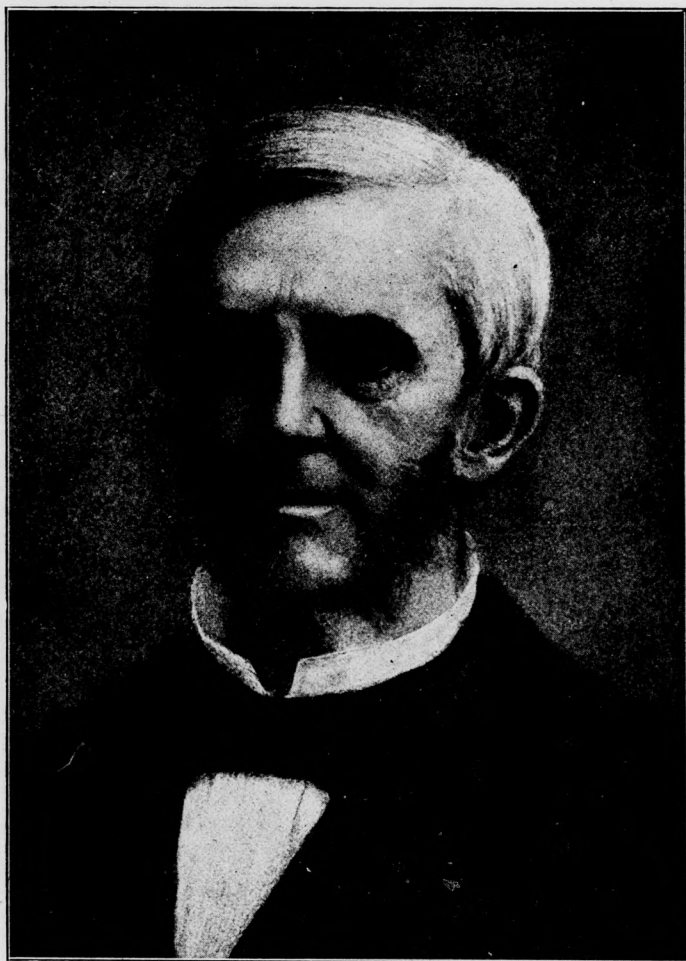
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, AUGUST 25, 1915

Number 1666



OLIVER WENDELL HOLMES

*Born Cambridge, Mass., August 29, 1809
Died Boston, October 8, 1898*

The Crooked Footpath

Ah, here it is! the sliding rail
That marks the old remembered spot—
The gap that struck our school-day trail—
The crooked path across the lot.

It left the road by school and church,
A penciled shadow, nothing more,
That parted from the silver birch
And ended at the farmhouse door.

No line or compass traced its plan,
With frequent bends to left or right,
In aimless, wayward curves it ran,
But always kept the door in sight.

The gabled porch, with woodbine green—
The broken millstone at the mill—
Though many a rood might stretch between,
The truant child could see them still.

No rocks across the pathway lie,
No fallen trunk is o'er it thrown,
And yet it winds, we know not why,
And turns as if for tree or stone.

Perhaps some lover trod the way,
With shaking knees and leaping heart—
And so it often runs astray
With sinuous sweep or sudden start.

Or one, perchance, with clouded brain,
From some unholy banquet reeled—
And since our devious steps maintain
His tracks across the trodden field.

Nay, deem not thus—no earth-born will
Could ever trace a faultless line;
Our truest steps are human still—
To walk unswerving were divine!

Truants from love, we dream of wrath—
Or, rather let us trust the more!
Through all the wanderings of the path,
We still can see our Father's door.

Oliver Wendell Holmes.

Good Yeast
 Good Bread
 Good Health

Sell Your Customers
FLEISCHMANN'S
YEAST

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

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.

14,041 Telephones in
 Grand Rapids.

USE CITIZENS SERVICE

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

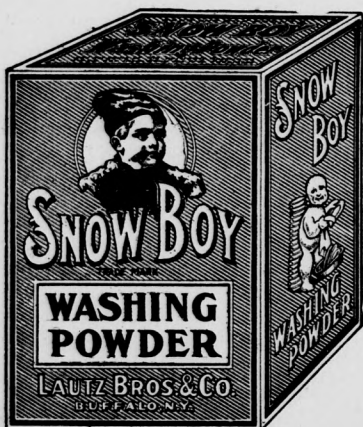
Toilet Articles, Brass Goods, House Furnishings, Etc.
 all marked in plain figures to sell at popular prices.

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



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-Third Year

GRAND RAPIDS, WEDNESDAY, AUGUST 25, 1915

Number 1666

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THE ALMIGHTY DOLLAR.

For some time it has been evident to fairminded observers that American influences were constantly growing stronger all over the world. For years and years England counted London the financial center of the earth, as indeed it was, and its banks were able to control. Gradually but surely the American financiers increased their holdings and their strength and that tendency has been very materially accelerated by the war. It is a matter of common knowledge that all the European countries have been buying extensively of late in the United States. The Germans have been purchasing cotton, the Allies munitions of war and all have been getting a variety of supplies. The American bankers through whom these contracts were made attended to it that they were payable in dollars, not in pounds or francs or any other currency. When these bills were presented, the currency of other nations was first to take a tumble and pounds sterling, francs and lira were depreciated somewhat, but the dollar stood where it was at the beginning and was the standard.

Temporarily—and probably permanently—the proud sterling has ceased to be the standard of international finance. Bankers believe that the whole financial center has shifted from London to New York. Of necessity it must remain there until the close of the war and for quite a time afterward, and being firmly established for a while, it will be difficult to dislodge it. The growth of American influence and control all over the world is apparent. The English language has been rapidly increasing in popular use. Not so very long ago French was the most desirable tongue to talk in foreign countries, but it is no longer. A citizen of the United States can easily travel the round world over and can communicate his wants intelligently in English always sure that there will be plenty of people to understand them and meet their requirements. English becoming the language of commerce

will also become the language of diplomacy and there are many who hopefully believe that sometime it will become the universal language, but if it ever does, the time is very distant. Developments are all favorable to this country. It remains mostly with Americans themselves to determine the extent to which these advantages can be secured. It is a point of large power and benefit if the financial center can be located here and a good deal of the rest will follow as a matter of course.

Problems of war finance have become acute in every belligerent state. They are possibly more acute in Germany than elsewhere, because Germany's war expenses must have far exceeded those of any other belligerent, and because, in Germany, the profits of productive industry must have been disastrously impaired by her exclusion from foreign commerce since the war began. Nevertheless, it would be wholly premature to state that Germany's economic resources are exhausted. Wars have been fought, long before this, on the basis of forced loans, or what is more euphemistically and familiarly known as issue of irredeemable government paper money. To this, as a direct expedient of the state, Germany has not yet resorted. No government in these days would willingly have recourse to an expedient so discredited, and so certain of bad results in the longer future. But the fact remains that even the most costly war has never heretofore been stopped by the mere inability of a government to place its long-term loans. Whether, now or hereafter, the demoralizing financial possibilities of the continued war expenditure will induce the German government to negotiate for peace, is another question. It is one thing to say that a government can continue to command the resources necessary to pursue a war; it is something different to assume that the people will acquiesce in the incidental burdens. Beyond this, it must always be remembered that this war, with its absolutely unprecedented daily cost and its far-reaching influence on the accumulated wealth of the nations involved, presents in some respects an economic problem new to history.

Whoever suggested the Old Home Week idea and first put it into practice did a good thing. Celebrations of this sort are indulged in more or less frequently in Michigan and whenever undertaken are invariably enjoyable. A good many families have annual reunions and here and there sections or towns have a day set apart for the return of former residents who find pleasure in renewing old friendships and acquaintances. The plan is certainly a good one and deserves to be encouraged.

THE LAW OF THE SWORD.

It is not always easy for a man to give reason for the instinct that is in him to justify in detail the judgments that he passes swiftly and surely upon men or things.

A year ago the American people for the most part passed instant judgment on the cause of Germany in this war—and rejected it. The judgment was instinctive, but none the less sound. It has been reinforced by many things since it was passed, and all hope for its reversal has vanished. Nothing can change it now.

If one analyzes the basis of this judgment, one can see that it rests upon a very solid foundation.

Germany has astonished the world by the fixity of her purpose, the steadfastness of her courage, the providence of her government as to ways and means and the endurance of her people. For these things she challenges and wins the admiration of all men, even those who are now fighting her. What is it, then, that has earned for her the moral reprobation of mankind—that has steeled against her the determination of her opponents to resist her to the end of all things?

It is that she has deliberately espoused a doctrine that must ever be abhorrent to mankind—the doctrine that between peoples there is no law of right and wrong, but only the law of the sword. She has declared, in fact, that the end does justify the means, and that whatever helps Germany is right for Germany.

This is the thought that underlies the acts and the words of her leaders, the continuous thread that guides one through the labyrinth of her reasonings. This is the thought at which the conscience of the world has revolted, and revolted rightly, for it is destructive of all morality.

It is not surprising that the philosophic skepticism of Kant should have swallowed up his "categorical imperative" in Germany, and issued in a non-moral theory of statecraft. Germany's state of mind is no sudden freak of mood; it has long been preparing. The phenomenon of "scientific superstition," exemplified by the philosophic sciolist Haeckel and the Monistenbund, has long been a significant feature of so-called German "Kultur."

As after the Lusitania, so now the puzzled question arises whether it is supreme confidence or supreme stupidity that drives on the Von Tirpitz mind to risk the hostility of a great Nation for the sake of the petty gains which the German submarine warfare has so far scored. The pretence of starving out England has long ago been given up. It could hardly be

maintained in the face of figures showing that England is drawing more food from the outside than ever. Berlin haggles over half a per cent. in estimating the amount of British tonnage the submarines have destroyed. Whether the loss has been 3 per cent. or 3½, it is patently a pinprick in England's resources. She has built more shipping during the year of war than she has lost. The submarine campaign, therefore, would seem to be dictated not by the hope of doing material damage to the enemy, but by the policy of hacking away at the enemy regardless. It is intended rather as a demonstration of Germany's unalterable will, and, specifically, for the stimulation of public opinion at home with any success, no matter how small, against the arch-insignificant a result, the Von Tirpitz seem to think it worth while risking the friendship of the United States, adding one more enemy to the ring that encompasses them. It may be supreme confidence, but it looks much more like mulish obstinacy and stupidity.

Will Mr. Taft never learn the folly of attacking tribunes of the people? He has now become so lost to all sense of the spirit of popular government as to attempt a defense of judicial poise, in reply to Mr. Frank P. Walsh, and, with his usual blundering, he does this at just the moment when that which he defends has received a knockout blow. A free people that is bid to choose between a Walsh and judicial poise will not hesitate, if it knows which side its bread is buttered on. Especially will it not delay with the words of a Walsh report ringing in its ears, between which and judicial poise there is a great gulf fixed. A Walsh report is progressive; that is, it reverse the old order of fact first and inference afterward. First we must know what we think; then we are in a position to go ahead and find out the facts. Mr. Walsh thinks certain things about "the wealth, prestige, and power of the largest estate in the country, if not in the world, that of John D. Rockefeller, Sr., and his immediate family." To make sure that the merely judicial, like Mr. Taft, shall understand what to do with the facts they present, Mr. Walsh's co-laborers preface their statement of these facts by the remark that they are to be considered in the light of merely preliminary information about Mr. Rockefeller and his immediate family. Mr. Taft may protest as he will about judicial poise being equivalent to desire for the truth. What if the truth is insufficient for your argument?

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Aug. 23.—Learn one thing each week about Detroit: A Detroit company manufacturing fountain pens employs over 100 people. This company is willing to make things write at any time.

Uncle Sam's request that foreign nations protect American citizens sounds rather ironical when an American citizen cannot get protection at home.

G. S. Graff has moved his millinery stock from 1472 Gratiot avenue to 1278 Gratiot avenue.

There are other things that should come under the head of prohibition in the South besides liquor.

William C. Fage & Co. will open a men's furnishing goods and shoe store at the corner of Baldwin and Kercheval avenues about September 4.

James Ray, well known Grand Rapids traveling man, accompanied by his wife, is spending a few days in Detroit.

After an absence from the road of three years the dignified features of P. C. Palmer were again seen peering through the windows of passing trains in Western Michigan last week. Mr. Palmer is a department manager for Burnham, Stoepel & Co. and for ten years represented that house in Western Michigan, making his headquarters in Grand Rapids. The latter fact probably accounts for his gray hair, although he has only just passed the thirtieth milestone of his career. Few travelers made more friends on the territory than did "Perce Palmer" and many were the exclamations of pleasure over his temporary return. At Manistee he was entertained by several of the business and professional men. He also received a warm welcome in Big Rapids at the home of his mother-in-law. He is again settled down to his regular duties in the house and says he is glad to be home again, because "he didn't tell us but we know why—only recently another little, that is to say, a twelve pound Palmer junior came to stay and Mrs. Palmer needs some help to quiet it evenings.

In other words, according to the Tradesman's editorial writer, the war is not yet over.

E. N. Pitkin, of Brighton, was a Detroit business visitor last week.

The race horses and their caretakers are gone. So are several bank rolls.

John Peter and Joe Rouheb, under the style of Peter & Rouheb, have purchased the grocery stock of Koury & Saba, 2354 Jefferson avenue, East.

With the opening of the electric line to Imlay City last Friday another stretch of territory has been added to that already connected directly with this city by interurban routes. Electric railway lines radiate in every direction from Detroit, adding greatly to its possibilities as a market for Eastern and Southern Michigan.

E. V. Spencer, well known in automobile circles in this city, has been appointed assistant manager of the Studebaker Corporation's branch at Kansas City and has already taken up his duties in that city. Until he received the promotion Mr. Spencer acted as manager of the sales promotion work of the company.

Even if we had the time and money we would not care to take a trip to Europe and vacationize.

C. B. Wakefield, of Augusta, was in Detroit in the interest of his general store last week.

Guy Pfander is wrong. H. D. Bullen could get something on J. M. G., but he is too chivalrous to reproduce it in the Tradesman columns fearing, no doubt, that J. M. G.'s mother-in-law would disinherit him.

W. H. Apple & Co., with millinery

stores in Cincinnati and Covington, Ky., have announced the opening of a store at 347 Woodward avenue September 4.

Contracts have been let for the construction of a four-story brick and steel building to be erected for the Kaiser-Blair Co., clothier, at the corner of Woodward avenue and John R. street.

Again we hear that the Eastland has been "turned over"—this time to its owners—to again be placed in commission to carry passengers.

A. A. Crumley & Co. will occupy the building at the corner of Woodward and Warren avenues in which to establish a Detroit agency for the King Motor Co. The building was until recently occupied by the Winton Motor Co.

C. A. Murphy, well known throughout the city, where he held the position of cutter for large tailoring establishments, has purchased the tailoring business of William Berry, 1076 Kercheval avenue.

Frank Rathsburg, of Rathsburg & Muir, dry goods merchants of Imlay City, was in Detroit on business last week.

S. W. Kidd, formerly of the Briggs-Detroiter Co. has been appointed district sales manager for the Paige-Detroiter Motor Car Co.

The local branch of the American Cash Register Co. has been moved from 26 Congress street, East, to 84 Griswold street, giving it much needed additional space. The factory is located in Saginaw and the local branch is in charge of H. A. Pontious, one of the oldest cash register salesmen in the city.

Butler Bros., of Chicago, have opened display and salesrooms at 162 Jefferson avenue, East.

Charles A. Gilligan, 4191 Jefferson avenue (Grosse Pointe), is having an addition built to his grocery store.

Percy Owens, formerly with the Chalmers Motor Co., has taken up his duties as Vice-President of the Saxon Motor Co., announcement of the appointment having been made some time ago.

Protection as well as charity should begin at home.

G. Young (A. Krolik & Co.), after a delay of several weeks, reports with a current event filler as follows: "Speaking of the capture of some of those Russian towns, it is easier done than said."

B. Schabwan has opened a grocery and fruit store at 1409 Mack avenue.

Jacob Barnett, of Onaway, was a Detroit business visitor last week.

Thomas, better known to his many friends as "Tom" Cain, of the Cain Motor Supplies Co., 591 Yonge street, Toronto, is visiting with friends in Detroit for a few days this week. Tom has been very successful in his Canadian business ventures, the result, no doubt, of his characteristic American aggressiveness and hustle. He is an American citizen, despite his long residence in Canada. According to the company's business cards, it uses "Made in Canada" material in its work, but, according to the success of the company, it uses American ingenuity to get the business that enables it to use the Canadian made materials.

Who knows, some day those Georgia ruffians may tire of it and turn over the government of the State to the proper officials—or improper, as the case may be.

The Goodfellowship Club, composed of employees of the Schmied-Sisman Co., builder, held its annual outing at Put-in-Bay last Saturday. Nearly 600 attended. All kinds of athletic sports were indulged in and, despite the rain that fell intermittently during the day, all enjoyed themselves immensely.

E. J. Mayers, veteran city salesman for Edson, Moore & Co., has been confined to his home for the

past two weeks with a severe attack of rheumatism.

The death of Charles Zimmerman, at the home of his son last Saturday, marked the passing of one of Detroit's prominent citizens and pioneer business men. Mr. Zimmerman was born in Germany, near the city of Berlin, February 22, 1837, and at the age of 16 years emigrated to America, first settling in Buffalo. After a year's residence in that city he moved to Detroit, where he was employed by different grocers for the first few years, later establishing a grocery business of his own at 1522 Michigan avenue. The business was turned over to his son, Frank Zimmerman, on his retirement a few years ago. Mr. Zimmerman was well known and beloved by many of the older German residents of the city. Surviving is a daughter and one son, Frank Zimmerman.

Mr. Blackman, of Blackman & Burdick, of Quincy, was in Detroit on a business trip last week.

M. S. Bowers has opened an up-to-date drug store at 3252 Jefferson avenue, East.

A. M. Barnes, owner of a chain of stores dealing in furs and women's apparel, has taken a lease of the store at 243 Woodward avenue and will take possession September 15.

Old Henry Jordan, 100 per cent. German and proud of it, also city salesman for Burnham, Stoepel & Co., rises to remark that it was Germany who put the rush in Russian.

The following Detroit merchants won honors in the \$15,000 National window display contest given by the Rice Leaders of the World Association: F. J. Holtz, wall papers and paints, 717 Gratiot avenue; Newcomb, Endicott & Co., department store; George A. Drake & Co., office outfitters; J. G. Patterson, hardware, 1777 Jefferson avenue, East.

The Detroit Battery Co., 607-677 Fort street, West, has secured an option on a desirable piece of property and plans and specifications are under way for new factory buildings.

Riding on a Grand Trunk train last Friday evening was a kindly looking man—we cannot say old man because he is only 64. Riding on a train, to the average American, is not an unusual experience, but to this kindly looking man it meant a great deal and we are going to explain the reason. W. E. Curtis is the man's name and his home is in Fenton, whither the train was bound. Every now and then there would flit a look of sadness in Mr. Curtis' eyes, only to be dispelled in a moment by a sort of triumphant smile. Again he would gaze meditatively from the car windows and later would turn the kindly gaze on the young traveling men all about him. Finally the secret was out. "Do you know, boys?" he said, "this is my last trip. I've traveled for forty-three years and this is my last day. Next season I am going to

buy a machine and mother and I are going to enjoy life. During these forty-three years, I have covered the States of Michigan, Ohio and Indiana and on divers occasions have traveled all over the country." "But," spoke up one of the boys, "You'll undoubtedly get a touch of the wanderlust again, Mr. Curtis. 'What will you do then?' Mr. Curtis face lighted up as he replied, "Well, if it hits me too hard, I'll probably make a short trip. I've got a son in California whom I expect to pay a visit."

W. S. & H. B. Lewis have purchased the Service Garage at 344-346 Jefferson avenue, East, of Bell & Mitchell. W. S. Lewis is assistant purchasing agent for the Cadillac Motor Car Co. H. B. Lewis will look after the active management of the business.

Germany will have to acquire more territory in order to make room for the Russian prisoners, judging by the rate they are being taken.

Thieves attempted to enter the grocery store of Meyer Margolis, 732 Hastings street, Sunday, but were frightened away.

The Detroit police department is to be commended for its fearlessness in securing the conviction of three newsboys for gambling. Stealing a valuable automobile usually brings naught but an admonition, so why gamble for pennies?

A. K. Jensen has purchased the stock of drugs of J. H. Webster, 933 East Lafayette avenue, and will take possession September 1.

Mrs. A. N. Shaw, of Pigeon, was a Detroit business visitor last week.

J. J. Miller, civil war veteran and one of the best known wholesale meat salesmen in the Middle West, died suddenly at his home, Monday, August 16, aged 70 years. He was connected with the meat packing trade for twenty-one years, for many years having charge of the local branch for Nelson Morris & Co., later going with Parker, Webb & Co. Only a week before his death he joined the firm of Buck & Slayton. Surviving are the widow, three sons and a daughter. Two of the sons are located in Detroit, while the third, Henry L. Miller, resides in Indianapolis. W. Penn Miller is cashier of the Moreton Truck Co. and Hugh Miller is manager of Summerfield & Hecht. Emily L. Miller, the daughter, also resides in Detroit.

Early Sunday morning thieves broke into the office of W. E. Besancon, coal dealer, but obtained nothing of value.

Fred R. Smith, representative for the Switzer Confectionery Co., of St. Louis, Mo., suffered the loss of one of his toes by an operation last week and there is a likelihood that more will have to be removed before the danger of blood poisoning is passed. From what appeared to be an insignificant abrasion and no attention paid to it, gangrene set in,

When You Buy Furniture

be wise enough to secure the kind that not only looks fine to-day, but will still be a family pride 10 or 15 years from to-day. That's common sense.

Klingman's

The Largest Furniture Store in America

Corner Ionia Ave. and Fountain St., Grand Rapids, Michigan

resulting in Mr. Smith's plight. He is a member of Detroit Council. At present he is doing as well as could be expected.

Baseball as "she is did" in Detroit is eminently satisfactory to 747,000 natives.

W. H. Casey, representative for Armstrong & Graham and member of Detroit Council, is convalescing, following an accident received in alighting from a train a short time ago.

George W. Franklin, formerly manager with the Wetmore-Quinn Co. and at one time manager of the local branch of the Regal Motor Car Co., has joined the sales force of the A. A. Crumley Co., 998 Woodward avenue.

Lawlessness and saloon violations are the prohibition movement's greatest workers.

It is with extreme regret we announce the death of Mrs. Rose Murray, wife of John Murray and mother of H. D. Murray, both prominent U. C. T. workers and members of Detroit Council, at the family home last Friday. In expressing our sympathy to the bereaved family we know we express the sentiment of friends and traveling men in all parts of the country. Mrs. Murray at the time of her death was 67 years of age and had been ailing for over a year, following an accident in which she broke a knee cap.

Mrs. A. H. Notter, of Sebewaing, was in Detroit last week looking after the interests of the A. H. Notter general store.

George Terray will open a grocery and fruit store at Mack avenue September 4.

Cadillac Council will again be in the limelight at an early date. Art Woods, the capable and promising young Secretary of the Council, will soon flood these columns with U. C.

T. news. Likewise others of the same institution.

Fred Reynolds will open an auto supply and service station at 253 Jefferson, East, August 28.

Our vacation savings have been submarined. At least the money has been sunk in some mysterious manner and no vacation as yet.

Again it has been demonstrated that money talks. Didn't money say that Thaw was sane?

The trouble is the Germans do not give the Russians time to soldier.

As the Grand Duke might remark, "It's a long time between wins."

James M. Goldstein.

Chirpings From the Crickets.

Battle Creek, Aug. 23.—William Sawyer (Worden Grocer Company) was a leading man in an auto mishap at Saugatuck last Tuesday. No blood spilled and nobody censured.

Muskegon is enjoying a good industrial growth. Salesmen report good orders and plenty of them in Muskegon.

The son of Frank Stiles is in a local hospital for an operation. The operation is not of a serious nature and we all hope to hear soon of Frank's boy safe and sound in his daddy's home again.

Grand Rapids Council sent a well worded letter of condolence to the widow of our late member, George Alexander. George was a favorite with the boys of No. 131 and his cheery presence will be missed by them, as well as the boys of the Council of his adoption. The letter was read to our Council Saturday night by our Secretary and reflects true friendship and esteem and an appreciation of his loss by his fellow travelers.

Mr. Stowe, of the Tradesman, was an old acquaintance of Mr. Alexander and, but for the fact that George's death and burial were reported by several of the Tradesman's correspondents, Mr. Stowe would

have made mention of his life, etc., in his own departments.

F. J. Cronk, city salesman for the Battle Creek Candy Works, was appointed to succeed Orin J. Wright as conductor of 253 at Saturday's meeting. Orin is busy at his new hardware store at Urbandale and is unable to be with his fellow counselors on Saturday nights. Mr. Cronk is well able to assume his new duties and we want to see him go through the chairs. He will have the hearty support of all the boys.

Your humble servant has been appointed to send Battle Creek articles to the Sample Case.

M. L. Blakeslee is on a short vacation. Some fish stories will be looked forward to eagerly.

Tell your buyer you saw his products advertised in the Tradesman.

Tell your trade you saw their stock and town mentioned in the Tradesman.

Guy Pfander.

Sparks From the Electric City.

Muskegon, Aug. 23.—The White Lake Inn, at Montague, has changed hands, Charles Schierstaedt selling out to J. J. Carner, of Sawyer, who will run the house with the assistance of his hister, Mrs. Adah Hayes, of Grand Rapids. Charles will go back on the road selling goods in Chicago. The wanderlust never left him.

Our Past Counselor, E. P. Munroe, has accepted a position with a large hardware concern of Chicago and will travel in Northern Indiana and Southern Michigan for his firm. Success to you, Munroe.

We are sorry to report that W. J. Carl, Muskegon Heights' popular merchant, is suffering from a break down and is staying at the Hackley hospital. The Tradesman is looking for a speedy recovery.

On account of the inclemency of the weather, Grand Rapids Council's picnic to Saugatuck has been postponed until Saturday, August 28.

Muskegon Council and their wives and friends have been invited to attend this affair. In order for the boys to arrive on time at Grand Haven, where the boat leaves for Saugatuck, it will be necessary to leave Muskegon not later than the 8:35 car in the morning.

The city hall will receive a new coat of much-needed paint. This building has long been an eye sore to the citizens and visitors of Muskegon.

The Shaw-Walker Co. has captured gold medals on its products at the San Diego and San Francisco expositions.

The Elks delegates to the Los Angeles convention have returned, sun burned and happy. They all gained weight and only came home because they thought their clothes were getting too small. The following were Muskegon's representatives: L. Wasserman, J. A. Drazt, Isaac Rosen, C. Callan and our own William Castenholz.

Fred Castenholz, formerly with Fred Brundage, of Muskegon, has transferred his services to the Hazeltine & Perkins Drug Co., of Grand Rapids, in the capacity of house salesman.

Peaches, meaning fruit varieties, are reported in large quantities in the fruit districts. Milton Steindler.

