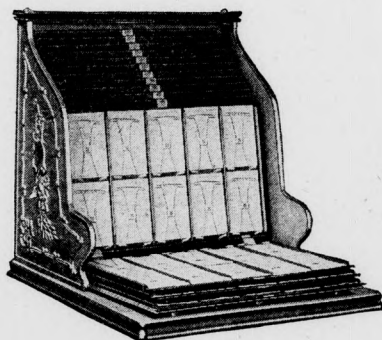


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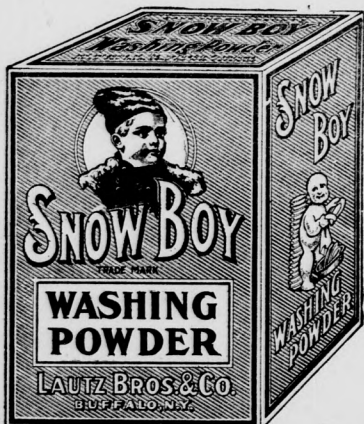


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10 boxes @ 3.60—2 boxes FREE

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F. C. 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.

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 DEAL NO. 1500.

MICHIGAN TRADESMAN

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 17, 1915

Number 1678

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WHAT IS HE FIGHTING FOR?

The Hohenzollern cannot, dare not, tell his people the purposes of the war into which they plunged at his command. He suppresses the newspaper that had the hardihood to demand an answer to the question, "What are we fighting for?" Bereft of sense and reason by his mad ambition or by the awful guilt that weighs upon him, no longer taking thought of motive or of aim, he is whirled along upon the torrent of German blood, of the world's blood, poured out in the stupendous conflict. His is not the conqueror's privilege "to sit and muse upon the fearful ruin he has wrought," for victory is as yet unwon, not in his power to achieve; nor can he pause to tell why he fights. He cannot speak the truth about it, for candid confession would end the war and end him.

The great Berlin newspaper, Vorwarts, recently stated editorially:

"For twelve months we have been listening to what is not true. Surely we cannot be taken amiss if we express a desire to hear once what is true and what the German government really considers as its object in this war."

For this Vorwarts is suppressed, not for the first time. The imperial mind must not be vexed by questions, for truthful answers would open the seeing eye where loyalty now blinds, and the German people would then understand that they are fighting not their own battle, but their mad master's. Vorwarts plainly knows, men here and there in Germany, and in increasing numbers, are beginning to see what the world outside has from the beginning seen, that Wilhelm II. is fighting not in the cause of Germany, but for the Hohenzollern cause. Defense of the Fatherland, when the Fatherland was under no threat of attack? Freedom and justice, when it was in denial of freedom and justice that the Emperor's government decreed war and withstood all appeals for peace? Kultur, a word become more odious than any other in all the languages spoken on earth since the world has learned that its true mean-

ing is not organized national efficiency in good works, but conquest, subjugation, the extinction of liberty and the domination of Prussian militarism? Vorwarts is right. These words "mean nothing to-day," and on every tongue that speaks them they have been a lie from the first. It was not for the Fatherland, for no principle of freedom and justice, not for the national existence of Germany that his Imperial Majesty began the war and still carries it on, but for his own existence, for his crown, for the freedom of the Hohenzollern to mold and use Germany for the perpetration and aggrandizement of his house.

It is 500 years since the first Hohenzollern went among the savages of Prussia and made them German "in hide and hair," as Treitschke puts it. Prussia has advanced as the world has moved forward, and German unity has seen and favored the wonderful development of a great people. But that imperious will at the top has centered all growth and increase upon one object of brute force, the creation of a state armed, mighty, irresistible for conquest, seizure and expansion over all coveted parts of the globe, not as the national interest might demand, but as the central will decreed, and in rough disregard of all just titles to ownership. Not the spirit of the enlightened and peace-loving Frederick, the father whom he despised, but the spirit of Bismarck magnified in ruthlessness, diminished in foresight and capacity, has dwelt in the bosom of William II. A sterile ambition has urged him on, as sterile as Napoleon's dream of Europe at his feet, its crowned kings daily renewing allegiance before his throne. The German genius would have advanced Germany to a foremost place among nations without the Hohenzollern guidance. The energies of the great people would have built up an enduring prosperity, and they would never have forfeited the place they won, nor wrecked the structure reared by their toil as he has done in a war of which Germany will bear the scars and the sorrows for a century, even if she ever regains what has been lost. He trained the Germans for war and in war they rush to their ruin. Could there be a more awful proof, not of the futility only, but of the wickedness, the blighting, deadly consequences of the Hohenzollern policy—a nightmare aspiration of greatness that brings to destruction the edifice it would rear?