Recipe for Happiness.

Antoinette Brown Blackwell, who recently celebrated her birthday, is one of the pioneer suffragists in America. She was also the first woman to be ordained as a minister. A hale and hearty old lady, much beloved for her cheerful disposition and friendliness, she was asked her recipe for happiness.

"Work, marriage, children," she replied promptly.

Help Your Customers Make More Money

Explain to your dairy customers that butter of the correct yellow color, brings top price. Tell them that

"DANDELION BRAND" BUTTER COLOR

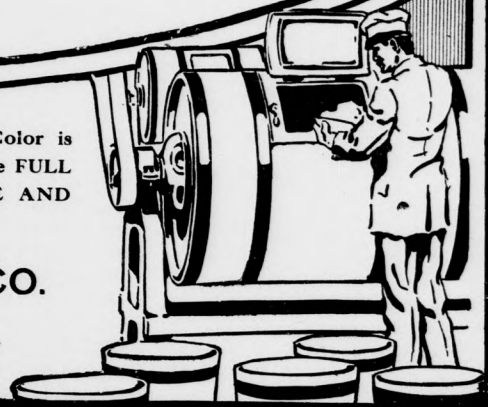
gives the top price shade of yellow.



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

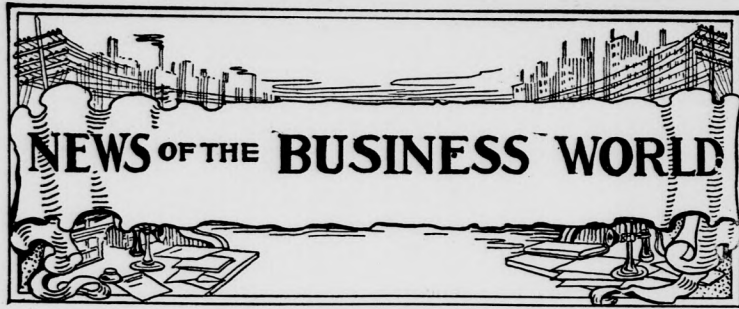
WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand Butter Color
The color with the Golden shade





Movements of Merchants.

Elwell—Dr. J. Black has engaged in the drug business here.

Elsie—C. H. Decker & Son succeed J. E. Grover in the drug business.

Allegan—William Underhill succeeds W. A. Etoll in the restaurant business.

Houghton—The Barrett Electric Co. has stored its stock and discontinued business.

Homer—Fire destroyed the V. M. McKee store building and grocery stock Aug. 20.

Lansing—Hobbs Bros. succeed Ward & Jones in the grocery business at 516 West Main street.

Mancelona—Joseph Coles has opened a general store under the style of the Square Deal store.

Menominee—The Wilson-Henes Co. succeeds A. E. & E. Guensburg in the dry goods business.

Battle Creek—Grienerberger & Brophy have engaged in the wholesale butter and egg business.

Ludington—Johnson Bros. have engaged in the coal and wood business on South Charles street.

Jackson—A. W. Grandy has removed his drug stock from Rives Junction here and will continue the business.

Battle Creek—F. Y. Rice has engaged in the grocery business in the C. L. Post building on Lake avenue.

Negaunee—John Manning has engaged in the grocery business at the corner of Jackson and Tobin streets.

Bay City—Bernard E. Bukowski has opened a shoe store at the corner of Kosciuszko and Grant streets.

Nashville—H. E. Downing has sold his sawmill and fuel business to L. H. Cook, who will continue the business.

Gaylord—Ernest Moore has purchased the John Grant bakery and will continue the business in connection with his restaurant.

Onaway—Arthur E. Starks, dealer in groceries, feed and produce, will conduct the new elevator in connection with his business.

Battle Creek—Frank Mitchell has engaged in the drug business at 114 West Main street under the style of the Mitchell Drug Co.

Owosso—The Young-Randolph Seed Co. has broken ground for the erection of its brick factory and warehouse on Corunna avenue.

Flint—Don Pamerleau has engaged in the shoe business at 414 North Saginaw street under the style of the Boston Sample Shoe Co.

Detroit—Henry C. Weber & Co., wholesale and retail hardware dealers, have merged their business into a stock company under the same style, with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Leslie—Burglars entered the George Mitchell general store Aug. 22 and took some stock and what money remained in the cash register.

Ishpeming—W. J. Hebbard, who conducts a bazaar store on South Main street, is closing out his stock and will retire from business.

Munising—Isaac J. Chudacoff has removed his stock of general merchandise to the new store building he has erected on West Superior street.

Saginaw—The Schust Baking Co. has taken over the plant of the Michigan Candy Co. and will continue the business in connection with its own.

Petoskey—B. M. Salisbury, recently of Allegan, will open a shoe store on East Mitchell street Sept. 1 under the style of the Salisbury shoe store.

Belding—T. W. Peck has sold his shoe stock to Merton Smith and Wilbur Whitney, who will continue the business under the style of Smith & Whitney.

Carson City—Joseph Falsetta has closed out his stock of fruits and confectionery and removed to Grand Ledge, joining his father in a similar business.

Pittsford—E. P. Lake, recently of Adrian, has purchased the general merchandise stock of the Warren Cole estate and will continue the business under his own name.

Lansing—Mrs. Rose Jones has sold her interest in the Ward-Jones grocery stock, to her partner, who will continue the business under the style of the Ward Grocery.

Millett—The report that C. C. Carpenter has sold his stock of general merchandise to Mrs. Flora E. Moyer is unfounded. Mr. Carpenter is still doing business at the old stand.

Fremont—Charles Peck, of Muskegon, formerly with the Towner Hardware Co., of that city, will have charge of the hardware department of the G. E. Hain Co. store hereafter.

Bellevue—The Bellevue Lumber & Coal Co. has taken over the A. J. Hager lumber and coal stock and will continue the business under the management of George Schreiber.

Grand Ledge—John Falsetta has sold a half interest in his confectionery, fruit and cigar stock, to his son, Joseph, and the business will be continued under the style of John Falsetta & Son.

King's Mill—The King's Mill Elevator Co. has been organized to buy and sell farm produce and farm supplies, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Saranac—Earl Herron, who has been a clerk for a number of years at A. W. Huntley's drug store has resigned to accept the management of the drug department of a drug and jewelry store at Shepard.

Chelsea—John Farrell has purchased the interest of his partner, George Mills-paugh, in the John Farrell & Co. grocery and shoe stock and will continue the business under his own name.

Merrill—The Merrill Farmers' Elevator Co. has been incorporated with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and \$3,000 paid in in cash.

Negaunee—John W. Elliott, undertaker and hardware dealer, and Elias Dawe, undertaker, have formed a copartnership and consolidated their stocks under the style of Elliott & Dawe.

Saranac—Luke Harwood and John Adgate have formed a copartnership under the style of Harwood & Adgate and purchased the H. J. Houserman meat stock and fixtures and will continue the business.

Detroit—The A. A. Crumley Co. has been organized to buy, sell and deal in automobile parts with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed, \$3,500 paid in in cash and \$4,000 in property.

Manufacturing Matters.

Charlotte—The Duplex-Power Car Co. has increased its capital stock from \$100,000 to \$200,000.

Kalamazoo—The D'Arcy Spring Co. has purchased sufficient machinery to enable it to double its output.

Hastings—The Consolidated Press & Tool Co. will erect a new brick and steel factory on State street, according to plans which will be made public soon.

Big Rapids—The Johnson Paint Co. has been organized with an authorized capital stock of \$2,500, of which amount \$1,310 has been subscribed, \$53.85 paid in in cash and \$1,256.15 in property.

Why is it that this country, at a critical time, must hear from men whom it would wish to remain silent, while the man whose authoritative word it waits for says nothing? The President is keeping his own counsel. When the time comes he will no doubt speak, and that in no uncertain way. But the two Colonels, whom nothing would so much become just now as quiet stillness and humility, rush to give their views to their fellow-countrymen. That the latter, at this juncture, had any desire to hear from Mr. Roosevelt and Mr. Bryan, may be doubted. For one thing, everybody knew in advance exactly what they would say. They have simply said it again. Perhaps they can't help it, their impulse to volubility being what it is, but their outbursts are both unsolicited and ill-timed. The general comment provoked by the Oyster Bay Colonel is: "Thank Heaven he is not President;" while the Nebraska Colonel simply increases the public sense of relief at his being out of the Cabinet.

Publication of the three final reports of the Federal Commission on Industrial Relations will disturb no one, and must amuse thousands. The consoling fact was perceived months ago that no one in Congress or out would pay any practical attention to the Commission's findings and that its proceedings were a

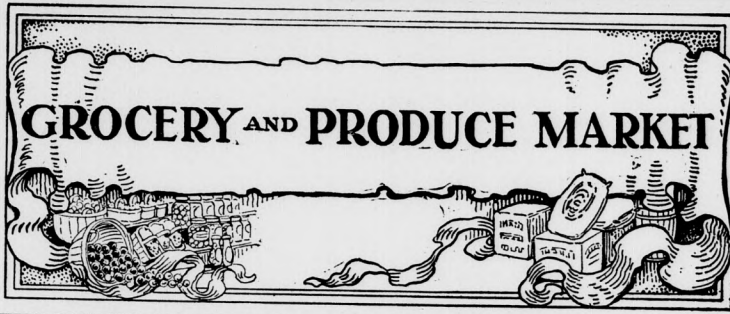
farce which we could wait in patience to be played to the end. It seems capricious of the critics to be complaining that it wasn't worth the half million it cost. In essence, the Commission gravely states that it finds the causes of our industrial unrest to present a truly Gordian knot; and its three labor members present their sword to cut it through with pardonable pride. Why these mild gentlemen limit their scheme of public confiscation to fortunes of one million or over is a mystery not solved by the summaries. It is found that only one-tenth of the male adult workers of the country earn more than twenty dollars a week. By the logic of Walsh, should not a radical attack on "the unequal distribution of wealth and income" begin at estates which yield some such income? It is hard to accuse judicial minds of playing upon the supposed popular prejudice against the millionaire. The best aspect of this satisfying denouement is that it at once renders repugnant the scheme of two other members of the Commission for making it a permanent body, giving a continuous performance.

There is an old saying, "I care not who makes the laws of the country if I may make its songs." Discussing this sentiment the Kaiser emphatically remarked: "I care not who writes the songs of a country if I may make its shells." If the musicians of Europe are busy with bigger noises than can be brought from a piano or orchestra, that does not prevent any American composer who has a song stirring in his heart from writing it and setting it to music. It is true that the factories which can make shells for this country are pretty busily engaged in that work just now, but probably they do not include very many composers in their regular forces, so that the musicians have just as much time as ever and for Americans the market ought to be especially inviting.

The board of public works of Holland has adopted this recommendation of Supt. Champion: "Believing that the nature of the work in the power plant and pumping station requires the attendance of men wholly alive to their responsibilities and that it requires a clear brain unclouded by the effects of alcoholic drink, I hereby recommend that all promotions and increases of salary be made in favor only of men who practice total abstinence. I would further recommend that the order apply to all employes of the board."

Reports that banana plantations on the island of Jamaica have been destroyed by a hurricane are not quite so alarming as one would think. A storm that would completely destroy all the apple or peach trees in a district would do more damage. The life of a banana tree is short, running a little over a year. The tree bears one bunch of fruit and is then cut down, the young stalks at the side springing up to take its place. The crop for this year may be destroyed, but it will not take long to grow new trees.

Chas. M. McCarty has succeeded his brother, L. N. McCarty, in the grocery business on Alpine avenue.



Review of the Grand Rapids Produce Market.

Apples—Harvest varieties such as Transparents, Duchess and Red Astrachans, command 50c per bu.

Bananas—Medium, \$1.25; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.50.

Beets—15c per doz; 60c per bu.

Blackberries—\$1.50@1.75 per 16 qt. crate.

Butter—Market steady and unchanged, while the make continues liberal. The average quality of the present production is unusually fine. Consumptive demand is normal and will probably continue good for some time to come. No important change is in sight. 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, 60c per basket; Indiana Standards, \$2 per crate of 45; Benton Harbor Osage, \$2 per crate.

Cauliflower—\$1.25 per doz.

Carrots—15c per doz.

Celery—16c per bunch for home grown.

Cocoanuts—\$4 per sack containing 100.

Crab Apples—\$1 per bu. for early varieties.

Cucumbers—50c per doz. for hot house.

Eggs—Receipts have increased in volume and the average quality has also improved on account of the cooler weather. Local dealers pay 19c for No. 1 stock, loss off.

Eggs Plant—\$1.25 per doz.

Garlic—20c per lb.

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—California, \$3@3.50 per box.

Lettuce—Home grown head, \$1.25 per bu.; leaf, 65c per bu.

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

Onions—Home grown command 75c per bu. The prospect for a heavy crop is not so good as it was a few weeks ago on account of the appearance of blight.

Parsley—25c per doz.

Oranges—Valencias are steady at \$5.25@5.50.

Peaches—Receipts of home grown are now in command of the market, principally St. Johns, which fetch \$1 @1.25 per bu. Elbertas will begin to come in next week.

Pears—Clapp's Favorite, \$1.50 per bu.

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

Peppers—\$1 per bu. for home grown.

Plums—Sugar, 75c per bu.; Burbanks, Bradshaws and Guis, \$1 per bu.

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

Potatoes—Virginia Cobblers and home grown are both in ample supply on the basis of 50c per bu. or \$1.50 per bbl.

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

Squash—\$1 per hamper for home grown.

Tomatoes—Home grown are now in market, meeting with strong demand on the basis of \$2 per bu.

Turnips—20c per doz.

Wax Beans—90c per bu.

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

Whortleberries—\$2.50 per 16 qt. crate.

Paul Leake, advertising manager of the Michigan Trust Company, has been transferred to the bond department of that corporation in addition to his advertising duties. Mr. Leake is one of those "all round men" who can adapt himself to any position worthy of his attention and acquit himself well wherever he is placed.

Salt Fish—Norway mackerel have advanced \$1 on account of the small supply in this country. Irish and shore mackerel show no change for the week and light demand. Cod, hake and haddock are unchanged and very dull.

L. C. VanderLinde has succeeded Peter Thiebout in the meat business at the corner of North avenue and Spencer street.

Anthony Wojciakowski has engaged in the grocery business at 956 Innis avenue, the Worden Grocer Co. furnishing the stock.

Weeks & Weeks have engaged in the flour and feed business at Hall street and Madison avenue.

Mrs. M. L. Stein succeeds Mrs. Carrier in the millinery business at 319 Division avenue, South.

Michael Storher succeeds V. Van Keuren in the grocery business at 151 Griggs street.

The Grocery Market.

Sugar—The market has sustained another slump, granulated now being offered as follows: Federal and Arbuckle, 5½c; Howell, 5.60c; American and Warner, 5.65c. It looks as though there would be even lower prices for sugar in the near future in spite of the fact that we are now entering into the season of greatest demand. The consumptive demand at present is not large, as everybody is afraid of the market. Domestic beet granulated is still offered pretty generally at a substantial fraction—perhaps averaging ¼c—below the Eastern refiners' prices. The question that is now agitating the sugar trade is whether the marketing of beet refined will have a bad effect on cane granulated. Already Western beets are being pushed in Eastern territory usually not invaded until later in the season, and the Michigan and other interests have yet to begin operations. The crop should be large, and naturally the best factories will hasten to secure present high prices for their product, regardless of the result upon the stability of the market. However, it is suggested that the bountiful fruit crops will stimulate the consumption and in connection with exports keep prices on a fairly steady basis.

Tea—The holding off policy of the country keeps trade quiet and with black teas of late showing a heavy tone, there is no immediate likelihood of distributors changing their attitude. Prices are high and merchants do not care to carry more stock than absolutely necessary. The uncertainty incidental to the Arabic, complications with the probability of breaking off of diplomatic relations with Germany, has a retarding influence. Low grade Ceylons, from lack of demand, are easing off somewhat. The general line, however, is still steady to firm, with good consumptive demand.

Coffee—Receipts continue to pile up in Brazil and the situation down there is not at all promising. The market for all grades of Rio and Santos can be quoted at a fraction lower than a week ago. Mild coffees are unchanged, but weak, and ruling on a low level. The demand is quiet, although milds would seem to be a safe purchase. Mochas show a decline of 1c a pound. Java is firm and quiet.

Canned Fruits—Apples are unchanged and dull. California canned goods, both spot and futures, are both dull, cheap and heavy. Small Eastern staple canned goods are unchanged and show no demand.

Canned Vegetables—Tomatoes are unchanged and weak. Peas are heavy and weak. Large sales of new pack have been made at a very low price and until these have been distributed there will be no heavy demand for them. Reports from Maine show a short pack and the situation is firm. All other grades of canned goods are unchanged and quiet.

Canned Fish—Although a majority of factors are quoting somewhat higher prices on Alaska reds than were prevailing one week ago, it is still possible to obtain supplies of

this variety under the usual quotations and stocks are reported to be in transit from the Coast bound for the market which have been offered below the figures generally announced. Practically the only variety of salmon to show any pronounced stiffening in price which it was able to maintain during the past week was medium red. Domestic sardines remained unchanged during the past week and a fairly extensive business is reported to be in progress upon the basis of the inside quoted prices which were established several weeks ago by large operators. Only a few outside packers are attempting to meet the low figures according to reports. The heavy run of fish began last week according to Eastport advices. The catch on Friday was about 600 hogsheads and this was about the average maintained during the week. Portuguese sardines are firm and advancing, as are Norway sardines. Of French sardines there are practically none.

Dried Fruits—The California Associated Raisin Co. has named a price on seedless raisins of ¾c above last year. New prices on seeded raisins are expected within the next two weeks. Seeded raisins are expected to open about like last year. Prunes are attracting only moderate interest. The opinion which is constantly heard from many sources is that the packers will ultimately force the growers to sell their crops at a lower figure than they are now demanding, and that in consequence 1915 pack prunes will decline in price for the later shipments. Additional supplies of currants are due in the New York market this week and will help to replenish an almost exhausted market. Advices which are received from Greece state that the new crop will probably be smaller than first estimated. Weather conditions which have prevailed have been very favorable, however, according to report.

Rice—The market is quiet, with the same waiting policy on the part of the trade. The supplies are ample for needs and there is little incentive to purchase new crop until the active movement brings prices to normal levels. The distributors realize that the crop will be large, and, unlike in previous years, are not buying simply to have new rice, regardless of cost.

Cheese—The market is steady and unchanged, with a light consumptive demand. Prices are about the same as a week ago, with the make somewhat larger than usual at this season, owing to the very favorable weather. The market is steady and prospects are that prices will have to be slightly reduced in order to stimulate trade.

Provisions—All smoked meats are steady at a decline of ¼@½c on all grades. There is a fair consumptive demand. Stocks are very large and the situation is not firm as the consumptive demand is very moderate. Pure lard is steady and unchanged, as is compound. Barreled pork, dried beef and canned meats are steady to firm at unchanged prices.

STOCKS, BONDS, GRAIN AND PROVISIONS

Features of the Stock and Grain Market.

Chicago, Aug. 24.—Wheat: Weather conditions and a frost scare in the Northwest, combined with an over-sold condition in our market was responsible for the early advance in wheat. An authority calls our attention to a new condition and that is that owing to the badly sprouted and damaged condition of the winter wheat, he believed Southwest millers will want a large amount of spring wheat for mixing purposes. This may create a stronger position here should an export business spring up, but at this writing there is not a sign of foreigners wanting it. While our last night's letter advising the purchase of wheat was good for nearly 2 cents, the selling pressure at to-day's advance was so great that the limited demand could not take care of it. Until something appears to create a stronger situation we must again revert to the short side. Lack of demand is the one big bearish factor at the moment, although the political unrest is helping the decline.

Corn: Southwestern advices indicate an early movement of corn and as the season progresses, more northerly points will furnish their quota. With September selling at its present premium, it seems to us that Chicago will be the target for about everything that will be sold and there is a large amount of old corn coming forward. Southern states will have plenty to export instead of importing this year. Argentine is supplying the Western wants, and there is no foreign demand. We fail to see how present prices can be maintained. Offerings from the East are becoming rather free and it is a hard matter to place them. In our opinion it will be liquidated at much lower prices.

Oats: The oat market started strong in sympathy with wheat. Offerings by elevator interests on the advance were too heavy, and resulted finally in a weak market. Eastern demand for cash oats is very poor and Western offerings are increasing daily. Until conditions change, we again favor sales.

New York, Aug. 24.—General betterment was the order of things as a consequence of what appeared to be a disposition to yield on the part of Germany. The remarks credited to the German ambassador exercised a wholesome influence on stock market sentiment and induced short covering and moderate replacement of long lines.

It is quite probable that Arabic will continue to be a factor for an indefinite period but the fact that Washington has been requested to withhold action on the matter in itself lends encouragement to the hope that things may be adjusted in a manner more satisfactory than has been supposed later.

The short interest has contracted and while further covering may force a somewhat higher range of values for the time being, still indications do not suggest a renewal of aggressive bullish tactics until the outlook in general is altered materially for the better.

United Kingdom—Weather favor-

able and harvesting progressing, yield and quality will be under expectations. New wheat will be moving shortly.

France—Weather is now more favorable but scarcity of labor is militating against successful harvesting. Yield and quality will be disappointing. Importation will be important.

Germany—Official reports state that wheat is a good average with reserves liberal.

Directors of N. Y. Air Brake meet to-day to take action on dividends.

Sir George Paish urges establishment of credit by Allies in United States to solve foreign exchange problems.

I. C. C. in Rock Island report scores directors and operation of company under Reid Moore syndicate.

Washington believes British cabinet will declare cotton contraband to-day.

New German war loan to be issued at 99 and bear 5 per cent.

Paul Reinsch, United States Minister to China, outlines to President Wilson possibilities for American money in the Far East.

Executive Board International Machinists repudiates general strike in munitions plants.

Indian war loan of \$15,000,000 largely oversubscribed.

British press places \$500,000,000 as the amount of gold Allies will ship to the United States.

Dupont Powder to organize new company and distribute new common as 200 per cent. stock dividend to common shareholders of old company.

Standard Oil of Ohio declares regular quarterly dividends of \$13 per share and extra dividend of \$3.

Opposition to proposed plan to reorganize Wabash-Pittsburg Terminal Railway develops.

British embassy at Washington announces that Allies have agreed that cotton is contraband but date of announcement yet under consideration.

Signs of industrial activity developing in South.

Great Britain declares cotton contraband, but South raises no protest.

Steamship Philadelphia arrives here with \$1,000,000 gold and large amount of securities.

Ambassador Page informs State Department that Arabic was sunk without warning.

Ministers of finance of Great Britain, France and Russia to confer regarding foreign exchange situation and establishment of credit in United States for the Allies.

Westinghouse Electric seeking to duplicate its 4,000 tons of bars for rifle barrels.

Hot and clear in Canada; crops coming in fast; frost will do little damage from Winnipeg to line. Ninety per cent. of wheat in stack.

Bradstreet's says trade conditions broadening; industry to quicken and optimism to spread.

Berlin newspapers forbidden to comment on sinking of Arabic.

Nashville, Chattanooga & St. Louis orders equipment from Baldwin.

Cables from London say that Arabic carried securities valued at from \$10,000,000 to \$15,000,000.

| NEW YORK STOCKS. | | |
|----------------------|---------|---------|
| | High | Low |
| Ach. | 101 3/4 | 101 |
| Anaconda | 69 3/4 | 68 1/2 |
| Am. Smelt. | 78 3/4 | 77 3/4 |
| Alka. Gold | 32 3/4 | 32 1/4 |
| Am. Can. | 59 1/4 | 56 3/4 |
| Am. C. & Pdy. | 67 | 63 1/2 |
| Am. Loco. | 53 3/4 | 49 3/4 |
| Am. Beet Sugar .. | 63 1/2 | 61 |
| Butte & Sup. | 62 3/4 | 60 1/2 |
| Bal. & Ohio | 81 3/4 | 80 3/4 |
| Bkln R. Trans. | 84 3/4 | 84 1/2 |
| Beth. Steel | 279 | 275 |
| Bal'n Loco. | 77 3/4 | 73 1/2 |
| Ches. & O. | 44 | 43 3/4 |
| Can. Pacific | 149 3/4 | 148 |
| Chino. | 45 1/2 | 44 |
| Colo. Fuel | 40 3/4 | 38 1/2 |
| Cent. Lea. | 43 3/4 | 43 |
| Erie. | 27 1/2 | 26 1/2 |
| Erie, Ist. | 42 1/2 | 41 |
| Goodrich | 59 3/4 | 57 |
| Great Nor. | 117 3/4 | 116 3/4 |
| Gen. Motors | 211 | 204 |
| Int. Met. | 20 1/2 | 20 |
| Inspiration | 33 3/4 | 33 |
| Lehigh Valley | 141 3/4 | 140 1/2 |
| Mo. Pac. | 3 3/4 | 3 |
| Nat. Lead | 43 | 40 |
| N. Y. Cent. | 61 3/4 | 60 |
| Nev. Cons. | 89 3/4 | 89 1/4 |
| Nor. Pacific | 106 1/2 | 105 1/4 |
| New Haven | — | — |
| Psd. Steel Car | 57 3/4 | 55 1/2 |
| Penn'a. | 108 3/4 | 108 3/4 |
| Rep. Steel | 42 3/4 | 40 |
| Rock Island | 22 3/4 | 21 |
| Ray Cons. | 22 | 21 3/4 |
| Reading | 148 | 146 |
| St. Paul | 82 | 81 1/2 |
| So. Pacific | 88 3/4 | 87 3/4 |
| Studebaker | 105 | 99 |
| Sears | 151 | 150 |
| Tenn. Cop. | 53 | 50 1/2 |
| U. S. Steel | 74 1/2 | 70 3/4 |
| Union Pacific | 128 3/4 | 127 3/4 |
| Utah Cop. | 65 1/4 | 64 1/2 |
| U. S. Rubber | 53 3/4 | 49 1/2 |
| Westinghouse | 114 3/4 | 111 1/2 |

| GRAIN AND PROVISIONS. | | |
|-----------------------|---------|---------|
| | High | Low |
| Wheat. | | |
| May | 103 1/2 | 100 3/4 |
| Sept. | 102 | 98 3/4 |
| Dec. | 99 1/2 | 96 3/4 |
| Corn. | | |
| May | 65 1/4 | 64 1/4 |
| Sept. | 75 3/4 | 73 3/4 |
| Dec. | 64 1/4 | 62 3/4 |
| Oats. | | |
| May | 40 | 39 |
| Sept. | 38 3/4 | 37 1/4 |
| Dec. | 37 1/2 | 36 3/4 |
| Pork. | | |
| Sept. | 1370 | 1350 |
| Lard. | | |
| Sept. | 812 | 797 |
| Ribs. | | |
| Sept. | 862 | 845 |

Quotations on Local Stocks and Bonds.

| Public Utilities. | Bid | Asked |
|------------------------------------|--------|-------|
| Am. Lt. & Trac. Co., warrants | 326 | 331 |
| Am. Light & Trac. Co., Com. | 326 | 331 |
| Am. Light & Trac. Co., Pfd. | 108 | 111 |
| Am. Public Utilities, Com. | 31 1/2 | 33 |
| Am. Public Utilities, Pfd. | 63 | 66 |
| Comw'th Pr. Ry. & Lgt., Com. | 49 | 51 |
| Comw'th Pr. Ry. & Lgt., Pfd. | 77 | 80 |
| Pacific Gas & Elec., Com. | 41 | 45 |
| Tennessee Ry., Lt. & Pr., Com. | 4 | 8 |
| Tennessee Ry., Lt. & Pr., Pfd. | 21 | 26 |
| 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 | 5 3/4 | 6 3/4 |
| Holland St. Louis Sugar, Pfd. | 7 1/2 | 8 1/2 |
| 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 | 220 |
| Fourth National Bank | 220 | 220 |
| G. R. National City Bank | 165 | 173 |
| G. R. Savings Bank | 255 | 255 |
| Kent State Bank | 260 | 265 |
| Old National Bank | 195 | 203 |
| Peoples Savings Bank | 250 | 250 |

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

Buffalo, Aug. 25.—Creamery butter, fresh, 22@26c; dairy, 21@23c; poor to common, all kinds, 18@20c.
 Cheese—Selling well; new fancy, 14 1/2@15c; new choice, 14@14 1/2c; held fancy, 15 1/2@16c.
 Eggs—Choice fresh, 23@24c; fancy 25@28c.
 Poultry (live)—Broilers, per lb., 16 @20c; cox, 11c; fowls, 13@16c; ducks, 12@15c.
 Beans—Medium, \$3.25@3.30; pea, \$3; Red Kidney, \$3.50; White Kidney, \$3.75@4; Marrow, \$3.75@4.
 Potatoes—New, 50@60c per bu. Rea & Witzig.

Texas Farmer Produces New Vegetable.

P. Dan George, a truck farmer of La Marque, Texas, has succeeded in producing a new vegetable on odd producing a new variety of vegetable by grafting tomato plant upon the egg plant. The product of this blending of plant types is a vegetable that in some respects resembles the egg plant and in other ways is typical of the tomato.

Mr. George has one-half acre devoted to egg plant-tomatoes, as he calls the new garden product. The yield is enormous. The fruit of the crossed plant is of deep purple color on the outside, closely resembling the egg plant in that respect, but the meat on the inside is red.

The fruit is almost entirely free of seed. In size the new product is much larger than any of the commercial varieties of tomato. Each plant grows to a height of five to seven feet and puts on an enormous crop of fruit.

Mr. George claims that the new vegetable will receive a warm welcome from the consumers of the country. It was quite by accident that he made the discovery that the two plants could be crossed. He was growing the young plants in beds early this spring and one day, for want of something better to do, he grafted a tomato plant upon an egg plant, never thinking for a moment that the merged plant would grow. Greatly to his surprise he saw that the grafting was a great success. He immediately grafted enough plants to set a half an acre of them.

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UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Aug. 23.—The De Mar Electric Co. has changed hands, Ray T. Marriott now being the new proprietor. Mr. Marriott has had about ten years previous experience in electrical contracting work, having spent most of his time with the Northern Electrical Co., and is thoroughly familiar with all the details in the business. Ray is still a young man and very popular with his numerous friends who wish him every success in his new venture.

The Sault Civic and Commercial Club is to send a petition to Washington requesting the members of Congress to use their influence to send the soldiers back to the Soo. It is believed there is a general sentiment for a stronger defense in the United States and for this reason the local committee is of the opinion that a campaign at this particular time would be in order. Fort Brady is one of the most important posts in the United States and the defense is necessary. Fort Brady is situated on a high bluff, getting a fresh Lake Superior breeze the year round, and is considered one of the healthiest sections in the United States and did much toward restoring to health the affected soldiers on their return from the Philippines.

Mrs. W. J. Bell, wife of one of our esteemed citizens, W. J. Bell, photographer, narrowly escaped drowning last week, when she accidentally missed her footing in stepping into a small boat from their boathouse and fell into the river and was going down for the third time when her son, William, Jr., dived into the water and pulled his mother out on shore and then ran for help. He succeeded in attracting the attention of Ross Whalen and Arthur Booth, who were motoring along the Hay Lake road at the time. The pulmotor from the Union Carbide Co. was brought to the scene and Mrs. Bell was soon restored to consciousness. Much praise is due our heroic rescuer, who is only 13 years of age and a member of the Boy Scouts, for the able manner in which he worked over his mother in trying to bring her to consciousness, as he demonstrated the efficient manner in which the Scouts are instructed for such cases of emergency.

The fifty-three "Y" camp boys from Kalamazoo and other parts of the State who are out on a ten day lake cruise arrived in the Soo Sunday. They were entertained by the members of the local "Y" here with an auto drive about the city and from all accounts the boys had the time of their lives.

Burt Homberg, the 15 year old son of Mrs. E. Homberg, proprietress of the De Tour meat market, De Tour, had an unusual experience last week

while picking raspberries near the village. Burt separated from the rest of his party, finding an unusually large patch of berries, and proceeded to fill his pail. While so doing he happened to look up and his surprise can be imagined when he discovered that a large bear was evidently in the same business, eating berries not two feet from young Homberg. They both happened to look up at the same time and stood staring into each other's eyes for a few seconds before realizing their position. Burt says that he did not question the bear any further, but dropped his pail and made a bee line for the opening. While he did not see the bear again he said it made a noise as if it was also looking for a place of safety, and Burt is still trying to figure out whether he was afraid of the bear or it was afraid of him, but he has taken his rifle while picking berries ever since.

De Tour had the pleasure of entertaining the famous Harry K. Thaw and party at dinner last week. Mr. Thaw is in company with Dr. McClinchey's party, of Pittsburg, who are now camping at Drummond Island. This is getting pretty well out of the busy world and away from curiosity seekers.

Favorable reports are coming in from the summer resorts at the Snows where business has been picking up to a marked degree for the past week and heretofore empty cottages are rapidly being occupied, which goes to show that the weather had much to do with the lateness of the tourist season and a good time is looked for during the remaining season.

St. Ignace is getting ready for the hay fever rush and advises applicants to spend no more than necessary on drugs, as they have ample relief in readiness for the coming season.

The cigar business of Frank Chapel changed hands last week, Edward Moore now being the proprietor. This includes the entire business of Mr. Chapel, including pool and billiard parlors. Mr. Moore is well known here and expects to enjoy a liberal patronage.

The fishing vacations are now being enjoyed by some of our leading citizens and our well known townman, Dr. D. F. Deadman, and Sheriff John Bone and party left last Thursday for a long trip on the north shore of Lake Superior. Judge Stone, of Pittsburg, former Governor of Pennsylvania, and Rev. Dr. Harris, Episcopalian bishop of the diocese of Toledo, were among the party. They expect to spend most of their time in the vicinity of Batchewana Bay and some good fish stories will be looked for upon their return.

"There is nothing wrong in being a slave to habits, if they are good habits."

Joseph France, proprietor of the France papering and decorating house, spent a few days at his hunting

lodge on the Tahquamenaw River last week with trout fishing as a recreation. He reports that game in that vicinity will be more plentiful this fall than in many years past, being due largely to the fact that forest fires have not done the customary damage in the Upper Peninsula timber tracts during the past summer. The sportsmen's organizations has helped to preserve the deer and birds, as forest fires in recent years have not only killed young birds, but the older ones have been driven away, making partridge very scarce where the fires had existed.

Haven't heard of the sea serpent anywhere this summer. Must have been scared away by the submarines.

Charles Fields, one of our progressive merchants on Ashmun street, has added a large line of chocolates to his stock and will now be better equipped than ever to cater to the tourist trade this summer. Charley is of the progressive kind who is pushing ahead and only success has crowned his efforts.

Many a fellow gets the reputation of being fast when his creditors think he is mighty slow.

William G. Tapert.

Bankruptcy Proceedings in Western District of Michigan.

Grand Rapids, Aug. 13—Frederick C. Wise, of Grand Rapids, has this day filed a petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. The first meeting of creditors has not yet been called in the matter. The schedules on file at this office reveal that there are no assets which are not claimed as exempt and the following are listed as creditors:

| | |
|--|-------|
| William Barret, Lansing | 13.55 |
| Theodore Ciekner, Mason | 5.00 |
| Ed. S. Truiker, Lansing | 12.00 |
| A. E. Gilbert & Co., Chicago | 7.75 |
| Donsereaux Store, Lansing | 8.35 |
| C. J. Strang, Lansing | 3.00 |
| A. C. Bauer, E. Lansing | 11.56 |
| R. W. & A. J. Clark, E. Lansing | 35.29 |
| J. J. Tobias, E. Lansing | 57.12 |
| Lansing Pure Ice Co., Lansing | 4.00 |
| Charles H. Chase, Lansing | 7.50 |
| P. M. Loftus, E. Lansing | 16.18 |
| W. J. Atchinson, Lansing | 24.83 |
| Citizens Tele. Co., Lansing | 10.78 |
| Roy Castle, Lansing | 22.72 |
| Reutter Market, Lansing | 26.37 |
| Michigan Power Co., Lansing | 8.30 |
| Northrop, Robertson & Carrier Co., Lansing | 83.00 |
| Andrew P. Krentel, E. Lansing | 45.13 |
| The Holcad, East Lansing | 20.00 |
| E. H. Green, Lansing | 1.85 |
| Dairy Department, M. A. C., East Lansing | 30.81 |
| Mich. Butter, East Lansing | 6.28 |

August 20—Frank S. Vincent, of Grand Rapids, has this day filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. The first meeting of creditors has not been called. The schedules of the bankrupt on file at this office reveal assets of the estimated value of \$1,314.80. The following are listed as creditors:

| | |
|---|----------|
| C. J. Litscher Electric Co., Grand Rapids | 1,051.93 |
| Amer. Brass Novelty Co., Grand Rapids | 1,155.44 |
| First National Bank, Reed City | 1,342.21 |
| Cadillac Light & Power Co., Cadillac | 90.00 |
| Osceola Herald Co., Reed City | 30.00 |
| Unsecured | |
| Cadillac Machine Co., Cadillac | 35.00 |
| Roy I. Lyon, Reed City | 14.75 |

D. M. Steward Mfg. Co., Reed City 26.61
Wykes, Schroeder Co., Grand Rapids 19.60
George D. Westover, Cadillac
H. Lou Millsbaugh, Washington, D. C.

James Maroutsos and William Hotes, doing business as the Empress Cafe, Grand Rapids, have this day filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks, who has also been appointed as receiver. The first meeting of creditors has not yet been called. The schedules of the bankrupts on file at this office reveal assets listed at \$156 and the liabilities are shown as \$3,318.48. The following are listed as creditors:

Preferred.
George Steers, Grand Rapids \$ 52.00
George Maroutsos, Grand Rapids 35.00
Mark Ruth, Grand Rapids 19.00
Hanna Green, Grand Rapids 4.75
Orzloa Luklus, Grand Rapids 9.00
Viola Smith, Grand Rapids 6.00

Secured.
Gust Argiris, Grand Rapids \$250.00
G. R. Gas Light Co., Grand Rapids 225.00
F. E. Stroup, Grand Rapids 132.00
Wuburg Dry Goods Co., Grand Rapids 325.00

Unsecured.
P. D. Mohardt, Grand Rapids \$250.00
Hygrade Incandescent Lamp Co., Grand Rapids 20.25
Harry W. Watson Co., Flint 14.55
Bertsch Market, Grand Rapids 4.14
Holland Cigar Co., Grand Rapids 9.00
D. Bischina, Grand Rapids 40.00
Kuppenheimer Cigar Co., Grand Rapids 20.00
Hirsch Bros. Co., Louisville, Ky. 2.70
G. R. Advertising Co., Grand Rapids 25.00
Blue Valley Creamery Co., Grand Rapids 12.96
Fisher & Levi, Grand Rapids 42.00
Kent Storage Co., Grand Rapids 20.00
Boydland Creamery Co., Grand Rapids 45.00
Henry C. Bryant, Grand Rapids 52.37
G. J. Johnson Cigar Co., Grand Rapids 15.00
Franklin McVeagh Co., Chicago 8.00
Mich. St. Car. Adv. Co., Detroit 75.00
J. Leff, Grand Rapids 22.00
Foster, Stevens Co., Grand Rapids 65.00
Mich. State Tele. Co., Grand Rapids 3.26

Dierdorf Cigar Co., Grand Rapids 15.00
E. J. Gillies Co., New York 100.00
Joseph S. David, Grand Rapids 15.00
Rudell Creamery Co., Grand Rapids 10.00
A. Vanderst, Grand Rapids 20.00
A. Vonk & Son, Grand Rapids 5.00
East Fulton Hardware Co., Grand Rapids 40.00
Thomas & Miller, Grand Rapids 10.00
M. Braudy & Son, Grand Rapids 120.00
Daily News, Grand Rapids 3.50
Collins Northern Ice Co., Grand Rapids 40.00

G. R. Muskegon Power Co., Grand Rapids 65.00
Andrew Hotes, Chicago 500.00
Paul Koutos, Grand Rapids 200.00
August 23—John H. Garvelink, of Holland, has this day filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. The first meeting of creditors has not yet been called. The schedules of the bankrupt on file at this office reveal that there are no assets not claimed as exempt by the bankrupt and the liabilities are listed at \$2,276.89. The following are shown as creditors of the bankrupt:

| | |
|-------------------------------------|----------|
| Peoples State Bank of Holland | \$350.00 |
| First State Bank of Holland | 225.00 |
| H. Lubbers, Holland | 745.00 |
| A. J. Barrett, Chicago | 584.89 |
| Henry G. Dykhouse, Grand Rapids | 241.20 |
| Ohio River Saw Mill Co., Louisville | 143.77 |
| Herman Garvelink, Holland | 300.00 |
| De Pree Hardware Co., Holland | 146.68 |
| Board of Public Works, Holland | 324.35 |
| Isaac Kouw & Co., Holland | 46.25 |
| C. A. Phernanbuco, Holland | 75.00 |
| Con De Pree, Holland | 44.75 |
| Visscher & Robinson, Holland | 50.00 |

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

August 25, 1915.

UNFAIR ATTACK.

The unanimous action of the Common Council of Grand Rapids Monday evening in adopting drastic, unjust and untruthful resolutions regarding the Citizens Telephone Company and threatening retaliation because the company found it necessary to increase the rates for service by the Citizens Company to the city of Grand Rapids accurately measures up the caliber of the Mayor and Common Council of Grand Rapids.

When the Citizens Telephone Company came into existence some twenty years ago as a protest against the extortionate rates and outrageous treatment at that time accorded the people by the Bell Telephone Company, there necessarily crept into the new organization certain irregularities and incongruities. People who had shown an interest in the independent movement and invested freely of their time and money to further the cause were occasionally given some little extra concession. Even the city was furnished service at less than the schedule rate and less than the franchise rate. As time went on and the inconsistencies of these arrangements became more apparent, such irregularities were practically all done away with, except in the case of the city, which was still furnished telephone service at less than the franchise rate.

Public Act No. 206, enacted by the Legislature of 1913, which placed the telephone interests of the State under the jurisdiction of the Michigan Railway Commission, expressly prohibits discrimination in rates. In conformity with this Act, the Telephone Company recently served notice on the city that after October 1 it would be compelled to charge the city the same rates charged regular subscribers, the same rates specified in the company's franchise and the same rates filed with the Michigan Railway Commission.

The receipt of this communication resulted in the action above stated—the unanimous adoption of a series of resolutions which are a disgrace to the city, a reflection on the intelligence of the people, a body blow at the 1500 local stockholders of the Citizens Telephone Company and a distinct warning to people who invest

money in the city of Grand Rapids that they may expect to be blackmailed, brow beaten and intimidated by the Common Council of Grand Rapids unless they do business at a loss when they seek dealings with the municipality.

Of course, a good many matters go through the Common Council on the spur of the moment without consideration. Many measures have been put through in the past which were not thoroughly understood by the majority of the members. It has not been unusual, under the present administration, for the Common Council to be used as a club to compel certain interests to do certain things under penalty of oppressive legislation.

The Tradesman dislikes very much to think that all of the members of the Council knew exactly what they were voting on when they gave an affirmative response to resolutions so libelous, blackmailing, retaliatory and vindictive as the resolution above referred to.

THE NEMESIS OF LYNCHING.

The recent lynching of Leo M. Frank is significant in that it draws attention to the dangers to which the white man of the South has subjected himself through his own inertia. His supine toleration of lynch lawlessness, so long as the negro alone was the sufferer, has now recoiled upon himself. Justice, in her inscrutable ways, often prepares a nemesis for those who regard themselves immune from all attack. Leo Frank's religion was a mere incident, for the same fate must ultimately befall members of other minorities—denominational, racial and others.

One point has escaped consideration. At the present moment we are continually speaking of the force of international public opinion. We have often observed how widely the news of every lynching in the United States is published and commented upon in Europe. The importance in diplomacy of a high reputation for internal peace is well known to all international lawyers. The whole Nation will now stand disgraced for Georgia's offense. All our proud insistence with other nations upon internal justice and order will have a false ring so long as lawlessness prevails at home.

Think of the weakening of our position with Mexico and other "backward" nations when lynch law and race riots flourish over a large section of our own country. Let us not attempt to pull out the mote in our brother's eye when, behold, there is a beam in our own.

The first man of Minnesota is not Gov. Hammond, but James J. Hill, the capitalist and railroad builder. This decision was reached by a committee of five, and Mr. Hill will be the recipient of a diploma to be conferred on Minnesota's greatest citizen by the management of the Panama-Pacific Exposition at San Francisco. Probably no man has done more for the State than Mr. Hill, who has built up its railroad system and extended its business.

WHEN THE GERMANS AWAKE.

When the hour of awakening comes to the German people after this nightmare, into which they have fallen and dragged the whole world, what voices shall be so likely to wake them or what hands to help them in that difficult hour as the voices and hands of Americans, true Americans, of German blood! How or when this awakening will come we cannot tell. But neither can we doubt that it must be partly through their brothers, who have learned the meaning of freedom in this country, that the German people will some day, be awakened to the meaning of that thing which we call liberty.

In defense of liberty and justice all other peoples and nations, during this terrible year of war, are being joined together by such strong and human bonds as will not be easily broken even by years of peace. If, after this awful struggle, we dare hope to see even but the beginning of a federation of the nations, then the German people must be ready, and full of the will, to join in that great undertaking, to organize the spirit of liberty and justice throughout the world.

A splendid opportunity, and a great task, lie before all true Americans of German blood, all those who are now filled with the true spirit of liberty. We may find it hard to define exactly what we mean by the word liberty, but it is enough to say that, by the "true American spirit of liberty," we mean just that spirit by which so many Germans of the past century were led to leave their native land, and inspired to do so much in the making of our country. Men of open and independent minds, they combined an ardor for ideal liberty with various practical abilities to help in choosing and using all best means to the end of creating on this continent a living liberty, a life of liberty under law. It is more than a mere coincidence that one of the first, and best, American writers on the subject of civil liberty was a German, Francis Lieber.

We Americans, whose country alone was founded upon a belief in freedom, may well, during this terrible year, strengthen our faith by deeply pondering upon its meaning. For the propagation of the living principle, of freedom, as well as the organizing of newer, larger federations of states, may depend—who knows how greatly?—upon the present and the coming generation of Americans. During this dreadful year we have come to believe that the people of the Allied nations are indeed struggling, suffering, making every sacrifice, for our own great cause, the cause of liberty. And we have been forced to believe that the German peoples, although also believing, so many millions of them, that their dreadful sacrifices are made for freedom, will find some day that this war was due largely to the fact that Germany, while so highly developed in other directions, is politically, through visible circumstances of history, in a dangerous condition of arrested development.

It is not impossible that the German people, when they once awaken to the awful facts of this war, may experience such a moral reaction that in another generation, they may be able even to atone to the rest of the world for the evil they have brought upon it in this generation. We must indeed hope for some such result in Germany, some such moral gain for her people. We can feel very sure that there will be great moral gain, as well as much loss, to the other peoples of Europe from all their immeasurable suffering and sacrifice; so sure that we may sometimes regret that there should be for us no immediate share in sacrifice.

But even if we do not share directly in the great struggle, can any American doubt that it must depend partly upon us as to how far all this sacrifice shall or shall not have been in vain; or how much the world shall gain in freedom and in the organization of the spirit of freedom and justice, both in the minds and hearts of the peoples and in all live, growing institutions?

Our children's children, looking back upon this terrible year, will judge not only our actions, but our thoughts. Let us trust that they may find we were not mistaken in believing that we are best serving the cause of justice and freedom for the world in the coming years by trying to keep our new world free from the political incendiarism which has started this fire in which Europe is burning. Let us believe they will find that we have been neither selfish nor asleep, but that we have done all we could to save others in every possible way. And surely let us hope that we have kept so close to those others, in their struggle to put out the conflagration, that by the light of its fierce fires we may, with them, have learned to prevent any politically deficient or backward nation from bringing such an awful disaster upon the rest of the world.

One thing surely we have learned; that is, the dreadful danger of national pride. Those of us who are of British blood should be thankful that this sudden disaster found the empire, on the whole, cured of the disease of jingo imperialism which, only fifteen years ago, threatened her so seriously. In that brief time a return to her ideal of striving towards general freedom has renewed her strength. Francis Lieber's book on Liberty and Self-Government is, partly, a study of the growth of the spirit and institutions of liberty among the British peoples. In the midst of the present world-crisis, one finds much that is strangely up-to-date in this book, even when it sounds sometimes a little "old-fashioned." Every American who loves his country and is thinking to-day of what it will be, every one who is living or working for what he hopes it will be to his children's children, would find much that is helpful in this book, written by a German-American professor two generations ago.

Gossip is a deadly gas that is often fatal to friendships.



With the absorption last week by the Bank of Saginaw of the private banking firm of George L. Burrows & Co., there passed from existence an institution that for nearly half a century has held an enviable place in banking and business circles, not only in Saginaw, but also throughout the State and country. The Burrows Bank was ranked, throughout all the years of its existence, as one of the leading private banking institutions of the State and numbered among its clients a long array of men whose business acumen and probity have done much to give Saginaw its present high standing in the business world. The business policy of the institution was always conservative and the purchase of its business and good will by the Bank of Saginaw adds a valuable asset to that Bank's holdings.

One who has for years been in close touch with the business of the Burrows Bank and with its officers, recently gave an interesting historical account of the organization of the Bank and of its career in the business and financial world. The Burrows Bank had its foundation in the private banking office opened in 1862 by George L. Burrows, Sr., with offices on what is now known as Niagara street. At this time a Government license was required for private banking houses and the Burrows Bank's license, still preserved, bears the date of November 11, 1862. The business was removed a few years later to the location at 407 Court street, where for nearly half a century it grew and flourished, becoming a powerful factor in the business and mercantile interests of the city. On October 1, 1864, Fred H. Potter entered Mr. Burrows' employ and continued in the Bank for two years, when he returned to his home city of Kalamazoo to become Cashier of the First National Bank of that city. Late in 1867, however, Mr. Potter returned to Saginaw and became a member of the firm of George L. Burrows & Co., being associated with Mr. Burrows in the business of the institution since that time.

An unusual coincidence in the affairs of the Bank was related by the same west side business man who furnished the details of the institution's early history. Nearly two years ago the late Latham A. Burrows whose business life was spent in the Bank, received a ledger which he had ordered for the Bank. The ledgers were distinguished by letters instead of numbers. He examined

the ledger carefully, noticed that it bore the letter "Z" and pointing to this remarked to Mr. Potter: "This looks like the last." These words, in view of recent developments, take on a significance that seems almost prophetic, for this was the Bank's last ledger, and it was completely filled on the very day that the Burrows Bank passed out of existence and became the property of the Bank of Saginaw.

Because of the remodeling and enlarging of the Capital National Bank of Lansing building, the Bank has taken temporary quarters in the building at 108 West Allegan street.

The steel for the new fireproof building for the First National Bank of Eaton Rapids, to be built on the Anderson site, has arrived and been delivered, and the real construction work will begin at an early date. The job is to be done by Kalamazoo contractors.

It is possibly time for borrowers and lenders to take up the question when the destruction of capital by the war is to manifest itself by an advance in the interest rate. That change must come unless the world is to lapse into a condition of comparative lassitude which would place small demands on the supply of ready money. The ordinary domestic business of the United States does not call for increased capital or high rates, for in itself it does not differ from its condition of fifteen months ago, when there was a gradual slackening of activity, but our relations with the rest of the world promise to place large drafts on our capital. Just at this time Europe is pouring into this country the one article which means wealth and business activity, that is gold, but the movement is so great that for safety's sake it will have to be offset by some device, the most likely being purchases of British issues. Such purchases have already begun, but the amount we have placed in the hands of European vendors of their own bonds is almost negligible as an element in the course of financial affairs, much less probably than the amount that we have invested in our own securities brought across the Atlantic. The high rate Great Britain is paying to its own people for money in a way sets the pace for the rest of the world and portends higher figures here. Such figures may, indeed, come within a period measured by days or weeks. It would not be surprising if European government issues to the amount of many hundred million dollars were

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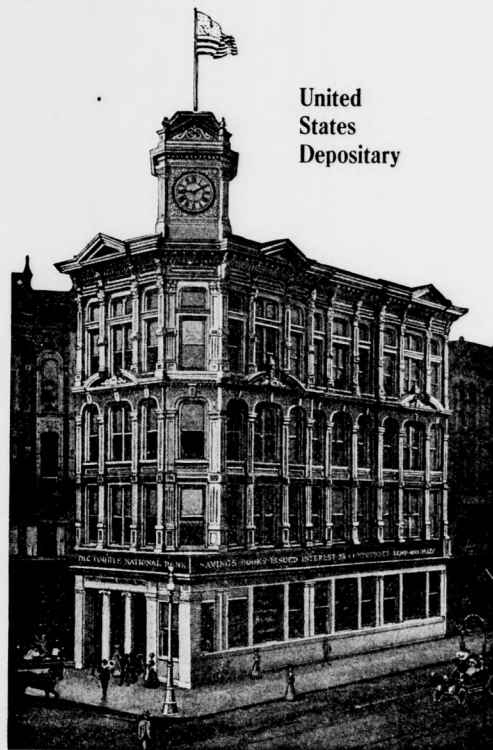
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Grand Rapids, Mich.

Fourth National Bank



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3

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\$580,000

WM. H. ANDERSON, President
L. Z. CAUKIN, Cashier

JOHN W. BLODGETT, Vice President
J. C. BISHOP, Assistant Cashier

soon sold in the United States. Add to this a possible issue of bonds by the United States Government, whose treasury balance is rapidly running out, and on which large drafts will unquestionably be made for military supplies. There is no reason to expect a rise in the interest rate on account of the marketing of agricultural products but there is reason for looking in the other direction for a lift.