The Kaiser could end the war in a day by a renunciation that would be the only possible atonement he could make in this world for the appalling calamities he has brought upon it. It would be an unheard-of act of contrition, the most momen-

tous donning of the sackcloth men ever saw, but his abasement would give life to millions now doomed to death on the future battlefields of his war. For his crown and scepter, for the Hohenzollern house, the Prussian idea—fool's baubles all—he fights on, drains his empire of its life blood, prolongs its hideous carnage, sustaining the spirit of his weary troops, of his people in the shadow of famine, with blasphemous assurances that God is with him and them is what he calls the defense of the nation's existence.

As the warring nations from day to day give new and alarming signs of the awful strain and suffering, the mountain of guilt on his shoulders towers up until it overtops all the measures and systems for the visitation of the divine wrath that the sternest theologians have ever dared to formulate. England groans under billions of new debt, yet the daily costs increase and her statesmen speak openly of approaching exhaustion, while conscription is in sight to supplement the levies patriotism has yielded. But if Britain, with its vastly greater wealth, grows faint, what must be the state of Germany? It can no longer be concealed. Prices risen to double or treble the level of peace times, bread riots, imperial assumption of control over supplies and prices of foodstuffs, tell the story too plainly. Lessened production and the no longer derided blockade are doing their sure work. There is exultation over the success of bond issues, but the bonds are paid for in paper, and when paper becomes the treasury's reliance the volume of it must ceaselessly swell until the end comes. We are told that Germany is secure against financial collapse because she is sustained by her own ample resources, because she incurs no debt that must be paid abroad, for the government obligations are sold to her own people. What is the share of the great mass of German people in this investment transaction? Does the paper interest on the bonds go into the hands of the millions of soldiers in the trenches? Does it go to the women with shawls over their heads who break the grocer's windows in their struggle to get bread and milk for their hungry children, who are made to desist from disorder by reminders that the penalties for rioting are fines they could never pay, imprisonment that would doom their children to starvation? There is no delusion about it outside of Germany. The question put to the government by Vorwarts shows that within the empire the truth is coming near to general recognition.

Two million Prussians killed or maimed, a million men of the other German states slain or wounded, all

Europe drenched in blood, its fair fields that once yielded harvests for men's sustenance now become by acres and thousands of acres places of hasty sepulture—all this is guilt too monstrous to be expiated. Dante's stream of boiling blood in the Seventh Circle that sufficed for the penance of Alexander and fierce Dionysius—even that terrible imagination would have drawn back from the contemplation of a nether world fate fit to be decreed as the punishment of these crimes against God and man, and the Florentine would have cast from him an impotent pen.

Paris is well worth a mass, said Henry IV., as he professed conversion to the faith of Rome. Leaving the soul's repose quite out of the question as a matter beyond our finite ken, is not Europe worth saving? The lives of millions, the sparing of women's sorrow and orphans' tears, the arrest of human civilization in its dreadful backward slide toward the abyss of primitive savagery, would this be too dearly bought by the diminishment of one crowned head, the renunciation of one man's barren aspirations? Peace would come, and peace without sequels of vindictiveness, if William II. would tell his people what he is really fighting for and that the things he fights for are not worth the cost to them.—New York Times.

November crop reports show the South as a main factor in our first corn crop of over three billion bushels. Her cotton production, meanwhile, is cut down from last year virtually one-third. In this decrease a slight drop in the yield per acre played a part; but there remains no doubt that the South has turned a new agricultural leaf. She will be encouraged by the high prices which corn is bringing. In the Central States prolonged summer rains and early cold made the quality poor and cut down the yield. In the South ideal conditions enabled that section to grow 27 per cent. of the Nation's whole crop, increasing its production nearly 40 per cent. over its average for the preceding five years. The country may rejoice in its most valuable harvest, worth in the aggregate five and a half billion dollars, but the South may claim to have added cubits to her agricultural stature by taking thought.

And some people make us tired—because we can't run fast enough to get away from them.

The older a man gets the less he knows he knows.

Laziness is born in a man; industry is acquired.

RIGHT TO REFUSE TO SELL.

It Is Clearly Defined By Recent Decision.

Few of the decisions on price maintenance questions have caused more comment or furnished more food for thought than that rendered by Judge Lacombe on behalf of the Federal Court of Appeals in the action of the Atlantic & Pacific Tea Co. against the Cream of Wheat Company. Still it should be remembered in studying it that it is not strictly a decision on the fixed price issue—at least as fixed prices are contemplated by the Stevens bill; a sort of semi-patent—nor does it fully settle the issue directly involved in the main lawsuit being considered; although there is a general belief that it presages the logic which will ensue on the final injunction proceedings.

The decree tends to reaffirm an old right which had never been challenged until after the Sherman law and the Clayton act were passed; the right to sell or refuse to sell as one chooses. Manufacturers have seldom had serious trouble at law from exercising this right, although it has never been fully effective as a weapon to enforce reselling prices. It might keep goods out of the price cutter's hands, so far as direct supply from the manufacturer was concerned, but it did not prevent the price cutter legally from doing as he chose if he could pick up those goods elsewhere. The Stevens bill would furnish just such legal ground for enforcing resale prices.

The trouble with that plan of regulating prices from the standpoint of the manufacturer has been that it involved closing some very attractive outlets, and cutters have visited punishment on antagonistic manufacturers against which some lacked the determination to stand. On many a product the "leakage" due to "irregular channels" amounts to a considerable proportion of a manufacturer's output, especially if it be a local product.

Judge Lacombe naively remarked that "we have not yet reached the stage where the selection of a trader's customers is made for him by the Government." If one can delve beneath the surface of this remark it would seem to encourage the idea that however much the legislatures may believe in regulating everything for merchant and consumer alike, the courts do not respect the doctrine very highly.

Another reassurance in the court's logic is that the Sherman law and the Clayton act have not changed the fundamental right to select one's customers for whatever cause appears to the selector sufficient. This frankly includes the right to consider price cutting as a legal reason so long as it is the manufacturer and not the courts who is to be the arbiter. Furthermore, as the decree says:

It is a part of a man's civil rights that he be at liberty to refuse business relations with any person whomsoever, whether the refusal rests upon reason or is the result of whim, caprice, prejudice or malice.

Nor does the court regard it as contrary to the Sherman law for a

manufacturer to warn other distributors from furnishing his goods to the men whom he has cut off. In some of the litigation in this respect it has been argued that this is a "conspiracy," but the logic in this case seems to regard it simply as a secondary application of the same right to refuse to sell to anyone who offend in that way, as it was applied in refusing the price cutter. In other words, so long as a manufacturer acts as his own policeman in this direction, the law will not stop him.

An extremely interesting finding of the court—an inferential finding at least—is a definition of a "wholesaler" and a "retailer"; also affirming the contention of many manufacturers that quantity does not make the classification. The court does not say that an exception to the classification rule is discrimination, but it does set up that being a buyer of large quantities does not make a retailer into a wholesaler. This is interesting in view of the persistent efforts of legislators to break down the practice of having a wholesale list and a retail list by claiming that it is discrimination. On this Judge Lacombe's comment looks a good deal like a blow at chain stores and buying exchanges. He says:

As was stated before, the Cream of Wheat Company has elected not to sell to consumers or retailers, but to confine its sales exclusively to wholesalers. There is nothing unusual about such a course of business, and certainly it is no offense against common law, statutes, public policy or good morals for a trader to confine his sales to persons who will buy from him in large quantities. A wholesaler is one who buys in comparatively large quantities and who sells, usually in smaller quantities, but never to the ultimate consumer of an individual unit. He sells either to a jobber (a sort of middleman) or to a retailer, the latter being the one who sells to the consumer. The "large" quantities bought by the wholesaler may vary greatly—from a fraction of a carload to many carloads; the character, not of his buying but of his selling marks him as a wholesaler.

Upon the proofs and the admissions in the record the tea company is not a wholesaler, but a retailer; it does not confine its sales to retailers, but sells to countless consumers; a package at a time for twelve cents.

The Cream of Wheat Company, as we have seen, in the conduct of its business decided and made announcement to the trade that, for reasons sufficient to itself, it would sell only to wholesalers. Why, if it chose to do so it could not make such a rule and adhere to it, we are at a loss to understand.

Nevertheless, for a time the Cream of Wheat Company made an exception to its rule and sold to the tea company under some arrangement, which, as defendant thought, would not make the wholesalers with whom it dealt critical of the exception. On a certain day the Cream of Wheat Company decided that it would no longer sell to this retailer at all, and since then it has not sold to complainant. There was no contract between the two which bound defendant to sell to complainant for any specified period of time.

This suit is really brought to force the Cream of Wheat Company to continue to sell to this single retailer, as it sells to the wholesalers who trade with it. Much has been said about the reason why defendant ceased to treat complainant as an exception to its rule; failure of the latter to live up to some arrangement, etc. All that seems to be wholly immaterial.

From a strict specialty standpoint, there is also something of value in the suggestion that there is a legal distinction between selective skill (as any other skill of production or peculiarity of formula) represented in a trade name, and identically the same article otherwise selected and unbranded. It looks like a clear recognition of "the specialty," as merchandise having individuality and specific rights under the law. That is

something which has commonly been lacking in all the trade mark contentions which were not based on a registered patent or trade mark. In fact, it is the legal basis for the Stevens bill and all similar legislation. To quote again:

It puts up the middlings which it selects in packages and offers its selection to the trade under the name Cream of Wheat. That name identifies packages containing middlings of defendant's selection and it has protected its trade name for such selection by a copyright covering the carton in which the cereal is packed. Either because it has used good judgment in its selections, or because it has well advertised its trademark, it finds a ready market for its packages. Its particular selection, however, amounts to less than 1 per cent. of the total purified middlings bought and sold in this country.

The business of the Cream of Wheat Company is not a monopoly, or even a quasi monopoly. It makes its own selection of what by-products of the milling process it will put up and sells what it puts up under marks which tell the purchaser that these middlings are its own selection. It is open to Brown, Jones and Robinson to make their selections out of the other 99 per cent. of purified middlings and put them up and sell them; possibly one or more of them may prove to be better selectors than defendant, or may persuade the public that they are. It is difficult to see how into such a business as that any novel and exceptional rule of law is to be imported.

Orange Growers Warned Against Immature Shipments.

Following the ruling of Secretary of Agriculture Houston suspending the eight to one test for oranges, the Department of Agriculture has issued a statement defining its position as to the shipment and sale of immature oranges and grape fruit.

The Department bulletin states that the shipment of immature oranges will be considered a violation of the Pure Food and Drugs Act.

The Department closes its bulletin with the following warning to growers who ship immature oranges and grape fruit:

"The Department therefore gives warning that the transportation and sale in interstate commerce of oranges or grape fruit which have been artificially colored by sweating or otherwise, so as to conceal damage or inferiority, will be regarded as in violation of the Federal Food and Drugs Act, and proceedings under that act will be instituted in all cases where sufficient evidence is obtained to justify such action."

Burdened With Debt.