Fortunately any such movement would start from a low level and with a tremendous surplus of loanable funds. Our people have been saving, some of them hoarding, for many months, on account of the uncertain condition of world affairs, and capital is not tied up in new and uncertain enterprises. Nor is there any considerable amount of speculation. Only one department of the security market shows much activity, and that is the stock of companies making, or able to make, munitions of war. Thus the demand in that direction is comparatively small. We are having no boom in the stock market. We have simply a rapid rise in the moderate number of stocks directly influenced by war orders, and the evidence thus far is that these stocks have gone none too far up nor have placed their holders in any perilous position. If half the stories from apparently responsible sources in regard to war orders are correct, a large number of industrial concerns heretofore faring ill are winning immense profits, and there is every probability in the present military situation that the demand for munitions will continue a long time. As to the railroad stocks, they will have their turn some time but not yet. The companies have not passed through the protracted period of trial due to Government supervision and small traffic. As a whole the stock market is entitled to much more confidence than it has many times merited when there was a great boom on.

The financial community has come to a clearer sense of what is signified by the large shipments of gold from London to the United States, the probability that still larger quantities will come (some of the exports from South Africa and some from Australia) and the low figures for the foreign exchanges, the greatest extreme being reached by sterling on Monday at 463½. Quite as spectacular declines have occurred in francs, marks, rubles, etc. It all means a discount on European money or a premium on American money just as you please to put it. But those who take a fairly broad view of these matters do not consider such a situation a matter for congratulation on the part of Americans. It is an abnormality unprecedented in history, and out of it trouble will come unless there is extremely careful management, which indeed is to be expected, considering that the best financiers of the world are in charge.

The European supply of gold is not limitless and it is conceivable that

it might be drawn upon to such an extent as to destroy the whole present fabric of European credit or at least precipitate an extremely hurtful decline in the values of paper issued by the European governments or European banks. It is a reversal of the conditions which existed in the early weeks of the war, when sterling exchange advanced to \$7 as against a par of \$4.88. These phenomena, along with the efforts now being made in this country to extend our foreign commerce into new fields, have led to much talk about a change from the pound sterling to the dollar as the world standard, but present conditions are temporary and one cannot predicate much on them as to the future.

It is to be assumed that a check of some sort will be placed on the flow of gold to this country. None desires it more than the best financiers of the United States. Temporary credits have been granted to European countries and arrangements for



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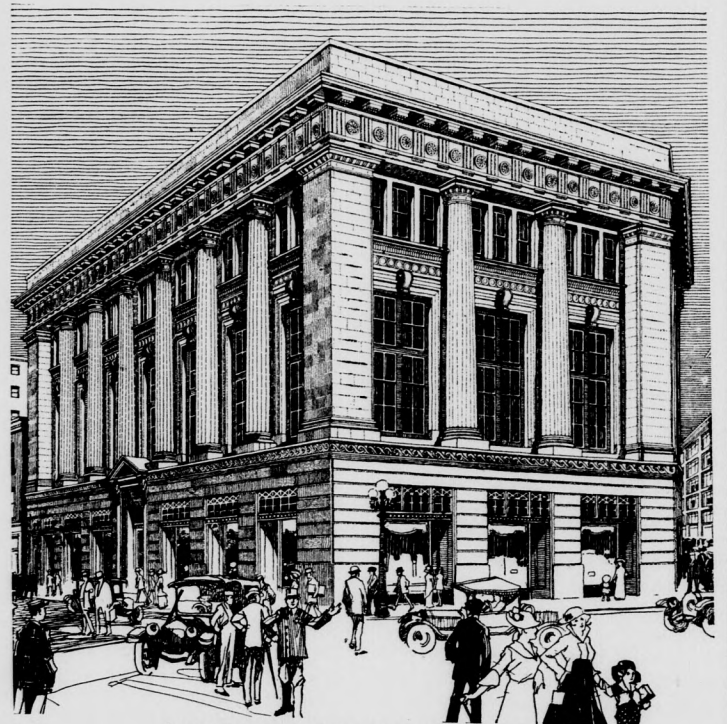
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further borrowing on the security of well-known bonds but it looks as if considerable purchases of British government issues would have to be made sooner or later, and there is talk of an issue of \$500,000,000 to be offered in the United States. One suggestion from London is short-term bonds bearing a high rate of interest to be placed on the American market. The British public would no doubt be willing to have Americans paid a higher percentage than they themselves receive in view of the circumstances. Still better would it be, if, in view of the fact that money is cheaper in the United States than in Great Britain, our capitalists were to lend to British manufacturers, who no doubt need new money, particularly those who are producing war supplies. It is not known that any such proposition has been made. Obviously the objection from the American point of view is in the possible danger to the capital from the aggressions of Great Britain's enemies.

The character of the country's commerce has undergone no material change but there are extensions of the war demand into new channels all the time and enlargements of orders heretofore reported. One important item is the placing of orders for 400,000 overcoats for the Italian army, probably to be followed by a second order for a similar number. It is claimed that on the first lot the deliveries must all be made by October 16. It is not surprising, in view of such incidents, that persons interested in the trade in woollens are wondering where all the wool is to come from. That is one commodity which it would seem must bear a high price for a long time yet. Sugar is again conspicuous, a syndicate which is buying heavily of the raw article at advancing prices being accused of an attempt to run a corner. The advances in the prices of petroleum are evidence of an increased demand for that commodity, for which the European war is partly responsible. The report that an effort is being made by the British to buy 1,000,000 head of beef cattle in the United States may be taken with some allowance inasmuch as Argentina and Australia are furnishing a liberal supply of meats.

In placing the test of the bank clearings on the volume of trade in this country one is tempted to discard the record of 1914 owing to the extraordinary depression caused by the outbreak of the war. The stock exchanges were closed and business at the banks was restricted to the most necessary operations. Accordingly we are now showing a gain of something like 50 per cent. over the aggregates of that time. In New York City during the week ending August 12 there was a gain of 91 per cent. over the corresponding week of 1914, while outside New York the gain was 11 per cent. Largely this difference is due to the handling of securities this year, for the distribution of merchandise required for ordinary needs went on nearly to

the full in the early days of the war last year. Changes in prices are not remarkable save in the case of the few commodities specially affected by the war, and even some of them have reacted notably from the quotations of a few weeks or a few months ago. Bradstreet's index number for August 1 is 9.8113 against 9.8598 July 1.

The pressure on the iron and steel market continues, most of it coming from Europe, and prices are still moving up. France is reported to be in our market for 100,000 tons of bar and 100,000 tons made up of bars and billets. A European order is said to be pending for sixty-five miles of steel cable. Italy wants 18,000 tons of shrapnel bars and a large amount of scrap. Reports of further orders for munitions of one kind and another have been numerous. Leading corporations manufacturing electrical supplies have such large foreign orders that domestic enquiries receive scant attention. There is, however, a little more domestic business all the time, the railroads coming in to some extent. The shipbuilding interest is a large customer, and this week orders for steel plates have come from yards on the Pacific Coast, where this industry appears to be on the increase. Further effect of the new spirit is seen in pig iron. Offerings at recent prices have been snapped up and contracts have been made running well into next year, notably at Buffalo. There is, however, a large aggregate of this commodity in the hands of speculators, which serves to prevent a sharp boom. Prices have advanced 25 cents a ton. More and more furnaces are starting up, and it is expected that every merchant blast furnace in the Mahoning and Shenango valleys will be in operation within sixty days. The South is having a good foreign demand.—Economist.

By Inference.

"Do you believe in heaven?" the preacher asked the atheist.

"I do not," was the emphatic reply.

"Then you don't believe in hell, either?" continued his questioner.

"Well, I don't know," was the uncertain reply. "I never did until lately—but my business went somewhere."

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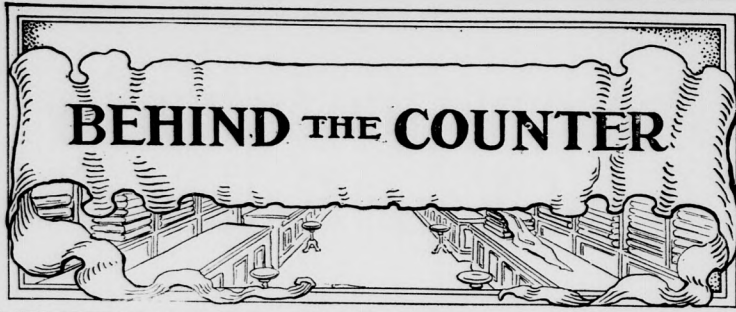
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Particulars mailed. Safe experts.

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Ten Rules for Success in Selling.

Rule No. 1 for the salesman is to be neat and tidy at all times. I place this first because without attention to this point all other effort are robbed of effectiveness. By this I do not mean that dress ought to be foppish, or even expensive; but clothes ought, above all else, to be neat, well-fitting, freshly pressed, and clean. Women frown upon deficiency in the matter of dress, for they take it more or less indirectly as a sign of indifference to them. With some classes of people a valuable gem on the hand is a sign of prosperity, which they believe could not have come to the salesman who did not sell good goods at the right prices.

Rule No. 2 is to be truthful to your customers as well as to the house for which you work. Colonel Theodore Roosevelt once discharged a ranch hand for stealing some calves from a neighboring ranch, and running them in with the Roosevelt cattle. He said that a man who would steal for him would steal from him. The same thing applies to honest representation of goods. The temptation to deceive customers is great. However, the days always rolls around when misrepresentation comes home to roost. The salesman may be made aware of this homecoming or he may simply find that business is dull.

Rule No. 3 is bringing this policy of general truthfulness and honesty down to the special point: have a complete understanding with your customer before you close the sale; then you will not have trouble later.

Rule No. 4 is that if you feel you are dissatisfied with your job, take the matter up with your superior. Then, if a proper arrangement can not be made, quit. The grumbling salesman is like poison. He not only hampers himself, but slows down the efforts of all the others. More often than not the salesman who can force himself to look at a situation like this in a fair manner will find that the trouble lies with himself and not with the goods he is selling or the policy of the house.

Rule No. 5 is to get out and get the business without waiting to be told. That's what you are paid for. The less instruction a salesman requires the more valuable he is to the firm for which he is working; the more money he is likely to receive. Don't come back with excuses. And remember, the boss knows you can always get a job elsewhere. Don't tell him so, at least until you have made good where you are. Otherwise you may find yourself suddenly separated from the

pay roll with nothing else in view, after all.

Rule No. 6 is to be fair with your fellow workers. They are human like yourself. They want the same treatment that you expect yourself. Help the fellow who is down on his luck; kind words have won many friends.

Rule No. 7 is not to knock your competitors. The reason for this rule is that every knock from you is a boost, and, for that reason, if you no other, you ought to refrain. Learn the good points about your own goods and talk them to your customers. Successful men never heard of competition.

Rule No. 8 is not to watch the clock. It is not how long or how hard you have worked, but how much you have accomplished. Don't look for quitting time. The successful salesman works while others sleep.

Rule No. 9 is that man is equal on only two occasions—when he is born and when he dies. God made man, and man makes conditions. The salesman will do well to bear this in mind at all times.

Rule No. 10 is to work at full speed all the time, regardless of what success you may have. Some salesmen are ruined by success. If they make a good sale early in the week, they sit down and rest for the balance of the week. The salesman ought to remember that there are five other days in a week. It is a case of making good every day, if the salesman hopes to make good for the year.

In the main, be neat first and last. Be faithful to yourself and the house you work for. Be loyal to your house and your superior while you are drawing your salary. In military life traitors are shot; in the industrial army, if not shot, they are condemned and scorned by those who find them out. Be loyal to the other fellow when you quit the position you have. Be ambitious at all times, for ambition is just another way of spelling success. Fred Feuerstein.

Sound Counsel.

The successful man of business was giving his son sound advice.

"My boy," said he, "whatever you do don't brag."

"No, father," said the young man, dutifully.


"At least, not until after you have done it."

"And then?"

"Then," said the father slowly, "if you were clever enough to do it really well you will be clever enough to know that it's not worth bragging about."

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

When the Cheap Steer Abounded.

Some years ago, when cattle were cheap, P. D. Armour gave James Bradburn, his head buyer, an order to buy a trainload of Texans. Bradburn filled it early in the day and toward noon a second train pulled into the yards and at the earnest solicitation of the commission handler he took it at his own price. An hour later Mr. Armour admonished him over the phone that his instructions called for but one trainload.

"I bought only one," replied Bradburn. "The other I stole."

One day last week at Kansas City, D. C. Cogdell, Granbury, Tex., sold a drove of cattle at \$8.90, and recalled the fact that during the period of low prices he had considered \$3.50 a good figure for aged steers. The cheap dressed beef bullock has practically disappeared from the market except during drought periods. The cheapest cattle during the past six months, based on yields, have been the high dressers selling at the top of the market or in that vicinity.

At Chicago recently packers have been paying \$8.50 for cattle right off grass that had not been fed corn, while \$10.25 stopped nearly everything and \$9 to \$10 bought the bulk. At the corresponding period last year \$8.25 to \$9.40 bought the bulk, while two years ago \$7.50 to \$9 took practically all the dressed beef stuff, and in 1912 the spread was \$5.60 to \$9.75. Reference to stock cattle prices will furnish the key to this situation. As stockers have been marked up cheap cattle have disappeared. The top price on stock cattle at Kansas City in June this year was \$8.40 and on fleshy feeders \$8.55 per cwt. During the same month of 1911 \$5.75 took the best grades of both cattle on that market. For several years past the spread has been narrowing until the prospect of a one-price market has existed and the product of cattle selling at the low end of the range has cost as much or more on the hooks as that of long-fed bullocks with quality.

Another spread-narrowing influence has been a steadily diminishing proportion of female cattle in market receipts.

Texas grass cattle formerly had an unenviable reputation as price-breakers, but this season their usual performance has not been enacted. Possibly the steer market may exhibit a \$4 spread during the period of rehabilitation but drought or some other general disaster will be necessary. For several years past packers have been combing every nook and cranny for cheap cattle, ransacking the whole re-

gion from the Gulf Coast to the Northern habitat of the dairy cow in Canada, and further effort is useless.

Spegepölse.

This is probably the most popular of all sausages manufactured and eaten in Denmark. It is always eaten cold and raw, cut in very thin slices. To manufacture it use the following formula: Fifty pounds of beef, 50 pounds of pork, 24 pounds of fat chopped fine, 16 pounds of fat cut into small cubes, 5 pounds of fine salt, 60 grams of saltpeter, 140 grams of cane sugar, 170 grams of fine white pepper. All sinews having been first extracted from the beef and pork, especially the former, they are chopped together, and when about half chopped the fat and spices are added. When finely chopped and well mixed, the whole should be tightly packed in a wooden trough for twenty-four hours, as this allows the saltpeter to do its work and renders the mass firmer. The meat is then placed in the sausage filler and filled into beef runners as tightly as possible. The tighter the skin is the better the sausage is when it is ready for cutting. As soon as the skins are filled they should be laid down in the pickling vat and lightly covered with coarse salt. Boards should then be placed on top and they should be allowed to remain there until all the salt has turned to pickle. They are then taken out and hung up to dry in the air until all moisture runs off of them. As soon as they are dry they should be smoked in a cold smoke until they are a rich dark-brown color. The sausage is then ready for eating and will keep for several months. The average length of this sausage is about 18 inches and it is a very tasty dish.

Coblentz Sausage.

In Coblentz sausage both veal and pork are used, and it is left to the maker as to how much of each meat is to be put in. Equal parts, however, are generally used. For 20 pounds of meat, equally divided, the following method will do: Let the meat lie in a salt pickle made with 12 ounces of salt and one-half ounce of saltpeter for some days. Then chop the veal fine, add the pork and chop together, as it is not necessary for the latter to be so fine. Add one ounce white pepper, one-third ounce fine mace, one-third ounce fine white ginger, one-third ounce peppermint, three sticks eschalots, two sticks garlic and mix well through the meat. Mince until the fat shows through the rest like pinheads; work until stiff with a small quantity of water, then add four pounds of fresh meat, already prepared. Fill into narrow hog casings, not too tight, making six sausages to the pound. Let them hang in a fairly warm room to dry, then smoke at a temperature of 100 degrees F. Continue this until they are a beautiful yellowish brown color. Simmer six to eight minutes in water before using.

Playing the fool is no difficult role.



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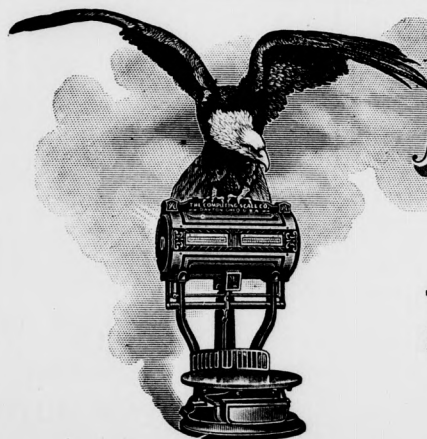
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AUTOMOBILES AND ACCESSORIES

Relation of the War and the Automobile.

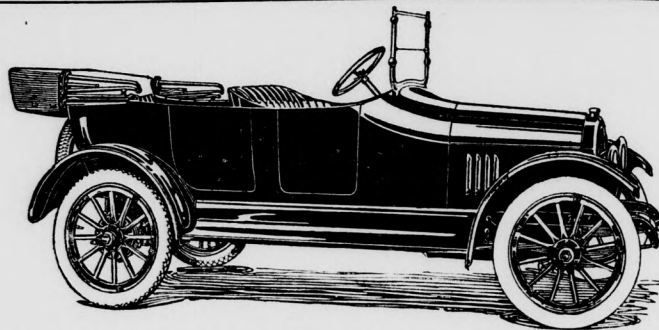
In dwelling the other day upon the difference between campaign conditions in Russia in Napoleon's time and to-day, Gen. von Bulow, one of the German commanders, pointed out particularly the changes in means of communication. Whereas Napoleon had to live on the country, or be supplied by convoyed wagon-trains over incredibly bad roads, to-day there are not only railroads, but thousands of motor trucks, for whose use asphalt roads can be made to "grow as it were out of the earth." Beyond a doubt, no recent invention, not even the aeroplane, has so affected the development of war as has the automobile. The first rush of the Germans into Belgium was facilitated by endless lines of motors, and the most striking military achievement of the war, the winning of the battle of the Marne, was made possible by the bringing up from Paris overnight in taxicabs and omnibuses a fresh army of whose presence Von Kluck was not aware until it compelled his hasty retirement.

Every sort of automobile has been requisitioned or constructed. There are ambulances, of course, galore; there are also bathhouses for the men, on four wheels, laundries, field and soup kitchens, sterilizing rooms, X-ray and bacteriological laboratories built on the ordinary chassis of trade or of pleasure—yes, the French have even little operating "theaters" that move to the wounded men instead of their being brought to the surgeon. The hastily armored cars of which we heard so much in the early days of the war have shown that they are of great value, but, so a British writer points out, are none the less dangerous because of their ability to turn quickly, particularly in narrow roads. There are even ladder-cars in use in the French army for observation purposes; the instant they stop, a ladder is run up for the observer to climb. For dispatch carriers and scouting the automobile has proved its usefulness, as is shown by the multitudes of wrecked vehicles that litter the fighting ground. It is even suggested that military motors hereafter be "double-enders," so that they may go in any direction without stopping to turn.

As for the automobile industry, it is one of the few that have profited immensely by the war. Some of the French manufacturers have divided their activities between turning out military cars and shells, the government refusing to let them go on with their private business. But it is quite

characteristic of the temper of the French people that these companies have not ceased their scientific development of the automobile. According to an American who has been watching the industry there, designers and experimenters have gone steadily ahead turning out new devices and improvements just as if there was no war raging. In England the industry has had an enormous boom. The English builders had gone further than any one else in the productions of motors especially intended for the haulage of goods and for the conveyance of passengers in considerable number. The excellent British roads and the natural inclination of the British engineer to build machinery of heavy and durable character have both tended to put the English ahead in the production of traction engines and heavy lorries. Certainly one sees nowhere else such long trains of wagons pulled by an engine—at times resembling the original steam engine—as are found in England.

It was not, of course, possible for the British to supply their government's needs at the outbreak of the war. Enormous orders were therefore placed in this country. The British automobile builders are now probably being mobilized under the Munitions act, as were the French at the outbreak of war, but even this speeding up of their production will not make it possible for them to keep up with the need. Hence there will be a demand for trucks from this country as long as the war lasts. That this will have a favorable effect upon our truck business goes without saying. Marvelous as has been the development of our motor-vehicle business, the truck end of it has lagged far behind. The war has given an opportunity, therefore, to American designers and builders along this line which will give them a knowledge and experience of the utmost value in the years to come. So obvious is this fact, that there is already great unrest in England, where the automobile industry has heretofore suffered from American competition only by the introduction of the Ford and similarly cheap cars. Thus week before last a protest was organized in London against the purchase of American automobiles during the war, particularly while British manufacturers are at a disadvantage because their plants are turning out war contracts under pressure for certain types. Writing in the Quarterly Review, Horace Wyatt, a British authority, expresses great alarm upon this same point. He fears that during the war



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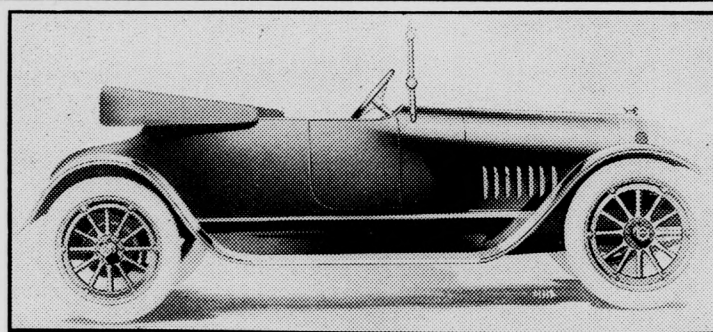
No other car is so easily distinguished as a Chalmers Six-40 because no other car is so distinguished.

Only one other American car has fenders like it—and its price is \$5000. There is no other radiator that has just the Chalmers' fine lines—so high and narrow and distinctive.

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British manufacturers will have lost neutral markets under circumstances bound to tell heavily against them for the necessity of maintaining a substantial output for the government requires the purchase of great quantities of raw material a long time in advance at inflated prices, while the government reserves the right to terminate any contract at the shortest notice. Meanwhile the British makers are, of course, wholly unable to supply the English demand for private vehicles.

What worries Mr. Wyatt even more than this is what will happen at the close of the war, when thousands upon thousands of second-hand lorries and cars will presumably be sold at auction at very low prices. Many of these will go into commercial service in a damaged condition, for the army or navy chauffeur has no time to keep his car in good condition; he simply flings it away and applies for another when it becomes unworkable. Mr. Wyatt feels that the slightly damaged cars when they return to the hands of the public will earn for their makers an unenviable reputation, besides preventing them from selling new products by reason of their flooding the market. He hopes therefore that the Board of Trade and the new Ministry of Munitions will devise some way of preventing the sale of these cars in bulk when the war is over, and will officially aid the industry to get on its feet again and compete with foreign makers anew.—New York Evening Post.

Hands Off Policy Good One for New Owner.

Although forewarned by every instruction book ever issued by an automobile concern and despite the advice of every experienced motorist, the average man driving his first car, can scarcely forebear tinkering with the adjustments on his machine.

Perhaps one in every fifty actually secures better results by altering the adjustments, but the ordinary Mr. Fusser, without any mechanical knowledge is simply stirring up trouble for himself. Taking out spark plugs to clean them, cleaning the breaker parts of the magneto, changing the adjustment of the pinion and bevel in the rear axle are just a few of the score or more little adjustments that Mr. Fusser finds indispensable.

Unless the owner has some real mechanical ability and knows what he is doing, he will be adding, little by little to the eventual cost of overhauling which his car is bound to face.

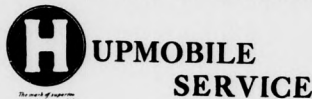
Taking out spark plugs to clean them often results in cracked porcelain and a new plug. If an oiling system is right, there is no need to clean the spark plugs oftener than once a year. There are many cars running to-day that have not had the plugs cleaned for two or three years.

The same applies to carburetors. The owners who keep on adjusting them all the time, very often succeed in keeping them continually upset, getting over-rich mixtures and other troubles. Many drivers claim that on

a trans-continental trip, it is necessary to change the carburetor adjustments almost daily, but there are just as many who have made the trip and have successfully followed the policy of letting well enough alone.



What's in a Name?



The squarest deal for you and your Hupmobile

Its distinctive feature is a book of 100 coupons which every buyer receives with a 1916 Hupmobile, and which can be cashed at any Hupmobile station in the United States or Canada.

These coupons entitle the owner to 50 hours of free labor.

We urge you to have your Hupmobile dealer to give you full particulars.

1916 Hupmobile Prices:—5 Passenger Touring \$1085, 7 Passenger Touring \$1225, 2 Passenger Roadster \$1085, 7 Passenger Limousine \$2365, 5 Passenger Sedan \$1365, 2 Passenger All Year Coupe \$1165, 5 Passenger All Year Touring \$1165—F. O. B. Detroit.

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

GEORGE S. THWING & CO.
572 Division Ave. So.
Cit. 1417. Bell 1427 GRAND RAPIDS



See the new Cadillac Eight
It's the Peer of Them All

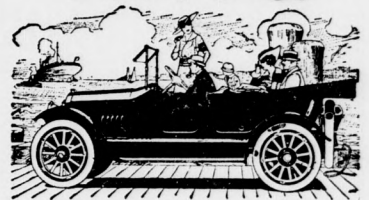
Western Michigan Cadillac Co., Ltd.
OSCAR ECKBERG, Mgr.
19-23 LaGrave Ave. Grand Rapids, Mich.



CHICAGO BOATS

Graham & Morton Line
Every Night

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.

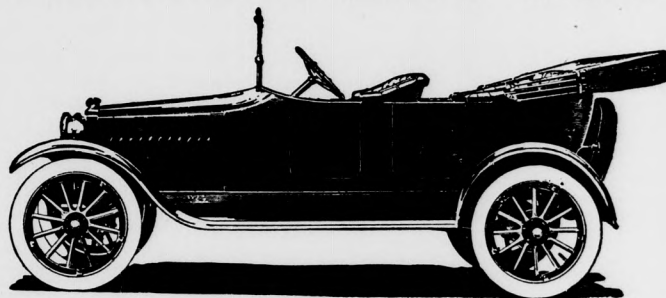
Economical on Oil, Tires and Repairs.

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.

SAXON SIX \$785



The Equal of Any \$1200 Car on the Market

Territory in Mecosta, Montcalm, Ionia, Ottawa, Allegan and Barry Counties open for live dealers.
Write for terms.

GRAND RAPIDS SAXON COMPANY
572 Division Avenue, South



The Reo Fruit Car

Large Capacity—Light Expense
You Need It

Because it saves 50% of your time, or will increase your earnings 50%.

You need a Reo because the Company is financially the second strongest in the world, enabling you to get service and repair parts during the life of your car.

Is it not worth considering? A postal card will bring you full information including specifications, etc.

W. D. VANDECAR

129-131 Jefferson Ave., S. E. Grand Rapids, Mich.

An Association of Automobile Owners Organized to

Save Money on

Tires and Accessories

WRITE US

=
Automobile Owners Purchasing Club

113 Crescent St., N. W.

Grand Rapids, Mich.



Keep Up Stock to Meet Established Demand.

Written for the Tradesman.

When you have gone to the great labor and trouble to work up a demand on a given article, don't fall down by failing to take the small amount of trouble necessary to keep the article in stock. For the profit from the same article sold repeatedly to the same customer, and to her friends whom she induces to try it and who in turn become repeating purchasers and bring other repeating purchasers—this is the easiest money you make. When you get one of these endless chains successfully started, don't neglect the effort necessary to keep it going.

It may be a good value in women's cheap hosiery—something that you sell at the popular price of 15 cents, two pairs for 25 cents. It is an excellent stocking for the money and you have a large sale on it. Then keep up your sizes. Don't be out of nine or nine and a half when a customer wants that size.

Maybe it is certain grades of India linen that have proved popular with your trade and that you retail at 10 cents, 12½ cents, and 20 cents per yards. Keep just those same kinds always on hand. Don't switch to something else unless for very good reason.

This principle applies right through on staple goods. Get the demand to running on certain lines and then have the article on hand when it is called for.

With novelties and all articles that change in style from season to season, the case is entirely different. Neither by the first purchase nor by re-orders should the stock be run so large as to prevent a good clean-up being made, even though some possible sales are lost. But with staples, keep up the stock.

True, the sale is not always lost if you are out of what is called for. The customer may take something else. But the something else may not please her so well. Anyway it is undesirable to make a change when she was perfectly satisfied before.

Most of the great selling notions are perfectly staple, and the sale naturally falls largely into meeting repeat demands. To have always just the widths of elastic web that are called for, and the right sizes of snap fasteners and hooks and eyes, and the different number of crochet thread, and the kinds and colors of all the multitude of notions handled—this is something that constantly must be looked out for. While, as has been said, the labor of meeting a demand is not near-

ly so great as that of establishing it, to keep up the stock properly on all staples large and small, and to do this without over-buying, requires considerable painstaking detail work. However, it is work that pays. When a customer is compelled to take what she does not want or go to some other store, just because goods are out that should be in stock—this is poor business.

Sometimes, on an article that has been a winner for years, the demand will diminish so that it is best to discontinue that item. Sometimes a rise in price will lessen the demand on what has been a great seller, making it necessary that something else take its place. But when these circumstances do not come in to be reckoned with, and the call on an article keeps up, then be sure to have the goods. K. K.

Customers' Suggestions Can't Always Be Acted Upon.

Written for the Tradesman.

In a recent issue the impracticability of following the well meant advice of traveling salesmen in regard to prices was pointed out. Very constantly greeting the merchant's ears there is another class of suggestions, which he can not, as a rule, act upon. The suggestions referred to are those made by customers, urging him to put this, that, or the other thing (which he does not carry) in stock.

Perhaps Mrs. Steadytrader has been on a visit to her cousin living in Pennsylvania. While there she was greatly taken with a particular kind of light-weight, inexpensive silk, which she avers all the ladies in her cousin's town were wearing. Mrs. Steadytrader wants a dress of it herself, and is very sure that if her dealer would put it in he could "sell a lot of it."

Those extra-desirable articles that have been seen away from home! Perhaps it is a brand of hosiery unequalled for shapeliness and wearing qualities. Maybe it is a material for some new kind of fancywork. Possibly it is a wool suiting of novel weave. Whatever it may be that has caught a customer's fancy, according to her description it is sure to possess beauty and durability and all manner of excellence, in a degree previously unheard of. Often the price is amazingly low. There can be no possible doubt that it would make the best kind of a seller. Why not put it in?

Suggestions of this kind come from individuals and relate each to some particular article. The small shop with a stock necessarily quite limited receives an undue share of them, but

no store, however large, is exempt. They usually are made in perfect good faith.

What is to be done regarding these suggestions? Listen to every one of them. Encourage all helpers to make a mental note of any such hints received and report on them. They indicate tastes and tendencies.

Sometimes the needs of the customer may be met by a special order, if the goods are of a kind that can be procured in small amount. While the special order is not the panacea for storekeeping troubles that often is held up to be, with the right kind of customer and right kind of article, it sometimes works very nicely.

Once in a while a customer's suggestion may point to a line of goods that it would be profitable to put in. It is the merchant's business to supply what people want. In dry goods their wants constantly are changing. A buyer must always have his finger on the public pulse, as it were, in his study of symptoms and indications.

Most often the customer's suggestion represents simply an individual liking. It can not be expected that

she will have taken into consideration the general salability of the goods, the amount that would have to be purchased to put in the line, nor whether it is something that would sell for quite a time or merely a novelty whose run is about exhausted when she first found it. These points must be passed upon by the buyer's own judgment.

Enquiries regarding an article that have been elicited by advertising, not always are to be taken as an indication that the article would sell well if put in. The enquiries may be partly from curiosity. Customers have heard so much about the thing they want to see what it is like. Whether they would buy when they see it depends on the general merits and attractiveness of the article and the price. Fabrix.

Anyway, it's none of a man's business how old a woman is.

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.

Sweater Coats

These chilly evenings there is nothing more comfortable to wear than a sweater coat, and not only now but all through the Fall and Winter months this is a very profitable and good selling item.

We are showing a large variety of styles and colors in Ladies', Men's and Children's, ranging in price from \$4.50 per dozen and upwards.

Paul Stekete & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

DELIVERY WAGONS

\$47.00, \$48.00, \$50.00, \$55.00, \$60.00, \$70.00,
\$75.00, \$85.00, \$90.00

Our line of delivery wagons are built extra strong and give good satisfaction

SHERWOOD HALL CO., LTD.

30-32 Ionia Avenue

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

Bankruptcy Proceedings in the Southwestern District of Michigan.

St. Joseph, July 26—In the matter of Earnest F. Johnson, doing business as the Johnson Electrical Co., Kalamazoo, the trustee filed his supplemental final report and vouchers showing distribution of all the funds in the estate, whereupon an order was entered by the referee closing the estate and discharging the trustee, also recommending that the bankrupt be granted his discharge.

July 27—In the matter of George R. Morse and Morse & Jars, a copartnership, bankrupt, Allegan, the trustee filed a report showing sale of all the assets of the bankrupt estate at public auction for \$539.90, and the sale was confirmed by the referee.

July 28—In the matter of Garry C. De Graff, bankrupt, Kalamazoo, the first meeting of creditors was held at the latter place. As no creditors were present or represented and no claims proved, an order was entered that no trustee be appointed and that the bankrupt be allowed his exemptions as claimed. The bankrupt was sworn and examined by the referee without a reporter, whereupon the meeting was adjourned without day.

July 29—In the matter of Richard Harvey, bankrupt, Kalamazoo, an order was entered for a final meeting of creditors to be held at the referee's office on August 12 for the purpose of payment of administration expenses and the declaration and payment of a first and final dividend.

July 30—In the matter of Elmer E. Stamp and Eva D. Stamp, copartners as E. E. Stamp & Co., bankrupt, Cassopolis, the trustee filed petition requesting that Elmer E. Stamp be adjudged in contempt of court for failure to turn over the sum of \$100. The matter was considered and a certificate made by the referee to the District Judge, recommending that Mr. Stamp be adjudged in contempt of court.

August 2—In the matter of George R. Morse and Morse & Jars, copartners, bankrupt, Allegan, certain creditors filed objections and exceptions to the allowance of any exemptions to Mr. Morse, thereupon an order was made by the referee for a hearing on the matter at his office on August 16.

August 4—In the matter of M. Henry Lane, bankrupt, Kalamazoo, the offer of composition as submitted to creditors on July 6 was accepted by a majority of creditors in number and amount of claims, whereupon an order was made by the referee, recommending that the composition be confirmed by the District Judge and the bankrupt granted his discharge.

In the matter of Frank B. Lay, Sr., bankrupt, of Kalamazoo, the offer of composition was accepted by a great majority of creditors in number and amount of claims, whereupon the referee made a certificate to the District Judge that the composition be confirmed and the bankrupt be granted his discharge.

August 7—In the matter of Lee N. Ransbottom, bankrupt, Dowagiac, the investigation conducted by the trustee for the purpose of discovering assets disclosed the fact that during the past year the bankrupt had disposed of all his valuable real estate holdings and it is very doubtful if creditors will receive a dividend. The trustee's second report shows cash of about \$800.

August 9—In the matter of the Ross Cabinet Co., bankrupt, Otsego, the trustee filed his fourth report and account showing cash on hand of \$2,780.59, with request that a final meeting of creditors be called for the purpose of paying a dividend and closing the estate. An order was entered by the referee directing the trustee to file another report, whereupon a meeting will be called to pay a dividend. Unsecured creditors will receive a 10 per cent. dividend, although at the start it was not thought that the estate would pay over a dividend of 5 per cent.

August 12—In the matter of Richard Harvey, bankrupt, the final meeting of creditors was held at the referee's office. There not being sufficient funds to pay the actual administration expenses, it was determined that no dividends should be declared. Creditors having been directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge and no cause having been shown, it was determined that such favorable certificate be made. The trustee was directed not to interpose objections to the discharge of the bankrupt.

August 14—John D. Warren, who has been engaged in the retail clothing business at Kalamazoo, filed a voluntary petition and was adjudged bankrupt and the matter referred to Referee Banyon, who was also appointed receiver. The following are scheduled as creditors:

| | |
|---|----------|
| City of Kalamazoo, taxes | \$ 18.00 |
| Peoples Outfitting Co., Kalamazoo | 103.28 |
| Unsecured Creditors. | |
| Fried Keller Kohn Co., Cleveland | \$730.97 |
| L. N. Graves Co., Cleveland | 103.50 |
| Progress Skirt and Dress Co., Cleveland | 218.50 |
| Calder Holstein Co., Cleveland | 155.33 |
| Newman Dress and Skirt Co., Cleveland | 130.00 |
| Morgan-Anderson Co., Toledo | 32.87 |
| Premodi Cloak Co., Toledo | 166.75 |
| G. W. Eadi Co., Aurora, Ill. | 86.51 |
| Edward Krieger and Co., N. Y. | 3.67 |

| | |
|-------------------------------------|----------|
| Preferential Waist Co., N. Y. | 52.87 |
| W. R. Silverman, New York | 94.50 |
| Garfinkel & Rosenbalt, N. Y. | 298.75 |
| S. W. Becker & Co., New York | 87.00 |
| Star Skirt Co., New York | 50.86 |
| Madison Dress Co., New York | 79.25 |
| Viets Brothers, Boston | 129.00 |
| M. F. Tarlitz Waist Co., Fort Wayne | 30.13 |
| Herman & Ben Marks, Detroit | 83.50 |
| Henrietta Skirt Co., Kalamazoo | 6.75 |
| Kansas City Slide Co., Kansas City | 12.78 |
| Gazette, Kalamazoo | 113.75 |
| Telegraph-Press, Kalamazoo | 117.20 |
| Argus, Galesburg | 27.35 |
| Kalamazoo Amusement Co., Kalamazoo | 23.00 |
| Dewing & Sons, Kalamazoo | 42.61 |
| George Hanselman, Kalamazoo | 150.00 |
| H. H. Warren, Sr., Kalamazoo | 3,100.00 |
| Kalamazoo City Savings Bank | 750.00 |

| | |
|---------------------|-------------------|
| Assets. | |
| Cash in bank | \$ 1.94 |
| Stock of goods | 2,000.00 |
| Wearing apparel | 75.00 |
| Accounts receivable | 222.26 |
| Total | \$2,299.20 |

Can Market Two Peach Crops Each Year.

Detroit, Aug. 23.—The writer as a U. C. T. covering part of this State has always read your paper when it was available. I lived in North Carolina some years ago, but returned North to make a living as a salesman.

This year's crops of Southern peaches is about finished and the growers are planning for a better year to come. Has the idea occurred to any of the successful growers of peaches in this State that, with their knowledge of peach growing, they could market two crops a year? It can be done in this manner: In the Cape Fear River district of North Carolina the peach tree grows to advantage. The records show that a crop failure will not average once in ten years. The crop in that district can be marketed by June 1, which would give the grower time to handle his Michigan crop as it ripened. After finishing the work in Michigan and enjoying the summer in this climate, he would be ready to return for the winter in North Carolina. Those who have learned the business of raising peaches in this State will find that the same principles, applied in the Southern territory, will give satisfactory results and enable the grower to enjoy the milder climate with profit. Of course, peaches are only an item for the grower in the South. Dairying, as we see it in Michigan, has not been developed, but those who are giving it attention are receiving profit on the efforts.

W. B. Stevens.

A New Device.

Nearly every retail dry goods merchant has more or less trouble with "returns," especially in the silk department as well as with veilings, linens, doilies, and even with cotton piece goods. In many cases the customer returns the goods on account of the crushed or mashed appearance when she opens it at home.

A new device has just been put on the market which will obviate this difficulty. It consists of an ordinary pasteboard tube to which is attached a sheet of Kraft or manila paper, and these delicate fabrics are rolled for the customer in place of being folded, which ensures a smooth article when opened at the home.

It is also an unique advertising proposition, for the name of the firm is printed on the paper flap. The housewife saves the roll because it makes a very convenient form of keeping the small piece of household linens, silks, veils, laces, nettings, etc., and is not thrown away or destroyed; so whenever it is unrolled in the home the name of the firm appears.



Sewing Machine Oil

Put up in tin cans instead of bottles

The can serves the purpose of the usual oil can and overcomes all risk of damage to goods in transit on account of broken bottles.

Packed one dozen to the carton at 80 cents per dozen.

Try our Notions and Fancy Goods Department for the "small wares" required by an up-to-date Dry Goods or General Store.

Our prices are right.

GRAND RAPIDS DRY GOODS CO.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.



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

NATIONAL GROCER CO.'S Houses
ASK THEM



Six Essential Features in the Repair Department.

No subject pertaining to the shoe business requires more thought, study or system to make it successful than the repair department. Six essential features are embodied:

First. System in planning the shop, and subdividing it so as to get the greatest volume of work through without sacrificing quality. By subdividing the work, I mean classifying each kind of work and giving it to the man most capable of doing that particular job.

Second. The best material must be used.

Third. Skilled men must be employed.

Fourth. Modern machinery and tools must be used.

Fifth. Courteous treatment to the trade is necessary.

Sixth. Quick service is essential.

I know of no other business, trade or profession that renders better service to the people of the world than that of shoe repairing, and I know of no other business, trade or profession that gives the public in general as much for the money, and yet I know of no business, trade or profession that is struggling so hard for existence, or receives so small a recompense for the service rendered. I know of no other trade that requires so many working hours per day, or as many days during the year.

As a comparison take the carpenter, the plumber, the mason, the painter, the machinist, or any tradesman—you will find the shoe repairer pegging away in the morning long before any of them start to work, and you will find him in the evening after all other tradesmen have ceased work for the day. It is not love for the business or greed for money that makes him put in so many hours of work. It is because he does not get what he ought to for the service he renders.

These conditions exist because the business lacks organization, and will continue to exist until those so engaged get together and organize for better prices and better conditions.

I believe it is only right and just that every man operating a repair shop and every man working at the bench should get together to better their conditions and put the business in a better and a more dignified position.

There are but few people who realize what the shoe repairing business amounts to in volume. According to statistics, the shoe repair business of this country is more than one hun-

dred million dollars per year, which is equal to, or perhaps exceeds, the shoe manufacturing business of either Lynn or Brockton.

At the present time the shoe repair business equals about one-fifth of the entire shoe business of this country. This would indicate that about one-fifth of the shoes purchased are repaired, which is a small per cent. I believe that four-fifths of all shoes purchased might be repaired, and that the time is approaching when at least one-half of all shoes purchased will be repaired, as modern machinery enables the repairer to render quick and efficient service.

The soles on the \$4, \$5 and \$6 shoes wear on an average of about four to five weeks. When the sole is once worn through the shoe is rendered worthless until it is resoled. Now, when the repairer gets this \$4, \$5 or \$6 shoe, which is useless because the sole being worn through, he is expected to (and most repairers do) attach a better sole than that originally put on by the manufacturer. The repairer puts on a sole to wear eight or ten weeks, thus giving the owner at least double the service in wear that the manufacturer gave him.

I maintain that it is not reasonable or sensible that a repairer should restore a shoe to more than double its original service for about one-fifth of its original cost or less, as he is doing at present.

Shoe repairing is a business in itself and should not be connected with shoe retailing, only perhaps in a country or village store, where the population is not sufficient to support a regular repair shop with modern machinery.

The retailer in the city cannot get a sufficient volume of business to pay him to operate a modern plant. There are many other reasons I could give why retailers cannot afford to operate a repair shop in connection with their stores.

Competition is as keen in shoe repairing as any other business, and the price of repairing has been driven down so low in many of the larger cities that it is almost impossible for a man in the business to live. Such conditions ought not to exist. But such economic conditions have been

The MICHIGAN DAIRYMAN'S Shoe No. 2773



Tan Boarded
12 inch
Blucher
Double Sole
Solid Buckles

"For the man
who works"

\$2.85

Less 5% in
30 days

Grand Rapids
Shoe & Rubber
Company

The Michigan People
Grand Rapids

Working Men Who Know Wear Rouge Rex Shoes



The merchant who is known to handle them gets their business.

Rouge Rex Shoes appeal at sight, and grow in favor under the test of service.

Every operation in their manufacture from the raw hide to the finished shoe is with this end in view.

We tan the leather and make the shoes.

Write for catalogue or a visit from our salesman with samples.



HIRTH-KRAUSE COMPANY

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

reached that it is beginning to drive the repair men to co-operation. Co-operation will lead to organization; organization will lead to promotion, and promotion will elevate the business to a profitable and dignified position. Then the business will expand equal to any other, and will render a service to the people equal to the shoe manufacturer, the tailor, or any other mercantile business (except the shoe retailer, which, as a matter of fact, renders the greater service because if the retailer did not sell the shoes they would never get to the repairer).

It was only a few years ago that representative shoe manufacturers got together and formed the National Boot & Shoe Manufacturers' Association to protect themselves. The retailer then woke up to the fact that he too must organize for his own protection against various abuses and demands. Then the National Shoe Retailers' Association was formed, then the state and local organizations began forming until they have gained sufficient strength to protect themselves from any abuse of the manufacturer. These organizations have brought about co-operation between manufacturer and retailer, and co-operation has brought about a better and more friendly feeling toward each other. They have come to realize that whatever is good for one is good for the other, as neither can exist without the other.

And so it is with shoe repairers. They need the support and co-operation of the tanners, the manufacturers, the retailers, and the public at large. They need the support of the tanner, because of the leather consumed—the manufacturer, because of the many defects and weak places repaired and made good; otherwise the shoes would be returned to the manufacturer and cause him a great loss—and the retailer because of the many alterations he has to make to please patrons, and often correct small defects to the customers' satisfaction—and from the public because of the economy and service rendered in practically doubling the life and service of footwear.

In shoe repairing, as in all lines of business, honesty is the best policy. A repairer should use only good material and do honest work. If in his best judgment a shoe cannot be repaired to give adequate service he should tell his customer, and not do the job just for the sake of getting the money.

A repairer should exercise salesmanship, as often a customer will bring in a high grade welt shoe and ask to have a patch put on the sole or have the sole nailed. Either of these would be bad for the shoe, unprofitable for the customer, and of no credit to the repairer. In such cases the repairer should exercise salesmanship and explain method by which the work should be done to render better service to the customer, longer life to the shoe, and a better profit to himself.

In my dealings with the public I find that most people are honest, and

those who are not prefer to deal with one who is, so by dealing honestly with everyone, and giving the best service possible, I have built up the largest shoe repair business in the community and believe I have the distinction of doing the largest shoe repair business in Iowa.

I believe that 9 per cent. of all shoes fitted with rubbers or overshoes are not in proper condition to be fitted, because the heels may be worn down crooked, or there may be a hole in the sole, or perhaps both. If the shoe is run over at one side, it will make an uneven tread on the rubber, thus causing it to give out with but little wear. This often makes a customer dissatisfied with the dealer, or with the brand of rubber, when in reality neither are to blame.

If the dealer would explain the importance of having the heels leveled and the shoe put in proper condition before the rubber is worn, he would render a service to the customer, to the shoe repairer, to the manufacturer of the rubber, and would add to the process of building up his own trade.

W. R. Lynn.

"Why I Am Making Good."

Instead of making a set of rules for their retail salesmen, a New York City house employing a large number of clerks has compiled a list of reasons "Why I Am Making Good." These are printed on the pay envelopes and in signing at the end of each week every man puts down his name under this list of reasons:

I realize that in this business it is a case of survival of the fittest.

I keep constantly on my feet and give the best there is in me.

I believe in the house I work for and in the merits of the goods it handles.

I am an asset because I constantly earn more than they pay me.

I come to business on time in the morning and take the proper amount of time for lunch.

I do not sulk or duck. When I am out, the house knows I am doing business.

When going out I always leave word where I can be found and at what time I will return and I always see to it that I am back at that time.

I keep myself constantly in pleasant mood and boost every one connected with our organization.

I keep my eyes and ears open at all times in an endeavor to avail myself of every opportunity to save the house time or money.

I do not smoke in the building except in the room set apart for that purpose.

I practice neatness and economy at every opportunity.

Some day I will have a business of my own and I shall expect the same efficiency.

Between Friends.

A country editor wrote: "Brother don't stop your paper just because you don't agree with the editor. The last cabbage you sent us didn't agree with us, either, but we didn't drop you from our subscription list on that account."

R.K.L. "CORN CURE SHOES"

For Tender Feet



No. 8272

The best grade of vici kid leather is used in these shoes. They are made on a wide, roomy last with flexible welt soles, which insures the greatest comfort to the wearer.

If you are not already carrying this shoe, order a trial case. You will find them to be profit makers.



This trade-mark stamped on the soles guarantees the highest quality.



Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

STOCK UP FOR FALL ON THESE

Pioneer--Good Service Numbers



In Stock for
At Once
Shipment

Orders
Solicited

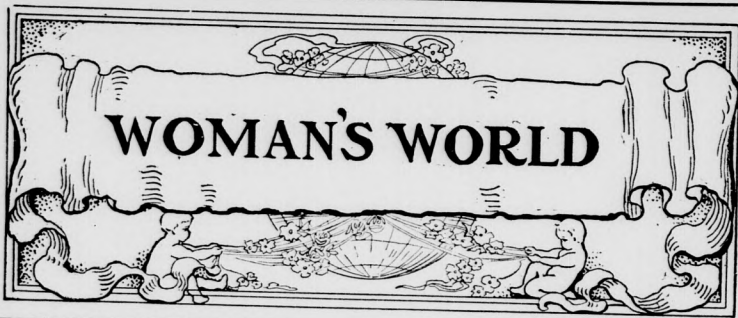
- No. 884—Men's 12 inch Black Norway Chrome Uppers. 1/2 Double Sole. Re-inforced Shank. Nailed Bottom. Fair Stitched. Large Nickel Hooks and Eyes. Four inch Cuffs with Buckles and Straps. Full Bellows Tongue. Blucher. exactly like cut.....\$3.25
- No. 883—Same only Regular six inch Blucher tip.....2.25
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SAMPLES ON REQUEST THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Mfrs. Serviceable Footwear

GRAND RAPIDS, MICH.



Wise Words of Caution From a Banker.

Written for the Tradesman.

A friend of mine has for some years owned a few small United States Government bonds. Often she has thought that it might be wise to sell them and invest the proceeds in some way that would yield a larger income. Recently, knowing of an opportunity to make a loan on some residence property, she took her bonds with her and went to the bank where she has an account, to see what amount the bonds probably would sell for, what commission would be charged, and how long it would be before she could have the money. As it happened she talked with the president.

This bank president is a busy man. Doubtless on the morning when my friend called there were matters in his regular line of work urgently demanding his attention. My friend had not the claim of long acquaintance nor any other obligation. She is a newcomer in the town and has banked at this place only a short time. Perhaps the very obvious facts that my friend has none too much of this world's goods, that she has worked hard for what she has, and that she is past middle age and somewhat lacking in business experience—these may have impelled him to drop a word of caution. Possibly there came to his mind cases he personally had known of women making foolish investments thereby letting go of money which they could ill afford to lose. At any rate he laid the bonds down on his desk, frankly enquired what she proposed to do with the money, and then proceeded to give her an informal little talk on the subject of making loans.

What he said contained so much of hard financial sense, that I will here pass it along for the benefit of the many women who have a few hundred or a few thousand dollars which should be kept invested securely and in a way to yield some income.

The keystone of the banker's talk was "safety first." In a clear, simple, matter-of-fact way he explained to her some of the measures necessary to take, some of the things to be looked out for, in order to avoid risk.

First of all he advised my friend to go slowly—not to be in any hurry. If this loan she was thinking of or any other had to be made without taking time for careful consideration and investigation, she would better turn it down. Where she is there are plenty of chances to lend money. By

being willing to wait a little she could get something very desirable.

While he did not advise against the change in form of investment that she was contemplating, he reminded her that her money was exceptionally secure just as it was. The only fault to be found with her Government bonds was the small rate of interest they bear. It would be better not to make any change until she could get just the kind of loan she wanted.

"Proceed quietly," was another of his suggestions—not let too many know that she had anything to lend. Of course if she wanted to she could list her money with real estate and insurance agents who make a business of placing loans. By so doing she would have all sorts of propositions laid before her, some safe and some hazardous. The banker thought she would be able to loan her money without any such publicity, and be spared much annoyance, and also avoid being urged, perhaps very convincingly and persuasively, to finance wild-cat schemes that would result only in loss.

He told her in regard to any loan she might have opportunity to make, to be careful not to commit herself—not to promise any one money until the security offered had been thoroughly investigated. In a first talk always to make a reply that would admit of a later refusal if refusal should be necessary. Care and tact should be used from the start to allow a way out that will not cause needless offense.

Since it was loaning on real estate—city residence property—that she was thinking of—he told her some of the things that have to be looked into. The exact size and shape of the lot must be found on a tract map. A piece of property may not be just what it appears to be—the shape may be irregular or an alley that never has been cut through may have to come off.

The matter of title he did not dwell on, because in that locality a reliable system of title insurance prevails, so that no one is likely to go wrong in this respect. Of course, generally speaking, validity of title is of most vital importance in a real estate loan.

The banker talked several minutes on the subject of valuation. He told my friend that one simply can't pay attention to the owner's estimate of what his or her property is worth, particularly if they live in it. It always is safe to take off at least a third of what they consider the value, and

this no matter how honest and well-intentioned the owners may be.

In regard to buildings, he said an old, dilapidated house should not be regarded as of any value whatever in considering a loan. A good house that has been lived in is like a used piece of furniture—secondhand. Long attachment and other sentimental considerations must not be allowed to count for anything.

He advised never to take a mortgage for more than 40 to 50 per cent. of actual cash value. For a strictly high class loan he considered that the property should be worth three to five times the amount of the indebtedness. (Of course he was talking of first mortgages—no second nor third mortgages were to be considered for a moment).

He explained why it is necessary to keep a loan small in proportion to the property value. In the first place such mortgage is far less likely ever to come to foreclosure or the taking of any measures distressing to the borrower and hardly less so to a kind-hearted lender.

Then, too, property sometimes declines in value amazingly. This may be due to a general shrinkage in values, or to local conditions. Or the house and lot on which a loan is made may run down fearfully. Or an objectionable neighbor may lessen greatly the price for which it could be sold. Of course he mentioned that on residence property insurance must be kept up and properly made over to the lender as a part of the security, but he told her that in case of fire there is a necessary loss of at least one-fourth.

He reminded her that while she might lend to a thrifty, energetic person, a sale of the property might compel her to look to a ne'er-do-well for her pay. And if meeting the obligation should become hopeless, then taxes, insurance and accumulated interest would cause the original debt to be considerably increased before the final measures of foreclosure could be taken. For all these reasons

a loan should be small in proportion to the value of the property. He explained to her why what he called a trust deed is in some respects better than a mortgage—it allows a quicker action in case of non-payment.

The banker told my friend not to be afraid to confess her ignorance. Where she is now the laws and customs are different from those of the state where she lived before. She should not be diffident about going to some one who can tell her authoritatively and disinterestedly what she may need to know.

He spoke of other points and finally epitomized all his previous counsel by advising her, when in any doubt about making a loan, to "Lean toward Sawyer," which was simply quoting an old saying which means to incline toward safety and one's own interests. She was not to listen to hard-luck stories and lend out her little accumulation of saving from pity.

This fragmentary account of an informal talk is not intended to serve as a complete guide in making loans on real estate. It is hoped, however, that it may suggest to women readers some of the points on which they need to post themselves if they attend to their own investments, and show them where they ought to be on their guard. Also that it may make clear how essential it is for them to select good advisers, and, in case they prefer to have their business done for them, to entrust it only to men thoroughly well posted and entirely reliable.

Quillo.



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

Mapleine
The Master Flavor
Rich and Mellow

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

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.



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

The Fall Trade in Builders' Hardware.

Written for the Tradesman.

The fall is normally a busy season for builders' hardware. And, although the season in actuality is not here yet, the successful merchant is the one who looks ahead and lays his plans well in advance. The dealer who, a little ahead of time, strikes out on aggressive lines is bound to capture a large share of the trade when the demand is at its height.

In this connection, good results may be expected from an energetic canvassing campaign. Outside salesmanship offers excellent opportunities. In one hardware firm, the son and junior partner has especial charge of the builders' hardware, and his selling is based almost entirely upon personal canvassing and the systematic listing and following up of prospects. He makes it his business right along to find out what building is going on. As soon as a building permit is issued or a new structure started, he finds out the names of the owner and the contractor, and makes it a point to see both. Sales of tar paper, roofing, builders' hardware, paints and similar lines are closed in a great many cases—and they are made, as a rule, well in advance of the actual need, so that building is never held up through goods not being in stock.

An advantage in the builders' hardware trade is that it is relatively easy to get a line on the people who require material. To this end it pays to keep in touch with contractors and builders, even if no attempt is made to canvass them for business.

The department is one which naturally goes hand in hand with the paint department. The new house which requires roofing and hardware will need paint as well; and it is an easy matter, while landing the order for the one commodity, to see that the other is included. Conversely, the paint business will help the merchant to land orders for builders' hardware which he will not reach in the ordinary way.

For instance, the average renting house—or any house, for that matter—will fall into disrepair. Old fashioned locks go bad, door knobs play out, letter slots are needed when the new city mail delivery is instituted—in short, the old house, if it is to hold its own, particularly as a rent-

ing house, must keep up with its new competitors. And the hardware dealer who has just booked an order for paint can tactfully feel his way in the matter of replacing locks that are out of commission or out of date, supplying window fasteners where there were none before, and, in general, making up deficiencies in equipment.

The number of hardware dealers who handle wall paper is probably increasing. Wall paper can be advantageously handled in connection with the paint department. The fall is naturally the wall paper season; people are making ready for Christmas; there are new homes to be decorated and old homes to be re-decorated. The business will outlast the regular paint season and continue well on toward Christmas.

A good starter is an A-1 wall paper window. As a rule, people don't look for wall paper in the hardware store, and they should be kept posted on the fact that you handle it and are prepared to give them as good material as any competitor. Advertise this department, and play it up, at the commencement of the season.

A hardware firm that "took on" wall paper a year or two ago realized that it was necessary to make a good start in order to put the department speedily on a money-making basis. Hence the store advertised a "wall paper opening." Two days were set apart for the opening, which was advertised fully a week ahead. Quarter page space was taken in the local papers, the reading matter changed every day throughout the week, invitations sent out by letter, and first class window display used. Apart from the immediate sales made—and they were not inconsiderable—the fact was emphatically impressed on the community that Blank's was headquarters for "new ideas in wall paper."

Paper hangers' equipment is a logical side line to wall paper. This is particularly the case in large cities. One large city firm devotes occasionally an entire window display to goods of this nature—step ladders, pails, rules, brushes, etc. Sales are made, not merely to men in the trade, but to householders who do their own papering. The latter are often handicapped in papering by lack of adequate equipment. The line is one which probably could be handled, at least on a tentative scale, in smaller places to good advantage.

A feature worth remembering is that wall paper customers are in many instances women; and the department is one which brings women to the

hardware store. This paves the way for sales in the other departments of lines especially appealing to women customers.

The demand in recent years has been for more expensive and elaborate papers; although demand will depend a great deal upon the merchant's particular community.

Wall tints and flat wall finishes are handled in practically every store, and have their distinct advantages and attractions, and, whether wall paper is handled or not, it is seasonable to push the sale of wall finishes. They line up logically with the building and painting trade, and may naturally be expected to follow paint and builders' hardware orders. The hardware dealer should not, however, wait for the orders to come to him; he should solicit them and talk up his goods.

Prepared roofing is another line that, for all practical purposes, is a part of builders' hardware. Some hardware dealers have handled such roofing to good advantage. It fits in particularly well where the hardware dealer has a tinsmithing department and can handle the prepared or metal roofing as an adjunct thereto. Many merchants who feature this line have adopted the policy of laying the roofing as well as selling it; the work can be done by the tinsmithing staff and will help to keep that department busy. First class work is essential, however. The prepared roofing which, through being improperly laid, fails to give good service is bound to give the business generally a black eye. In many places it is still an innovation; and innovations have to justify themselves by first class results.

Another logical line for the man who features builders' hardware is—electrical fixtures.

In the fall, when the days begin to close in early, is an excellent time to canvass for electrical installations. Some hardware dealers have taken up electric wiring. A wiring department demands, however, the services of an expert electrician. The business is one which is assuredly bound to grow; electric lighting is growing steadily in popularity and, in most places, is decreasing in cost.

Whether or not a wiring department is carried on, the fixtures themselves are a profitable and, particu-

larly in autumn, a timely line. Often the hardware dealer will find it advantageous to work in conjunction with an independent wiring contractor; the latter does the work while the dealer carries and sells the fixtures. Such an arrangement is often found to work very well; the wiring man, whose wages depend on his own efforts, will bring business to the hardware dealer, while the latter, with his superior facilities for advertising and display, will in due time return the compliment. Not merely is business to be secured from new homes, but old houses are constantly being wired, and the business is essentially a growing one.

William Edward Park.

A man's wisdom isn't as interesting as a woman's intuition.

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

SAFETY



FIRST

All over Michigan the fame of Reynolds Guaranteed Shingles is spreading the good news of a perfect roof and beauty beyond the dreams of a few years ago. They are the original FIRE-SAFE asphalt shingle. They cost about the same as the best wood shingles, and you never hear of a disappointed home-owner if he has a Reynolds shingle roof.

There are dealers in almost every town in Michigan. If you can not secure Reynolds shingles from your dealer we will sell direct.

Remember, Reynolds shingles are guaranteed.

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

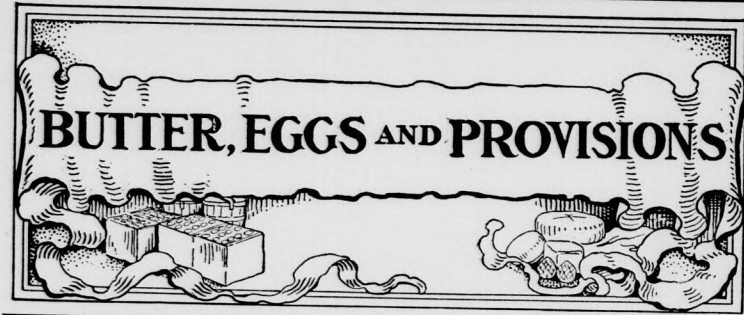
Foster, Stevens & Co.

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.

No Wild Cat Promotion of Condenseries.

The warning published by the United States Department of Agriculture against haste in going into milk condensery enterprises, particularly those of a co-operative character, is timely.

Whenever a new industry starts, or an existing one takes on rapid growth if not a boom, the promoter is at once abroad in the land, establishing new enterprises wherever he can find enough capital, then retiring with his commission in his jeans and leaving the new business to struggle as best it may, sometimes succeeding, often languishing for a long time before making money, many times failing entirely or passing into new hands with almost a total loss to the original investors. The butter industry has gone through just such an experience in the establishment of creameries. It is easy to paint in glowing colors the advantages of co-operation in business, especially where the stockholder remains a patron and not only invests money but creates a permanent market for his products, and where, moreover, the investment is small for the individual. But while the advantages of co-operative enterprises are striking in a general way, much depends on local conditions in deciding whether the general principles apply in certain cases. And it is here that mistakes are most commonly made. Besides, a co-operative enterprise is far more difficult in the condensery than in the creamery field. The milk supply must be far greater, the milk delivered in a fresher state, much larger capital is required for plant and expert help, etc. Foreign demand, created by the European war, will not continue long, and at its expiration new markets must be created.

In the dairy states, the farmer has at his disposal a source of advice which he may consult free of charge and be sure of honest and expert help. The agricultural colleges and experiment stations are in a position to give all the necessary information. It is advisable, before entering upon any project of this character, to consult the dairy experts of the station.

Needless to add, perhaps, that this is not to be understood as discouraging condenseries, evaporated and dried milk factories. On the contrary,

this journal believes that the condensed, evaporated and dried milk industry affords one of the most important outlets for the products of the dairy farm. It will carry the use of milk to many new fields and make the market for it more extensive and stable. But the condenseries themselves must realize that in their own interest only legitimate enterprises ought to be encouraged and all wild cat promotion prevented.

Further Experiments With Canned Cheese.

That there are advantages in having Cheddar-process cheese put up in air-tight tins instead of the usual way is claimed by the United States Department of Agriculture as the outcome of a long series of tests. This method, in the opinion of the specialists, seems to meet the needs of handlers who have been trying to devise some individual package for this kind of cheese, or a method of handling that would eliminate cutting and waste between the factory and the consumer. As a result of experiments it was found that it was commercially practicable to press the cheese in hoops of small diameter, cut it into pieces of desired weight, and sell it in air-tight tin cans. This provides a sanitary package which keeps the cheese from exposure to air or contamination and prevents loss of weight by evaporation. In addition to these advantages there is no rind—which, of course, is always a loss.

The extra cost to the manufacturer, it is estimated, is about 3 cents for labor and cans; a part of this cost, however, is offset by the fact that there is no loss by evaporation and rind. Cheese secured in cans has certain points of superiority that, besides cleanliness, recommend it to many consumers. It is soft enough to spread, and when well ripened has a well-developed Cheddar flavor. If there are facilities for keeping it cool it should prove to be popular with camping parties and on boats. Also those who live at some distance from the stores would find canned cheese to be convenient, as it enables them to lay in a supply that will last and keep for one or two months in cold weather.

When cheese is packed in an air-tight can the formation of a gas that is characteristic of cheese ripening sometimes causes swelling of the can, but this does not necessarily indicate that the contents are unfit for consumption. Cheese handled in this way is as perishable as any other cheese, and should not be allowed to stand in

a warm room too long before using; this is a point which should be made clear to consumers, who may think that a cheese put up in this manner will keep indefinitely. The length of time that cheese can be kept depends very largely on the temperature. The lower the temperature the more natural fermentation of the cheese is checked. At a temperature of 40 degrees F. canned cheese probably will remain good for several months.—London Daily.

Make Us Your Shipments

When you have Fresh Quality Eggs, Dairy Butter or packing stock. Always in the market. Quick returns.

Kent Storage Co. Grand Rapids, Mich.

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products



Churned Fresh Every Day

MR. MERCHANT:—Are you sure that the butter you are using is satisfying your trade? If not, try

Blue Valley Butter

A perfect spread which is carefully made by expert buttermakers who produce good butter

from the finest material that the dairy farm can produce. Good dealers demand BLUE VALLEY BUTTER every day, because good butter alone gives them "perfect satisfaction." Furthermore it cannot be duplicated because it is marked by its uniform quality that guarantees the trade the same quality at all times. Orders filled promptly.

BLUE VALLEY CREAMERY CO., Grand Rapids, Mich.

Largest Exclusive Manufacturers of Pure Cream Butter in the World

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.

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.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Saginaw has purchased two new pieces of motor driven apparatus for its fire department.

Mayor Begole, of Marquette, has been instrumental in securing a survey there by the State Inspection Bureau, with a view to getting the city's classification raised from fourth to three and a half class and lower insurance rates.

Royal Oak now has new water-works and improved fire protection.

Property of the Alpena Portland Cement Co., at Alpena, has been disposed of at forced sale for \$77,000, or less than half enough to satisfy indebtedness. The plant has been closed since 1908.

Hastings has induced the Consolidated Tool Co. to remain in that city and the newly formed Board of Trade is out after other new industries.

Manistee will not have a city market this year, because of lack of funds and lateness of the season.

Albion is growing, the construction this year including a \$70,000 post-office a \$40,000 physical laboratory at the college, a \$40,000 addition at the Spring works, various other additions to plants and many new residences.

Cloverland's annual potato congress will be held at Marquette October 27-29.

The corner stone of Sanilac county's \$80,000 courthouse was laid in Sandusky last week, under Masonic auspices.

The Houghton Mining Gazette says that the State law which prohibits boys under 18 years from working in mines, mills or smelters, even though its purpose is idealistic, practically forces most of the boys of the copper country, from the ages of 16 to 18, to become loafers. There are few positions open to them outside of the mills or mines and they are not compelled by law to go to school.

Flint has adopted the semaphore system for regulating street traffic and is the only city in the State outside of Detroit to adopt same.

The new \$100,000 postoffice building at Big Rapids was opened for business last week.

"Let your light so shine before men." That is just what Bronson is doing in placing a 50,000 candle power electric light on the top of its 100 foot water tower, visible for many miles in every direction. Col. Watson, the village President is the father of this advertising stunt.

Solicitors of funds from business in Manistique will in the future be referred to the Commercial Club for endorsement.

Niles has secured a new factory, the Central States Tanning and Belting Co.

Benton Harbor has a new jitney bus ordinance, to take effect August 24. The license fee is \$20 a year and a \$10,000 bond is required.

Business men of Concord will give a harvest day festival August 17 for the farmers and patrons of that section.

Pontiac now has boulevard lights. Kalamazoo is having an interesting time in its negotiations with the private gas company looking toward municipal ownership. City and company are still far apart on the purchase price of the plant or on arbitration and the company hands out this ultimatum in a recent communication: "We have noted in your letter the following statement: 'Your franchise expires July 14, 1916.' If you refer to ordinance 121 as a franchise your

statement is correct, but if you are assuming by reason of that fact that our right to manufacture and distribute gas to the citizens of Kalamazoo expires on that date you are entirely in error. We possess the absolute moral and legal right to continue to manufacture, distribute and sell gas to the citizens of Kalamazoo beyond that date, and ordinance 121 in no way limits or can be held to limit our right to continue our business."

A. J. Ruhl, of Houghton, is the new

President of the Copper Country Commercial Club.

The Trans-St. Mary's Traction Co., at Sault Ste. Marie has stopped the sale of its six-for-a-quarter tickets and the fare is now a straight 5 cents. The reason given for this action is jitney bus competition, which has reduced the company's revenues about \$40 per day.

The Pontiac school board has ordered ten lathes for its manual training equipment. Almond Griffen.

WEST MICHIGAN

STATE FAIR

Grand Rapids, September 20 to 24

| | | | | | | | |
|---|---|---------------------------|------------------------------|-------------|--------------------------|---------------|---------------------------------|
| <p style="text-align: center;">GRAND \$10,000.00</p> <h2 style="font-size: 2em; margin: 0;">AVIATION MEET</h2> <p style="text-align: center;">American, French, German and Italian Air Pilots in a Thrilling, Spectacular</p> <h3 style="font-size: 1.5em; margin: 0;">"Battle in the Clouds"</h3> <p style="text-align: center;">See the Sensational Aerial Warfare Every Day</p> | <p style="text-align: center;">Wednesday, September 22</p> <h2 style="font-size: 2em; margin: 0;">AMERICAN DAY</h2> <p style="text-align: center;">Beautiful Patriotic Celebration for Everybody</p> <h3 style="font-size: 1.5em; margin: 0;">100 - Thrilling Attractions - 100</h3> <table style="width: 100%; font-size: 0.8em;"> <tr> <td style="width: 50%;">The "Joy Zone" Aeroplanes</td> <td style="width: 50%;">Daylight Fireworks Auto Show</td> </tr> <tr> <td style="width: 50%;">Horse Races</td> <td style="width: 50%;">Day and Night Auto Races</td> </tr> <tr> <td style="width: 50%;">Band Concerts</td> <td style="width: 50%;">Wild West Show Free Attractions</td> </tr> </table> | The "Joy Zone" Aeroplanes | Daylight Fireworks Auto Show | Horse Races | Day and Night Auto Races | Band Concerts | Wild West Show Free Attractions |
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| Horse Races | Day and Night Auto Races | | | | | | |
| Band Concerts | Wild West Show Free Attractions | | | | | | |

Live Stock and Dairy Show, Poultry Show, Dog Show, Agriculture and Horticulture Farm Machinery and Implements

WEST MICHIGAN STATE FAIR

GRAND RAPIDS, SEPTEMBER 20 to 24

Mr. Merchant, Can You Beat It?

This 6 ft. Bevel Plate Glass Top Floor Case for only \$21.00 Net Cash

Height—40 in.
Width—24 in.
Selected Oak.
Ball-bearing Sliding Doors.

Finish is of the latest shade Golden Oak, hand rubbed.

Front, Ends and Doors best double strength glass.



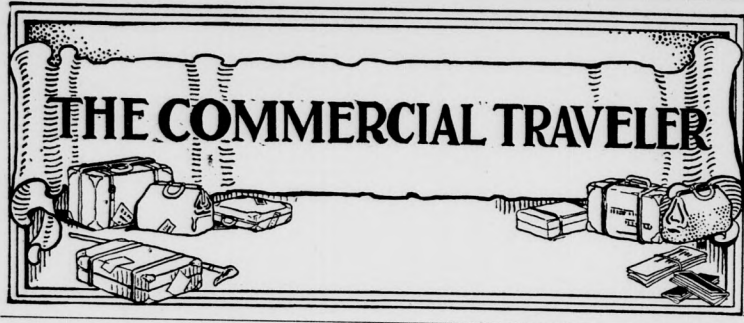
We have in stock all sizes from 34 in. to 8 ft. in either Display or Cigar Cases.

Shelves are pressed steel finished in oak on adjustable nickel brackets.

We are entire Store and Office Outfitters in "NEW or USED" Fixtures for any kind of business

GRAND RAPIDS STORE FIXTURE CO. No. 7 Ionia Ave. N. W. Grand Rapids, Mich.

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 meyer, Frank W. Clarke, Detroit.
 State Membership Committee—Frank
 H. Mathison, Chairman.

**Some Troubles Which Confront
 Traveling Salesmen.**

The high cost of living has, figuratively speaking, laid its hand more or less heavily on all sorts and conditions of men in the last few years but, truthfully speaking, it would be difficult to find any one class that has been more solidly hit than the traveling salesmen, or more specifically, the salesmen who are paid on a strict commission basis and who have to meet their own expenses on the road.

A New York Times reporter talked with several of these men in the last few days, and all of them had tales of woe to tell. Either the rising cost of traveling had actually lowered their net incomes, or it had eaten into them so badly that increased labor did not bear the monetary fruits it should have and would have had a few years ago. All of them thought the rate of commission should be raised by employing houses, at least in proportion to the increased financial burden the salesmen have to bear.

For instance, there was a salesman interviewed who has a territory situated in the Middle West. This man travels on a straight commission basis and everything he spends comes out of his own pocket. The rate of commission in his case is 5 per cent.

This man had his best year in 1910. He then sold \$126,000 worth of merchandise, but when deductions had been made for failures, cancellations, returns, etc., his net total was \$108,000. On this total at 5 per cent he earned a gross amount of \$5,400 out of which he had to deduct \$1,800 for traveling expenses, leaving his net income at \$3,600 for the year.

In 1914, due largely to lowered prices on woolen goods and also because of retrenching his trade, due to the war, this man's net sales were \$98,000. With the commission the same as in 1910, his gross earning for last year were \$4,900, while his traveling expenses were \$350 higher than in 1910, despite his attempts to live and work economically. Altogether his road bills amounted to \$2,150, leaving his net income for the year \$2,750, against \$3,600 in 1910. And this for reasons absolutely beyond his control and at a time when his four years of added selling experience should have made him more valuable to the house than he was in 1910. "Just think," he concluded, "an extra 1 per cent. on that commission would have meant nearly \$20 a week more all through the year. But what's the use of kicking when jobs are so scarce?"

One talk the reporter had was with an executive of the firm, who looked with more favor on the salary and expense plan of remuneration than on commission. "One of the sharp instances of increased traveling costs that has come to my notice," he said, "is the case of the man traveling South for us. We check the expense accounts very carefully, and I am prepared to believe that the \$750 increase in this man's expenses have shown between 1911 and 1914 is perfectly legitimate. Why, even in the case of the man covering a territory in Western New York State, there has been a \$200 increase in the last three years. In 1911 this man sold approximately \$85,000 worth of merchandise at an expense to the house of \$1,700. In 1914 he cost us \$1,900 to sell practically the same amount of goods.

"His accounts have shown that the hotel buses are now charging from 25 to 50 cents a trunk for hauling it to the hotel from the station where once it was done free or at a much smaller charge. Where rooms used to be \$2 a day, with sample room free, they are now costing \$2.50 to \$3. Then there is a much greater increase in the cost of food, due in good part to cabarets, and other expenses on the part of the hotel that do not enter into the question of selling goods. In addition to this there has been increases in the baggage rates, and, to top it all off, the rapid increase in the number of styles per season is resulting in the carrying of more trunks than used to be needed. All in all, it is getting more and more difficult to reconcile salaries and selling prices."

In another case circumstances hit a salesman so hard that he quit his

job and took another where he got different territory. He traveled South and in the spring season of last year found business so bad that he earned his drawing account but twice in the whole season, and this in spite of the fact that ordinarily he drew a pretty good living out of his territory.

When he went out for fall he got caught in the whirl of fear and uncertainty that followed the declaration of war, and as a result he did not earn his drawing account once all through the season. Being blessed, or cursed, with somewhat of an artistic temperament and being an earnest worker, he felt very downhearted over his poor showing, and, notwithstanding the fact that the house wanted him to renew his contract at the end of the year he would not. Instead, he got another position. If this man had been held to a strict accounting by the selling house, he would have owed his employers several hundred dollars in unearned drawing accounts.

"Come Out, McGuire!"

In a small country town there used to live an old Irishman of whom it was said he was always looking for a fight although never drawn into one. The sports of the community on one occasion egged on a young man of pugilistic tendencies until he challenged McGuire to a prize fight, and McGuire told him that if he would come to his house at 12 o'clock that night and call him out, he would fight him.

The young fellow went to McGuire's house as planned, followed at distance by his backers. He called, "Come out, McGuire!" He repeated the call again and again, but McGuire did not come out, so the party went away. The next morning when McGuire appeared on the street he was taunted

with being a coward but with the ready wit of the Irishman he responded, "Sure an' the young mon came up and called, 'Come out, McGuire! Come out, McGuire!' but he should have said, 'McGuire, come out!' There's a dale of ithics about this prize fightin' business and the rules must be observed."

Just so any man who is looking for ways in which to escape his responsibilities and to evade his duties can find them. There will always be a technicality by which we can escape if we are anxious to do so.

The plainest duties that are set before a man are not those which are laid down in some iron-clad contract to which he has affixed his signature. The most important duties of life are not those we cannot escape by hook or crook.

Too Fresh.

Lady Customer—What have you in the shape of cucumbers this morning?

Fresh Clerk—Bananas.

HOTEL CODY
 EUROPEAN
 GRAND RAPIDS, MICH.
 Rates \$1 and up. \$1.50 and up bath.

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.

**New
 Kaiserhof
 HOTEL CAFE**
 450 Rooms \$1.50 up
 300 with Bath \$2 up
 Centrally
 Located
 Write for
 booklet No. 2
 and map of
 Chicago.
 Clark St. near Jackson Blvd.
 Chicago

Late News of Interest to Travelers.

Landlord Ames, of Hotel Barry, at Hastings, is planning to enlarge the capacity of his hotel by adding eight or ten more rooms to the rear of the building. He is fitting up the basement for use as a club room, and will also have in it a barber shop with two chairs. In addition, he has ordered a new heating plant and shower baths. During the winter he will use a limousine for transfer service. Other improvements are contemplated.

A Charlevoix correspondent writes: H. K. Allen, formerly of Minneapolis, and traveling salesman in Wisconsin territory for a hardware house during the past three years, has been attracted to our city on account of its healthful climate and has decided to make this his home. He has entered the service of the F. S. Blanchard Est., as assistant to Mr. Coulter, and his long experience as a hardware man should make him a valuable asset to the store.

Mr. and Mrs. H. H. Godfrey and son, Robert, 1809 Wilbert avenue, were called to Toledo last week by the sickness and death of Mrs. Godfrey's sister, Mrs. Kruse. The members of Grand Rapids Council extend to Mr. and Mrs. Godfrey their deepest sympathy in their untimely loss.

Some folks inherit lawsuits, some are forced into lawsuits and some have lawsuits forced upon them, but Past Senior Counselor F. Eugene Scott bobs up with a new one. He sues himself. Never having been mixed up in litigation and being curious to know the inside workings of a litigation mill, Eugene went out one day last week, hunted up a proper official and proceeded to serve garnishment papers against Mr. Scott, who will furnish you with such information as he thinks you are entitled to.

Necessary to Eliminate All Needless Expense.

Secretary John J. Ryan, of the National Retail Grocers' Association, has written S. W. Eckman of the B. T. Babbitt Co., commenting on the latter's recent letter on premium stamps addressed to Sol Westerfeld.

"It cannot be possible," says Mr. Ryan, "that you left anything unsaid which ought to be said. The officers of the retail grocers' associations, if they want to do effective work, look at all propositions from the consumers' standpoint."

"Ten years ago we taught the retail grocers of the United States that it cost them 15 per cent. to do business. This 15 per cent. was itemized; for instance, 2 per cent. for delivery of goods, 1 per cent. loss on dead accounts, etc. At the present time all our speakers tell the retail grocer that it costs him 17 per cent. to do business, as clerk-hire, etc., has gone up. We are asking the grocers to organize co-operative delivery systems, which experience has shown cut the cost of delivery down 1 per cent. We are asking them to entirely eliminate the dead beats and everything else that in any way adds to the cost of doing business.

"Consequently you can see how inconsistent it would be for us to endorse a proposition which would add from 2 to 5 per cent. to the cost of doing business. Further, in view of the fact that we

know your statement is true, that 50 per cent of the stamps or coupons are lost or destroyed, we naturally feel that we are protecting the consumer against his own folly. Finally, I will say that my organization experience has taught me that the premium business divides the merchants of the town into two irreconcilable camps. I have never known a town where all are willing to go into the premium business. Consequently you cannot get the premium giver and those opposed to mix any more than oil and water."

Pontiac Picnic a Complete Success.

Pontiac, Aug. 24.—A big crowd went to Park Island, Lake Orion, with the butchers and grocers on their annual picnic, and the affair was declared by everyone present a success. Many left Pontiac in the morning on the first automobile busses, while others did not go to the island until late afternoon. The programme of sports provided mirth-provoking entertainment for the spectators. Two baseball games, a tug of war, in addition to many foot and stunt races, comprised the schedule. One baseball contest was between the grocers and butchers. The grocers won by a 16 to 5 score. The other game was for a cash prize offered by the Millen Baking Company. The players were the boys of the east and west sides, under 15 years of age. In this the west siders won by a score of 18 to 6.

The programme and results follow: Tug of war, east side grocers against west side grocers, \$5 prize, won by west side men; 100-yard dash, free for all, prizes of \$1.25, \$1 and 75c, A. Trechett first, George Maddock second, L. Shanner third; 100-yard dash for grocers and butchers, W. McClenaghan first, Robert Bromley second, Harvey Hoffman third; match race for prize of \$2.50 between Pawloski and Gleason, won by Gleason; race for girls under 10 years, Ruth Wooley first, E. Brown second, M. Trechett third; stunt race, won by Robert Carr; race for boys under 10 years, C. Bernard first, John Bromley second.

U. C. T. Annual Outing Aug. 28.

Grand Rapids, Aug. 24. — Bad weather made necessary the postponement for one week of the trip planned for Grand Rapids Council, No. 131, on Saturday last.

All arrangements will be carried out next Saturday instead and the committee expects even a larger attendance by reason of the enforced change in date.

The outing will be held at Saugatuck, going via Muskegon interurban to Grand Haven and Milwaukee line boat to Saugatuck. Luncheon will be served by a capable caterer in the public park, having all appearances of a picnic, and none of the inconvenience. This will be followed by a baseball game and other contests for young and old, with suitable awards to the winners.

Special trains will leave Muskegon interurban station Saturday, August 28 at 8 a. m. All members are requested to invite their friends—the more the merrier—and a large number will not interfere with arrangements. Do not forget your kodak and bathing suit.

H. W. Harwood.
F. S. May.
A. N. Borden.
H. S. Hydorn,
J. H. Schumacher,
Committee.

Jacob Van Polen has sold his coal business on Kalamazoo avenue to Rottschäfer Bros., who are also in the contracting business at Holland.

Grocers and Bakers Object to New Ordinance.

Jackson, Aug. 24.—Vigorous protests against the proposed ordinance to regulate the inspection and sale of food stuffs in the city were registered by about two score grocers who were in attendance at the meeting of the City Commission Monday evening. Opposition was made by the bakers, in a written communication to the Commission, to the section of the ordinance which requires that loaves of bread be wrapped and that the weight of the loaf be stamped upon the wrapper. There was a decided opposition to the proposed ordinance and a meeting will be held by the ordinance committee with a committee from the grocers and another committee from the bakers at which time the ordinance will be further discussed. Nearly every seat in the Commission chambers was occupied by those who protested against the ordinance.

Shortly after 7:30 o'clock the reading of the ordinance was taken up by the clerk. Just previous to the reading of the ordinance a protest from the bakers was presented to the Mayor.

The bakers objected to the stamping of loaves of bread with the weight. It was stated that there has been a decided advance in the price of flour and the price is continually fluctuating and that this results in a changing of the weights of loaves of bread sold. It was stated that the weight of bread is governed by the price of flour.

The ordinance was read by the clerk a paragraph at a time and the visiting grocers were invited to make any suggestion they desired and to discuss each section of the ordinance as it was read. The chief objection registered by the grocers and the bakers was on Section 9 of the proposed ordinance which provides that "all foodstuffs sold by weight at retail shall have the net weight thereof plainly printed, written or stamped upon the wrapper, container or package in which such foodstuffs are sold, or upon a slip or invoice furnished the customer at the time of sale or delivery."

It was the declaration of the grocers that to comply with this part of the ordinance would result in a great deal of delay in sending out orders and would also entail the employment of additional help. It was stated that the customer generally asked the price of the articles purchased and that in nearly every instance the purchase is weighed at home by the consumers.

One man in the audience, speaking for the delegation, declared that the Commission could not run their business while another man made the assertion that the public is not asking for the ordinance. He asked why the Commission is singling out the grocers from the other business men of the city.

In answer to this Mayor Sparks stated that the scales and measures of all concerns are inspected and that the grocers were simply asked to advise with the Commission and assist in the preparation of the proposed ordinance to which objection is being made. The Mayor stated that the Commission has no intention of requiring the grocers to do the impossible or to do anything which will work an injustice to them. He said he had hoped that, by the co-operation of the grocers and the Commission, an ordinance could be prepared which would be acceptable to both the dealer and to the consumer. He declared that he believed that the thousands of consumers in the city are entitled to consideration at the hands of the Commission.

Objection was made to the use of the word "stale" in the ordinance inasmuch as it would prevent the sale of vegetables and articles which had

reached that state. The incorporation of some of the provisions of the State pure food law in the ordinance was also objected to and another kick was registered against the part of the ordinance which would require the grocer, in making deliveries, to protect foodstuffs by screens.

Eighty Bankers Disport at the Twin Cities.

Benton Harbor, Aug. 24.—Southwestern Michigan bankers, over eighty strong, concluded their day's convention of business and pleasure in the Twin Cities with a banquet at the Hotel Whitcomb.

Arriving in the morning the Association members enjoyed the hospitality of the Baker-Vawter Co. at a noon luncheon, and were entertained by local bankers through the day, those who remained over night finishing up this morning by an auto ride through the drives of the fruit belt.

During the afternoon, officers of the Association, which includes the bankers of eight counties of Southwestern Michigan, were selected for the following year as follows:

President—David A. Garfield, Albion.

Vice-President—Herbert H. Johnson, Kalamazoo.

Secretary—Wm. E. Marsh, Benton Harbor.

Treasurer—Frank H. Williams, Allegan.

Executive Committee—Frank H. Wolfe, Battle Creek; E. F. Parks, Paw Paw.

Following the banquet the members of the Association were treated to three splendid addresses by C. H. Bosworth, chairman of the Federal Reserve Committee of Chicago, who spoke on "Re-Discounts," a technical banking subject of general interest.

William G. Edens, Assistant Secretary of the Central Trust Company, Chicago, spoke on "Good Roads in America—How and When." This address was especially enjoyed. The speaker brought home to the bankers the importance to the community of good trunk line roads leading from neighboring farming districts.

The last speaker of the evening was J. R. Noel, President of the Northwestern State Bank of Chicago, on "Savings Accounts and Interest."

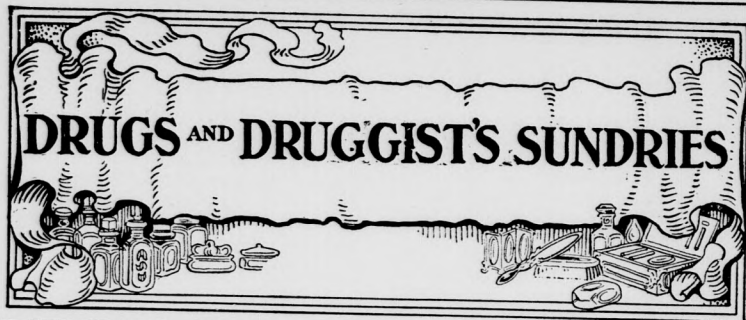
Music was delightfully introduced into the programme by a group of Benton Harbor musicians, numbering Mrs. F. B. Christopher, the Misses Catalina Dowland and Edna Wiggins, and Messrs. Floyd Daigneau and George Anderson.

While the place of the next meeting of the Association is in the hands of the executive committee it is understood that Battle Creek is the most likely choice.

This was the second time the Association has met in the Twin Cities, having gathered here last season. The visitors expressed themselves as delighted with their day's outing.

Forty Years in One Store.

Nashville, Aug. 24. — Henry C. Zuschnitt passed an important epoch in his life Monday, for that day marked the close of forty years' service in the store now owned by C. L. Glasgow. At the time Mr. Zuschnitt entered the store, it was owned by Chas. C. Wolcott, and when Mr. Glasgow purchased the store six years later, he inherited Mr. Zuschnitt. He found him so valuable an adjunct to the store that he has never felt like dispensing with him, and for a great many years, since Mr. Glasgow has been in public life and away from home much of the time, Mr. Zuschnitt has been not only the book-keeper, but the man in charge of the business during the absence of the proprietor. He has no idea, either, of throwing up his job simply because he has been at it forty years, but started in calmly on another forty years just as though nothing had happened.



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. Stetekee, 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. Qulgley, Chairman; Henry Riechel, Theron Forbes.

More Pharmacy Questions.

Where are the six-ounce bottles?
What became of that bottle of magnesium citrate?

Who failed to charge John Jaw-smith with those cigars he got?

Did Miss Gigglesworth pay for that face powder?

Hasn't that messenger boy gotten back from Johnson's yet?

Who sold the last bottle of father's worry? It's not on the want list.

Did anybody check this invoice?

Are you fellows on the job here or do you think this store is a sanitarium for the rest cure?

When did Crooksey Poorsmith say he would pay this bill?

Who ordered this?

Who fell for this bum check?

Has anybody seen the box opener?

Where did you put those pale pills for pink people?

Who hid the cash book?

Did anybody send Dr. Killeme that gauze bandage?

What became of the big spatula?

Who left that syrup percolator to run all over the basement?

Did Miss Silly Gumchewer pay for that drink?

Who left that can of carbon open?

Where did Dr. Doncherna say he was going?

Has Jimmie Griffin been around here since noon?

Did Miss Linnie Laughinggas leave a call for Harold Youngthing?

Did that nail file we ordered for Mrs. Townpest ever come?

What went with that package that Mrs. Trouble left here yesterday?

When is the 2:20 train due?

The Hardness of Water.

Here is a fact which is probably novel to the average man who has not spent much of his life thinking about motor speed boats. This is

what we may call the hardness of the water when a boat is running at speed. Water at fifty miles an hour is not the limpid liquid we are accustomed to bathe in. If you put your arm overboard from a dydro-plane running at fifty miles an hour and strike a wave crest the probability is that you will break your arm or wrist, because at that speed the water has not time to give, not time even to change shape, and striking it is like striking so much metal.

In the great hydraulic mining nozzles, where a stream of water under enormous head is used to wash down hillsides, a swordsman, in attempting to cut into one of those streams, will shatter the sword without being able to penetrate the water. The stream is like a bar of iron. The fact that water at relative speed is so hard—or that its inertia is so great, to be a little more accurate—is the reason why a skipping stone travels over the surface, and is the reason why a hydroplane boat slides over the surface instead of plowing its way through.

Old Fashioned Lemonade.

An expert dispenser can take some powdered sugar, squeeze a lemon, add some apollinaris or seltzer, top off with a cherry, and turn out a very fancy lemonade. This drink is popular with some, and it is a good business to have it on sale for their benefit. But there are others who think tenderly of old-fashioned lemonade and consider that it cannot be surpassed by any "new-fangled" drink. Old-fashioned lemonade is made with plain water, sugar, and lemons. In the opinion of many, lemonade is like soup, it should be made in quantity and allowed to blend. They do not think you can turn out real lemonade if you concoct it a glass at a time.

Lemonade does not always receive the consideration at the soda fountain that it deserves. It is easily made, easily dispensed, may be quickly prepared, and affords a good margin of profit. It is immensely popular. All these things being considered, where will you find a more ideal drink to dispense? It is a great thirst-quencher, and this accounts for its great popularity among men. Lemonade is a good seller all the time and may bring you business that you would not otherwise get.

Must Be Round.

"How do you know the world is round?" asked the teacher.

"Because," replied the boy, "father says it ain't on the square and uncle says it ain't on the level."

Bed Bug and Roach Exterminator.

As far as our own experience goes, gasoline is one of the most efficient destroyers of all sorts of insects. Simply sprayed into the retreats of these pests it instantly destroys all kinds of insect life, the eggs as well as the insects already hatched out. The only objection to its use is that it will attack varnish, but where there is no varnish it is by far the best agent in use, as it is cleanly, leaves no trace of itself, and is absolutely deadly, besides being cheap. For varnished articles we have found the following excellent:

Chloral Hydrate 1 part.
Salicylic Acid 4 parts.
Acetic Acid 1 part.
Ether Sulpr 4 parts.
Collodion 15 parts.

Mix. Pencil over parts frequently. It stops up cracks and thus breaks up the hiding places of the vermin.

Dieterich commends the following for bed bugs:

Ordinary Potash Soap 20 parts.
Water 75 parts.
Glycerin 5 parts.

Dissolve the soap in the water, and add the glycerin. This he directs to be forced into cracks and clefts every eight days. The ticking, etc., where they hide, may be saturated with the following:

Camphor 2 parts.
Corrosive Sublimate 1 part.
Oil of Turpentine 4 parts.
Alcohol 16 parts.

Mix.

Gasoline may be used here, but one must be very careful, and on the watch, constantly, about fire. If gasoline be used on the bedding it should be done out of doors, and even then be very careful.

Roaches.

We know of nothing better than a good article of insect powder (pyrethrum) reinforced with powdered borax, or tartar emetic (2 to 3 drams to the pound).

The following is also highly commended:

Borax 50 parts.
Pyrethrum 25 parts.
Sulphur 12 parts.
Crude Arsenic 1 part.
Corn Starch 12 parts.

Most people would rather blame a man for what he doesn't do than give him credit for what he does.

Pickups From the Merry Muskegon Picnickers.

Muskegon, Aug. 23.—The Muskegon Business Men's Picnic was voted a success by every one present and may be a permanent feature. The start was made at 8 o'clock in the morning with Parsons' band which consisted of twenty-five pieces, from Jefferson and Western avenues. However, our souvenir committee, headed by Ole Peterson, the President of the Business Men's Association, beat the band to the park by a few hours.

No one had need to go away from the picnic hungry, for A Fleming, the manager of M. Piowaty & Sons' local branch, with the assistance of George Hume and Allie Tuuk, hustled the watermelons out of the car. Ed Wit, Jack Jiroch and Wright Richards were the butchers who cut the melons so they could be served to the crowds. One hundred dozen celery were also given away to the merry picnickers. Nick Heeres was the salt man. He gave away small sacks of salt.

Lipman Bros. donated some brick cheese which did not last long enough to get a good smell. W. W. Richards donated spearmint gum and candy, and Sen Sen Wright must of thought we had a bad taste in our mouth.

F. Jiroch gave samples of tobacco and cigarettes for those who cared to smoke, while S. Steindler furnished some Ohio Blue Tip matches to light up with.

Free coffee was given away by the Hume Grocer Co. and it certainly smelled good when you passed that stand.

A hospital tent was on the ground in charge of Doctor Cooper and two nurses from the Hackley Hospital. They were kept busy, as quite a few of the little shavers lost their Ma and were brought to the tent by the Boy Scouts.

The Boy Scouts did very good work as they helped to handle the crowds at the souvenir stands by keeping them in line and kept order when the dreary but happy people boarded the cars for home.

A tent was on the grounds where visiting merchants were made welcome and given tickets which entitled them to a free meal at George McGowan's restaurant.

Alex Meyers was in charge of the amusements.

At the distribution of the melons the Darktown quartet sang about down where the water melons grow.

UNIVERSAL CLEANER

Great for the pots—great for the pans
Great for the woodwork—great for the hands.
ORDER FROM YOUR JOBBER

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

Their singing was good and applauded by the crowds.

Mr. and Mrs. Max Grueber gave an exhibition of a one ring circus with the assistance of Minnie, the elephant, and two trained ponies.

Silver loving cups were given away for the following events as prizes: Potato race for girls; potato race for boys; 100 yard dash for girls and 100 yard dash in free for all race.

A tug of war was billed between the Moose and the Eagles. The Moose were on the job, but the Eagles soared to so great a height that they did not arrive on time, so the loving cup was given to the Moose.

A pie eating contest was also held and won by a local chap who was too bashful to give the writer his name.

The main feature was the water baseball game which was played in Lake Michigan and won by the local high school boys by a 1 to 0 score. The winning run was scored by Spaulding Ovatt, son of Charles Ovatt, who travels for Armour & Co.

The boat races drew quite a bunch to the water's edge and was quite exciting. This race was won by the Dixie Pirate.

A balloon ascension by Ted Sweet ended the programme. The weather being fine, Ted fled to a great height, when he dropped into the lake, being picked up by a launch.

S. Skelton and W. J. Carl, of Muskegon Heights, exclaimed, "This was the finest we ever attended."

Five travelers, representing the American Tobacco Co., Dayton Spice Co., F. Campbell Soup Co., Liggett & Meyers Tobacco Co. and the Heinz Co. stated that had attended many similar affairs in different towns, but Muskegon had them all eclipsed.

There were sixty visiting merchants at the picnic and all had a fine time. Chas Brubaker, the famed Chronic Kicker, honored us with his presence and remarked that the Muskegon business men were the largest hearted merchants in the world and knew how to make one feel at home. He states it made him squint-eyed to try and see all the stunts pulled off. "No one tried to love me for business; all they did was to feed me free and see that I saw the sights. When I can't kick, the affair must be O. K.," remarked Mear's Mayor.

Glenn Evans and Will Rose, of Bailey, promised to come again.

To try and tell all the nice words spoken in favor of this affair would take all the pages of the Tradesman and we would like to see some of our co-workers also in print so here goes. Milton Steindler.

The Chief Wawatam car ferry over the Straits has been laid up. The Sainte Marie II was immediately placed on the run. It has been decided by the managers of the company to operate the Chief Wawatam from November 1 to May 1 and the Sainte Marie II from May 1 to November 1. This system will bring about an equal usage of each boat, as the way the boats have been operated in the past resulted in one boat being worn out and the other rusting away at the dock doing nothing. By using each boat six months in the year the life of each boat will be prolonged.

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

WHOLESALE DRUG PRICE CURRENT

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

Table listing various drugs and their prices, categorized by Acids, Ammonia, Balsams, Berries, Barks, Extracts, Flowers, Gums, Leaves, Oils, Potassium, Roots, Seeds, Tinctures, and Paints. Includes items like Acetic, Boric, Carbolic, Citric, Muriatic, Nitric, Oxalic, Sulphuric, Tartaric, Water, Elm, Carbonate, Chloride, Copaiba, Fir, Peru, Tolu, Cubeb, Fish, Juniper, Prickly Ash, Cassia, Sassafras, Soap Cut, Licorice, Arnica, Chamomile, Acacia, Aesculus, Guaiac, Kino, Myrrh, Opium, Shellac, Tragacanth, Turpentine, Sage, Buchu, Senna, Uva Ursi, Almonds, Cedar Leaf, Citronella, Cloves, Cocoanut, Cod Liver, Cotton Seed, Croton, Cupbebs, Eigeron, Eucalyptus, Hemlock, Juniper Berries, Juniper Wood, Lard, Lard No. 1, Lard No. 2, Lard No. 3, Lard No. 4, Lard No. 5, Lard No. 6, Lard No. 7, Lard No. 8, Lard No. 9, Lard No. 10, Lard No. 11, Lard No. 12, Lard No. 13, Lard No. 14, Lard No. 15, Lard No. 16, Lard No. 17, Lard No. 18, Lard No. 19, Lard No. 20, Lard No. 21, Lard No. 22, Lard No. 23, Lard No. 24, Lard No. 25, Lard No. 26, Lard No. 27, Lard No. 28, Lard No. 29, Lard No. 30, Lard No. 31, Lard No. 32, Lard No. 33, Lard No. 34, Lard No. 35, Lard No. 36, Lard No. 37, Lard No. 38, Lard No. 39, Lard No. 40, Lard No. 41, Lard No. 42, Lard No. 43, Lard No. 44, Lard No. 45, Lard No. 46, Lard No. 47, Lard No. 48, Lard No. 49, Lard No. 50, Lard No. 51, Lard No. 52, Lard No. 53, Lard No. 54, Lard No. 55, Lard No. 56, Lard No. 57, Lard No. 58, Lard No. 59, Lard No. 60, Lard No. 61, Lard No. 62, Lard No. 63, Lard No. 64, Lard No. 65, Lard No. 66, Lard No. 67, Lard No. 68, Lard No. 69, Lard No. 70, Lard No. 71, Lard No. 72, Lard No. 73, Lard No. 74, Lard No. 75, Lard No. 76, Lard No. 77, Lard No. 78, Lard No. 79, Lard No. 80, Lard No. 81, Lard No. 82, Lard No. 83, Lard No. 84, Lard No. 85, Lard No. 86, Lard No. 87, Lard No. 88, Lard No. 89, Lard No. 90, Lard No. 91, Lard No. 92, Lard No. 93, Lard No. 94, Lard No. 95, Lard No. 96, Lard No. 97, Lard No. 98, Lard No. 99, Lard No. 100.

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.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Saxon Food Some Flour

Index to Markets

By Columns

Table with columns for market categories (A, B, C, D, E, F, G, H, J, M, N, O, P, R, S, T, V, W, Y) and sub-categories (AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BREAKFAST FOODS, BUTTER COLOR, CANDLES, CANNED GOODS, etc.).

CHEWING GUM

Table listing chewing gum products such as Adams Black Jack, Adams Sappota, Beeman's Pepsin, Beechnut, Chiclets, Colgan Violet Chips, Colgan Mint Chips, Dentyne, Doublemint, Flag Spruce, Juicy Fruit, Red Robin, Sterling Gum, etc.

CHOCOLATE

Table listing chocolate products such as Walter Baker & Co. German's Sweet, Premium, Caracas, Walter M. Lowney Co. Premium, etc.

CLOTHES LINE

Table listing clothing items such as Twisted Cotton, Braided Cotton, Sash Cord, Jute, Sisal, Galvanized Wire, etc.

COCOA

Table listing cocoa products such as Baker's, Cleveland, Colonial, Epps, Hershey's, Huyler, Lowney, etc.

COCOANUT

Table listing coconut products such as Dunham's, Baker's Brazil Shredded, etc.

COFFEES ROASTED

Table listing coffee products such as Common, Fair, Choice, Fancy, Peaberry, Santos, Maracalibo, Mexican, Guatemala, Java, Mocha, etc.

McLaughlin's XXXX

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

Extracts

Table listing extracts such as Holland, Felix, Hummel's, etc.

CONFECTIONERY

Table listing confectionery products such as Stick Candy, Horehound, Standard, Twist, Jumbo, etc.

Mixed Candy

Table listing mixed candy products such as Broken, Cut Loaf, French Cream, Fancy, Grocers, Kindergarten, Leader, etc.

Specialties

Table listing specialty products such as Auto Kisses, Autumn Leaves, Bonnie Butter Bites, Butter Cream, Caramel Dice, etc.

Chocolates

Table listing chocolate products such as Assorted Choc., Amazon Caramels, Champion, Choc. Chips, etc.

Pop Corn Goods

Table listing popcorn products such as Cracker Jack, Pop Corn Goods with Prizes, etc.

Cough Drops

Table listing cough drop products such as Putnam Menthol, Smith Bros., etc.

NUTS—Whole

Table listing nut products such as Almonds, Walnuts, Pecans, Raisins, etc.

Peanuts

Table listing peanut products such as Fancy H P Suns, Raw, Roasted, H. P. Jumbo, etc.

CRACKERS

Table listing cracker products such as National Biscuit Company Brands, In-cr-Seal Trade Mark Package Goods, etc.

Table listing various cracker brands and products such as Baronet Biscuit, Flake Wafers, Cameo Biscuit, etc.

Other Package Goods

Table listing other packaged goods such as Barnum's Animals, Soda Crackers, Fruit Cake, etc.

Bulk Goods

Table listing bulk goods such as Animals, Atlantics, Avena Fruit Cakes, Bonnie Doon Cookies, etc.

Table 6: Butter, Soda, Oyster, Sugar Wafer Specialties, CREAM TARTAR, DRIED FRUITS, PEACHES, PEEL, RAISINS, CALIFORNIA PRUNES, EVAPORATED MILK, FARINACEOUS GOODS, PEAS, SAGO, TAPIOCA, FISHING TACKLE, LINEN LINES.

Table 7: POLES, FLAVORING EXTRACTS, FLOUR AND FEED, WINTER WHEAT, MOLASSES, MUSTARD, OLIVES, PETROLEUM PRODUCTS, PICKLES, FRUIT JARS, GELATINE, GRAIN BAGS, HERBS, HIDES AND PELTS.

Table 8: TALLOW, HORSE RADISH, JELLY, JELLY GLASSES, MAPLEINE, MINCE MEAT, MOLASSES, MUSTARD, OLIVES, PETROLEUM PRODUCTS, PICKLES, FRUIT JARS, GELATINE, GRAIN BAGS, HERBS, HIDES AND PELTS.

Table 9: PICNIC BOILED, SAUSAGES, BUTTERINE, CANNED MEATS, RICE, ROLLED OATS, SALAD DRESSING, SALERATUS, SAL SODA, SALT, WARSAW, SOLAR SALT, SALT FISH, SMOKED SALMON, HOLLAND HERRING, TROUT, MACKEREL, LAKE HERRING.

Table 10: SEEDS, SHOE BLACKING, SNUFF, WHOLE SPICES, CANNED MEATS, RICE, ROLLED OATS, SALAD DRESSING, SALERATUS, SAL SODA, SALT, WARSAW, SOLAR SALT, SALT FISH, SMOKED SALMON, HOLLAND HERRING, TROUT, MACKEREL, LAKE HERRING.

Table 11: TOBACCO, PLUG, STARCH, SYRUPS, CORN, PURE CANE, TABLE SAUCES, TEA, UNCOLORED JAPAN, ENGLISH BREAKFAST, CEYLON, FLOWERY O. P. FANCY.

SPECIAL PRICE CURRENT

Table with columns 12, 13, 14. Includes categories like Smoking, Faucets, Mop Sticks, Palls, Toothpicks, Traps, Tub, Washboards, Window Cleaners, Wood Bowls, Wrapping Paper, Yeast Cake, Yours Truly Lines, Axle Grease, Charcoal, and various other goods with prices.

15

BAKING POWDER K. C. Doz. 10 oz., 4 doz. in case 85; 15 oz., 4 doz. in case 1 25; 20 oz., 3 doz. in case 1 60; 25 oz., 4 doz. in case 2 00; 50 oz., 2 doz. plain top 4 00; 50 oz., 2 doz. screw top 4 20; 80 oz., 1 doz. plain top 6 50; 80 oz., 1 doz. screw top 6 75; Barrel Deal No. 2; 8 doz. each, 10, 15 and 25 oz.32 80; With 4 dozen 10 oz. free Barrel Deal No. 2; 6 doz. each, 10, 15 and 25 oz.24 60; With 3 dozen 10 oz. free Half-Barrel Deal No. 3; 4 doz. each, 10, 15 and 25 oz.16 40; With 2 doz. 10 oz. free All cases sold F. O. B. jobbing point. All barrels and half-barrels sold F. O. B. Chicago.

ROYAL 10c size .. 90; 6 oz cans 1 35; 6 oz cans 1 90; 1/2 lb cans 2 50; 1/2 lb cans 3 75; 1 lb cans 4 80; 3 lb cans 13 00; 5 lb cans 21 50. CIGARS Johnson Cigar Co.'s Brand Dutch Masters Club 70 09; Dutch Masters, Inv. 70 00; Dutch Masters, Pan. 70 00; Dutch Master Grande 68 00; Little Dutch Masters (300 lots) .. 10 00; Gee Jay (300 lots) .. 10 00; El Portana .. 33 00; S. C. W.33 00.

COFFEE OLD MASTER COFFEE 12 in. 1 65; 14 in. 1 85; 16 in. 2 30. SOAP Acme, 70 bars .. 3 05; Acme, 100 cakes, 5c sz 3 75; Acorn, 120 cakes .. 2 40; Cotton Oil, 100 cakes 6 00; Cream Borax, 100 cks 3 90; Circus, 100 cakes 5c sz 3 75; Climax, 100 oval cakes 3 05; Gloss, 100 cakes, 5c sz 3 75; Big Master, 100 blocks 3 90; Naphtha, 100 cakes .. 3 90; Saratoga, 120 cakes .. 2 40.

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

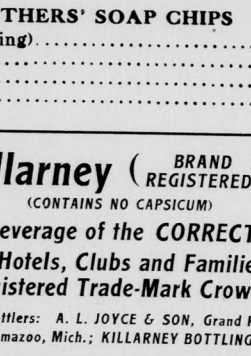
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White House, 1 lb. White House, 2 lb. Excelsior, Blend, 1 lb. Excelsior, Blend, 2 lb. Tip Top Blend, 1 lb. Royal Blend .. Royal High Grade .. Superior Blend .. Boston Combination .. Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Lee & Cady, Kalamazoo; Lee & Cady, Saginaw; Bay City Grocer Company, Bay City; Brown, Davis & Warner, Jackson; Goddard, Durand & Co., Battle Creek; Fielbach Co., Toledo.



Royal Garden Tea, pkgs. 40 THE BOUR CO. TOLEDO, OHIO.



The only 5c Cleanser Guaranteed to equal the best 10c kinds 80 - CANS - \$2.90

Proctor & Gamble Co. Lenox 3 20; Ivory, 6 oz. 4 00; Ivory, 10 oz. 6 75; Star 3 35.

Swift & Company Swift's Pride 2 85; White Laundry 3 50; Wool, 6 oz. bars 3 85; Wool, 10 oz. bars 6 50.

Tradesman Co.'s Brand Black Hawk, one box 2 50; Black Hawk, five bxs 2 40; Black Hawk, ten bxs 2 25.

A. B. Wrisley Good Cheer 4 00; Old Country 2 40.

Scouring Sapollo, gross lots .. 9 50; Sapollo, half gro. lots 4 85; Sapollo, single boxes 2 40; Sapollo, hand 2 40; Scourine, 50 cakes .. 1 80; Scourine, 100 cakes .. 3 50.

Soap Compounds Johnson's Fine, 48 2 35; Johnson's XXX 100 5c 4 00; Rub-No-More 3 85; Nine O'Clock 3 50.

Washing Powders Armour's 3 70; Babbitt's 1776 3 75; Gold Dust, 24 large 4 30; Gold Dust, 100 small 3 85; Kirkoline, 24 4lb. 2 80; Lautz Naphtha, 60s .. 2 40; Lautz Naphtha, 100s 3 75; Pearline 3 75; Roseine 3 90; Snow Boy, 60 5c 2 40; Snow Boy, 100 5c 3 75; Snow Boy, 24 pkgs., Family Size 3 75; Snow Boy, 20 pkgs., Laundry Size 4 00; Swift's Pride, 24s 3 65; Swift's Pride, 100s .. 3 65; Wisdom 3 30.

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

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—In the best farming district in Central Michigan, clean stock of general merchandise, fence posts, hard and soft coal. Established fourteen years. Poor health as reason. Address No. 330, care Michigan Tradesman. 390

Hotel DeHaas, recently thoroughly remodeled, a thirty-five room brick hotel, fifteen other rooms available, on main corner in Fremont, a live growing town of 2,500 in the fruit belt of Western Michigan; this is a money maker, as it is the only first-class hotel here; cost \$30,000; will sell for \$17,000; easy terms; will not rent; reason, age. No license and four sub-rentals. Address Dr. N. DeHaas, Fremont, Michigan. 381

For Sale—One of the best paying little lunch rooms and restaurants in Michigan. A positive money maker. Best location in town. Address Box 322, Bangor, Mich. 382

For Sale—Or will trade for stock of merchandise, 154 acre farm located in Charlevoix county. Address D. C. Levinson, Petoskey, Michigan. 383

Variety store for sale; well located, in good live town. Address J. E. Baird, Jamestown, Kansas. 384

Wanted To Buy—Stock of shoes for cash. Do not want location. Brown Bros., Rockford, Illinois. 385

A fine grocery business for sale in the best town in the Oklahoma oil country. Best location in town. Rent reasonable. Cash only. No trades. Can reduce to \$2,000. Stock and fixtures. Address Box 346, Bartlesville, Oklahoma. 386

Only bakery in town of 10,000. Oven and tools. All for \$475. Address Floid Hill Bakery, Leaksville, N. C. 375

For Sale—Grocery, up-to-date stock, fine location, old established business, town about 1,200. Good summer business. Will invoice about \$2,500. Address 376, care Michigan Tradesman. 376

For Sale—New, latest model Oliver typewriter very cheap; also desk and blank bond letterheads and envelopes. V. D. Augsburg, Kenton, Ohio. 377

Will exchange fine farm, well located, good improvements, for stock merchandise. 608 Calhoun St., Fort Wayne, Indiana. 378

Safety razor blades sharpened—Any make, 2 cents each. Satisfaction guaranteed. Edgeright Company, Tallmadge, Ohio. 380

For Sale—Stock of general merchandise consisting of dry goods, shoes and groceries. Will invoice about \$6,000. Situated in town of 1,500, having woolen mill employing 100 hands, flax mill and spinning factory. Will sell cheap for cash if taken at once. A golden opportunity for the right man. Address Lock Box No. 155, Yale, Michigan. 387

For Sale—Stock of dry goods and general stock of about \$6,000 in rich corn land of Illinois. A small town of 600 people. Have double room with rents very low. Doing a cash business. Would take in part pay a dwelling house with \$1,000. This stock for sale on account of ill health. Address, The Burford Company, Kenney, Illinois. 369

Lace cabinet, new invention. Will sell State rights. Every merchant will buy this. Splendid opportunity. Don't wait. Write for information if you want to make money. J. E. Nace, Hanover, Pa. 360

One of the best opportunities in Michigan. Located here 6 years. Ill health forces me to sell the Springport bakery and confectionery. M. L. Hunt, Springport, Michigan. 361

Drug Stock For Sale—The undersigned has for sale at private sale the drug stock and good will of the business belonging to the estate of Albert Morsman, deceased, located at Falls City, Nebraska. This is a good investment for anyone desiring to locate in a thriving town. For further particulars address T. L. Himmelreich, administrator of the estate of Albert Morsman, deceased, Falls City, Nebraska. 354

For Sale—General feed business in growing town of 3,000. Also poultry supplies and small harness repairs. Low rent. Inventory about \$1,200 including fixtures. Poor health reason. Gillette & Heavener, Royal Oak, Michigan 355

For Sale—Stock of crockery, wall paper, mouldings, sewing machines, carpets, rugs, curtains, etc., located in city of 4,000 population; junction G. T. & M. C. R. R., surrounded by beautiful country. Business established thirty years. Have reduced stock to about \$4,500, including fixtures. Wish to retire from trade. C. L. Yorker, Lapeer, Michigan. 356

Turn Old Merchandise Into Cash—Send me all your unsalable merchandise, out of style, dry goods, shoes, clothing, job lots, countermands, etc. Sales every day. Cash returned within 10 days. Highest banking and mercantile references. Joseph Landau, 2002 Beaver avenue N. S., Pittsburg, Pa. Merchandise Broker and Cash Store Buyer. 353

House and lot, fine location in thriving town; steady tenants; value \$1,000 to exchange for grocery or mixed stock. Address Exchange, care Tradesman. 357

Merchants Notice. Our system and methods turn the trick. Our business is to get business for your business. Greatest advertising force the world has ever known. Now at your service. The best and largest reference any one can give is to produce results. Rosy promises count for naught. Our staff consists of twenty wide-awake sales managers and eight high class ad writers, our methods are to-day discussed all over the United States as the most original and unique in the sales business. You risk nothing, first we produce results, then you pay us a small commission. Be the leader not the straggler. Contract right now for a sale. Don't let some other merchant beat you to it. We guarantee a positive profit above all expense. Don't hesitate, write to-day for free information placing yourself under no obligations to the live wire concern. Write or wire. Representative will call. United Sales Co., 402 Chamber of Commerce Bldg., Toledo, Ohio. 363

Men's neckwear for special sales—One thousand dozen fine silk open-end ties, 50 and 75 cent sellers, \$1.75 per dozen net. Write for sample dozen. American Neckwear Exchange, 621 Broadway, New York. 364

For Sale—Twenty acres of fruit land, near railroad, with one thousand apple, cherry and pear trees set four years ago, soil specially adapted also to small fruits and melons, to exchange for or toward stock of general merchandise. Address No. 372, care Michigan Tradesman. 372

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

1/4 to 1/2 of your stock turned to cash in a ten day selling campaign—not the best but the worst will go by our system. Prominent merchants will back our assertion. Merchants National Service Co., National City Bank Building, Chicago. 134

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—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

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

Merchants Please Take Notice! We have clients of grocery stores, general stocks, dry goods, hardware, shoes, 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 Husman Bldg., Grand Rapids, Mich. 859

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

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

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. Kaufner, Milwaukee, Wis. 925

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

Stocks Wanted—If you are desirous of selling your stock, tell me about it. I may be able to dispose of it quickly. My service free to both buyer and seller. E. Krusenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 870

HELP WANTED.

Wanted—Experienced salesman for clothing, dry goods, shoes and carpets. Must come well recommended. Address No. 388, care Tradesman. 388

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

POSITION WANTED.

Wanted Position—By first-class cheesemaker and buttermaker. Good experience in creamery work, also soft cheese and curing cheese, cream, whole milk, Neufchatel, skim, cook and press, fromage de Brie, Isigny, Munster, Camembert, American Cheddar, etc., etc. Full references; particulars in first letter. Address Box 208, Auburn, N. Y. 389

Wanted—Position as manager of general store; eighteen years' experience in general store work; five years as manager. Best of references. Address No. 379, care Tradesman. 379

Position Wanted—Middle aged man with many years of mercantile experience desires a position as manager of general store. Capable of handling every detail of business. Address No. 373, care Michigan Tradesman. 373

Special Sales Conducted for \$100

I spend 10 days advertising and opening your sale. No commission. Sell goods you want sold at your own price. Extra business at a profit pays all expenses of sale. Sell 1/3 to 2/3 stock in 10 days. Name your date.

GREENE SALES CO.,
Jackson, Michigan.

Bell Phone 860 Citz. Phone 2713

Lynch Bros.

Special Sale Conductors
Expert Advertising—Expert Merchandising
28 So. Ionia Ave. Grand Rapids, Mich.

Conservative Investors Patronize Tradesman Advertisers

“Here's Lookin' at You”

Of course, to be polite, you've simply got to say "How"—which really means more "WHITE HOUSE."

Distributed at Wholesale by
Judson Grocer Co, Grand Rapids

The Boycott Quite as Effective as War.

Oshkosh, Wis., Aug. 23.—China has twice demonstrated the effectiveness of the boycott, and Turkey in 1908-9 used it in so cogent a fashion that it was well for us to familiarize ourselves with that interesting and little-known story. Let me relate the history as it came under my own observation.

In July, 1908, the patriotic Turks, Jews, and Christians of the Ottoman Empire overthrew the tyrant Abdul Hamid II, and set up a constitutional government in Turkey. It seemed a notable step towards liberty, and disinterested Europeans were enthusiastic in their appreciation of the magnanimous and well-executed revolution. But it overturned the stability of the Near East, and prepared the way for the rush of events culminating in the present war precipitated by the Kaiser.

Turkey's ambitious neighbors were not slow to take advantage of the division of parties in the Empire. Australia, with what the Paris Temps called "Jesuitical casuistry and political cynicism," chose the moment of Turkey's difficulties to seize the provinces of Bosnia and Herzegovina, which she had been governing for a quarter century, and the Emperor invited Ferdinand Prince of Bulgaria to Vienna and encouraged his seizure of Eastern Rumelia, which, although Bulgarian, was tributary to Turkey. It was a very exciting three days in October which witnessed the loss of Bosnia on the first, the loss of Rumelia on the second, and the attempted withdrawal of Crete on the third. Feeling was high in Turkey, not so much against Bulgaria, for the Turks recognized her right to round out her kingdom when she could, but against Austria.

Turkey did not want war, she could not have war, but she wished to punish Austria and drive her to pay for her stolen provinces. So she organized a great boycott, and for months waged a warfare against Austria which did not cost one life, nor did it cost Turkey appreciably in money, although it was fearfully costly to Austria, nor did it arouse the fearful hatreds, the lust, and the destructiveness of armies.

The boycott was thus announced in the Tanin, the journal of the Young Turks:

"Do not buy the soiled fabrics of Austria, who, at the moment when the Ottoman nation needs to work in peace, pounces, with her usual insatiable greed, on Bosnia and Herzegovina! Do not buy the adulterated wares of Austria, who at the moment when Turkey looked to the civilized world for sympathy and encouragement, strikes this deadly blow at the Nation! Do not buy the loathsome goods of Austria, who, at the moment when Ottomans are striving to establish their government and administration on a basis of right and justice, seeks to restore the regime of tyranny, makes trouble for us in the interior, and tries to force war on us, treading under foot the treaties of nations and the rights of the individual. Yes! Let no Ottoman pay one farthing for the fabrics, the clothes, the shoes, the handkerchiefs, the flannels, or any other goods supplied by Austria!"

This stirring appeal met with immediate response. Agents of the Committee of Union and Progress organized the boycott in Constantinople and elsewhere, and the movement spread like wildfire.

There are a considerable number of Austrian firms doing business in Turkey, such as the dry goods firm of Orosdback, with branches in all the big cities, and it was Austrians largely who manufactured the red fez which every Turk wears. There are also a number of lines of Austrian steamships making the round of the

Mediterranean ports, of which the Austrian Lloyd is the best known. Every Austrian industry was boycotted. Great merchants and small shopkeepers all gave the boycott their support. The red fez disappeared temporarily from the streets of Turkey, a brownish cap of native make taking its place, so that the color scheme of Constantinople was changed in a moment. The Austrian shops hastened to fly the French or Greek flag, but they were too well known, and profited naught by the ruse.

Every citizen joined in the plan. One Turkish lady went to buy some linen at a Greek shop. The proprietor showed her some Austrian linen. She cried, "How dare you! How dare you sell me Austrian goods?" He replied apologetically that he would not get any more Austrian linen, but that he had purchased this some time before, and he could not lose on it. She said, "I know you are reasonable, but I simply cannot take the goods," and she left the shop.

Simultaneously at Constantinople, Smyrna, Salonica, Jaffa, and Beyrut came a general boycott of Austrian vessels. Ship after ship of the Austrian Lloyd Line tried in vain to discharge its cargo. Passengers landing from these boats were obliged to carry their own luggage along the quays. The ships had eventually to return to Trieste not a ton the lighter. Even the poor hamals on the wharf refused to touch goods from an Austrian boat. The Austrian consuls vainly protested to the Turkish authorities who, with characteristic shrugs, declared their inability to coerce the traders.

Austria was losing five millions of crowns a week, the whole loss being estimated at 100,000,000 crowns. She could not stand the loss; humbled and impoverished, Austria was driven by her merchants and shipping companies to reopen negotiations and to pay an indemnity of 2,000,000 pounds.

The boycott even had political results of some importance; making common cause in commerce bound the Greeks, Jews, and Armenians by the close tie of common interest. As an efficient weapon in the hands of a weak country threatened by a powerful neighbor, the boycott was a success, and won the sympathy of every disinterested country in Europe.

Does not this story lend point to the claim of the pacifist that there are other means of coercion equally as effective and far less horrid than war? Hester Donaldson Jenkins.

Hints on Successful Clerkship.

Middleton, Aug. 24.—Having had about four years' experience in a general store, I am going to offer a few ideas which may be of benefit to other clerks. In the first place, learn to like your job. If you don't like your job you can't sell goods. Too many of us are just simply putting in the time until Saturday night comes, so as to draw our week's wages. The quicker the boss finds this out the better it is for both. Don't be afraid of making a little money for the boss. He will pay you for it if he is the right kind of a man.

The fellow who never does any more than he gets paid for, never gets paid for any more than he does.

Another important thing is to have confidence in the article you are selling. If you don't, how can you expect to sell it to a customer?

Some of us clerks—and some of the bosses also—get the idea into their heads that you can't sell anything except highly advertised goods which people come in and call for. How are they going to know that you have something else if you do not tell them? When the boss buys a new brand of something—say coffee, for instance—it is quite likely there is a little more profit in it; therefore there is an object for us to try and

sell it. If a customer comes in and asks for a package of coffee, no particular brand, there is a chance to introduce your new coffee and if the customer has the confidence in you that he ought to have he will try it. I have used these ideas myself and have been very successful.

When I have an article in particular which I want to sell I put it down in a conspicuous place—on the counter, if possible—and it is right there handy to remind you to try and sell it.

I hope these ideas will help some one and would like to read ideas from other clerks. H.

Battle Creek Merchants at Gull Lake.

Battle Creek, Aug. 23.—Every grocery store and meat market in the city will close all day Thursday, August 26 according to plans made by officials of the Retail Grocers and Butchers' Association for the picnic to be held at Gull Lake on that date. It is expected that at least 1,200 people will attend.

A. J. Hoyt, Secretary of the Association, announced the programme for the picnic to-day, as follows:

The forenoon's programme will include a fat man's race, 150-yard dash for clerks, lady's balloon race, three legged race, egg race for girls, and tug-of-war between the butchers and grocers.

A ball game between the Association and "Young Turks" of the Chamber of Commerce, which organization will co-operate in the picnic, will be staged in the afternoon. There will also be a band concert and dance.

A feature of the afternoon's entertainment will be a balloon ascension by a prominent local cigar dealer, at 5:30 o'clock.

L. D. Hobbs and D. A. Nay are arranging the prize list for the various events, merchants of the city donating the prizes. Three prizes will be given in each event.

The picnic dinner will be served at noon, and it is probable there will be a luncheon before the return trip.

Comparison of Telephone Rates.

| Population 1910 | Business | Residence |
|--------------------------------|----------|-----------|
| 100,253 Albany, N. Y. | 60.00 | 36.00 |
| 132,685 Birmingham, Ala. | 72.00 | 36.00 |
| 102,052 Bridgeport, Conn. | 84.00 | 36.00 |
| 104,839 Cambridge, Mass. | 90.00 | 42.00 |
| *112,571 Grand Rapids | 36.00 | 24.00 |
| 116,294 Lowell, Mass. | 57.00 | 33.00 |
| 110,364 Nashville, Tenn. | 72.00 | 36.00 |
| 124,096 Omaha, Nebr. | 84.00 | 36.00 |
| 127,628 Richmond, Va. | 72.00 | 36.00 |
| 136,249 Syracuse, N. Y. | 60.00 | 36.00 |

*Business telephones in Grand Rapids \$36 per year within one mile of Campau Square; \$2 for each additional quarter of a mile.

Unjust Discrimination.

"Oh, no," soliloquized Johnny bitterly, "there ain't any favorites in this family. Oh, no! If I bite my finger nails I gets a rap over the knuckles, but if the baby eats his whole foot they think it's cute."

James Hynen has engaged in the grocery business at 135 National avenue, the Worden Grocer Co. furnishing the stock.

BUSINESS CHANCES.

For Sale—Hotel De Haas three-chair barber shop, on main corner, Fremont, Michigan, remodeled, new furniture, excellent business; cigars, bath, laundry; will sell cheap if taken soon; good reasons. L. H. Charles, Fremont, Michigan. 395

For Sale—Tailor shop in town of 5,000. Doing nice tailoring business and dandy pressing business. \$1,200 in profits last year and business on the increase daily. Dandy chance for fellow with small capital to get into paying business. Best of reasons for selling. Address No. 396, Tradesman. 396

FACTORIES WANTED—Carson City, Michigan, wants factories; large or small. Located on the G. T. Railway system, in the center of the best agricultural district in the State. Offers additional capital for stock in established enterprises that can stand investigation, also free factory sites. Plenty of labor, also undeveloped water power. Come and investigate. Address Chester R. Culver, Secretary Town and Country Improvement Association. 391

For Sale—Photograph studio. Holiday business will pay for place. Address L. C. Robinson, 115 Monroe avenue, Grand Rapids, Michigan. 392

The new way to sell your business or farm no matter where located. Clooney & Company, 29 South LaSalle street, Chicago, Illinois. 393

Wanted—Clean grocery up to \$1,000 as part payment. Balance cash, on good 80 acre farm. J. Richards, Monterey, Indiana. 394

For Sale—We have for sale at Coopersville, Michigan, a two-story, brick veneered, gravel roof store building, 30 feet frontage on Main street. The building has a depth of about 80 feet and the lot has a depth of about 200 feet. The building is two stories and basement. It has a modern plate glass front and furnace. There is a frame shingle roof barn in the rear of the store. The building is lighted by electricity. The property is well located and in good condition and has been estimated to be worth from \$6,000 to \$8,000. We are authorized to sell it now for \$4,500, which we believe is a bargain at that price. M. T. Vanden Bosch & Company, Grand Rapids National City Bank Building, Grand Rapids, Michigan. 397

SITUATIONS WANTED.

Wanted—The job the other fellow failed to make good on. If your store sells dry goods and you want a dry goods man that can advertise, conduct special sales, increase the business and do things, Address No. 367, Tradesman. 367

Get your peaches from the South Haven Fruit Exchange SOUTH HAVEN, MICH.

Quality and Pack the best you ever saw

You can get car load lots or express shipments

Telephone, telegraph or write for your daily supplies

We know we can please you

South Haven Fruit Exchange South Haven, Mich.

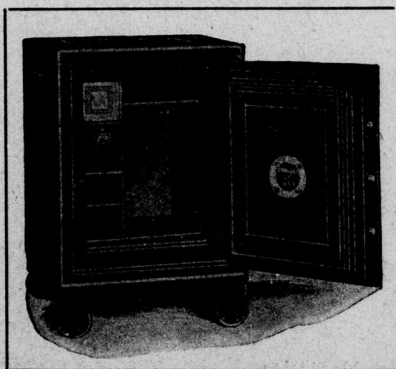
Adam Was Downed by an Apple



SOME of Mr. Adam's brothers down through the years have made practically the same mistake he did. They have been tempted to do the things they ought not to have done and to leave undone the things they ought to have done, and so they have gathered unto themselves much trouble and many regrets.

Be Cautious To-day and You'll Be Happy To-morrow

If you are full of worry you cannot be happy, and you certainly ought to be full of worry if you are not properly protecting your valuable books and papers. Write us to-day for prices on dependable safes; buy one and have the satisfaction of knowing that you are discharging your duty to yourself and your family.



Grand Rapids Safe Co.

Tradesman Building

Grand Rapids, Michigan



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.



SAVING WORK for the GROCER

These enormous refineries are where FRANKLIN CARTON SUGAR is manufactured. We refine it from CANE SUGAR, using the most modern processes and producing pure, sweet sugar of uniform quality. We weigh it, pack it in cartons, seal the cartons, send them to you in strong fibre containers or in wooden cases, READY FOR YOU TO SELL. Why bother with barrels of bulk sugar which means *work* for you, when you can handle FRANKLIN CARTON SUGAR *without work*? Your hours are long—your work is hard enough without doing anything that has been made unnecessary by modern methods. Order a few containers of ready-to-sell FRANKLIN CARTON SUGAR from your jobber and you'll never go back to bother with the barrel. All grades wanted by your customers are packed in Franklin Cartons. Try them.

Original containers hold 24, 48, 60 and 120 lbs. FULL WEIGHT
of all CARTONS and CONTAINERS guaranteed by us

THE FRANKLIN SUGAR REFINING CO.
Philadelphia

DUTCH MASTERS SECONDS



Will stimulate your trade. Handled by all jobbers.

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



As sure to rise as the Sun

You can't always make everything "just so." Sometimes you will get in more shortening than usual; or make the batter a little thin; or it may not be convenient to put a cake in the oven the moment it is mixed; or your oven may not bake evenly and it is necessary to turn the pan around—none of these little uncertainties make the slightest difference in results if you use

K C BAKING POWDER

This modern, double-raise baking powder has unusual strength and is absolutely certain to raise your biscuits, cakes and pastry light and feathery. It generates an abundance of leavening gas both in the mixing bowl and in the oven. The raising is sustained until the dough is cooked through.

Housewives who use K C never have "bad luck" with their baking. Try K C at our risk. Your grocer will refund your money if you are not pleased in every way.

Mr. Dealer:

Above is a specimen of the K C copy now appearing in the local papers throughout the country. Read it carefully. There is something new in it that will give you a "talking point" on K C Baking Powder. Take advantage of this advertising and make it pay you.

JAQUES MFG. CO.