Every individual who burdens himself with debt enslaves himself to a certain extent and becomes under the thumb of the man who credits him. The debt he contracts places him under obligations to the one he owes. He becomes to feel that way. He recognizes that he has lost his independence, and is frequently made to feel so by threats of those he owes, whenever he attempts to do that which he desires. The remedy lies in living within one's means and getting into the habit of paying the cash. Year by year the lines are being drawn tighter by merchants who have habitually extended credit, and the signs point to the time not far distant when the volume of business will be done over the counter for cash, and the credit system will vanish as a matter of self-preservation to the man in business.



**GEE!!
BUT IT'S
GOIN'
GREAT**

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

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Nov. 9.—In the matter of Leslie E. Hart, bankrupt, the final meeting of creditors has been held. The final report and account of the trustee, showing total receipts of \$152.36, disbursements of \$25 and a balance on hand of \$127.36, was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. Final dividend of 2 3-10 per cent. was declared and ordered paid. Determined that referee make a certificate recommending the bankrupt's discharge and that no funds of the estate be used in objecting to the discharge. All claims against the bankrupt have been filed.

Adrian Bakelaar, of Grand Rapids, has been declared a bankrupt on his own petition this day. The first meeting of creditors has been called for Nov. 29, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before such meeting. The schedules reveal that there are no assets not claimed as exempt and the following are listed as creditors:

Secured.
Henry Daane, Grand Rapids \$ 35.00

Unsecured.

James Boer, Grand Rapids \$135.15
Ed. Meyers, Grand Rapids 12.75
Verhey & Noorthoek, Grand Rapids 3.50
G. C. Roos, Grand Rapids 10.00
L. Bogerd, Grand Rapids 6.00
A. Vanden Berge, Grand Rapids 6.69
J. D. Roelofs, Grand Rapids 1.50
G. R. Brick Co., Grand Rapids 2.10
L. Ebling, Grand Rapids 6.25
R. A. Stonehouse, Grand Rapids 2.00
Koestra & Zuidema, Grand Rapids 17.43
Dr. A. Sevensma, Grand Rapids 133.00
Citizens Tel. Co., Grand Rapids 5.75
Brummeler-Van Strien Co., Grand Rapids 10.25
C. Hoffius, Grand Rapids 10.00
W. & G. Weyers, Grand Rapids 10.80
J. DeBree, Grand Rapids 2.90
Leonard Benjamins Co., Grand Rapids 13.79
L. Brouwer, Grand Rapids 7.00
De Young Brothers, Grand Rapids 34.29
Standard Builders Supply Co., Grand Rapids 9.62
G. R. Builders Supply Co., Grand Rapids 28.05
M. Den Herder, Grand Rapids 3.00
J. Vander Ploeg, Grand Rapids 7.00
Battjes Fuel Co., Grand Rapids 224.97
Ebel J. Norden, of Grand Rapids, has this day been adjudged a bankrupt on his voluntary petition, adjudication made

and the matter referred to Referee Wicks, who has also been appointed as receiver. George S. Norcross, of Grand Rapids, is in charge as custodian. The first meeting of creditors has been called for Nov. 23, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may properly come before the meeting. The schedules of the bankrupt show assets estimated to be worth \$2,266.48 and the following are shown as creditors of the bankrupt—all located in Grand Rapids:

Preferred.
City of Grand Rapids, taxes .. \$ 104.44

Unsecured.

Judson Grocer Company \$1400.00
J. J. Burgraaff 183.48
F. Becker 81.63
H. Leonard & Sons 159.00
M. Datama 100.00
Worden Grocer Company 50.00
Wykes & Co. 25.00
Valley City Milling Co. 10.00
M. Ploewat & Sons 20.00
Grand Rapids Paper Co. 10.00
Standard Oil Co. 8.00
U. S. Rusk Co. 10.00
National Biscuit Co. 25.00
Brooks Candy Co. 15.00
Vanden Berge Cigar Co. 50.00
John Seven 40.00
Ohio Stamping Co. 14.00
Dr. Peter Pharney & Sons 5.00
Hekman Biscuit Co. 10.00
Washburn-Crosby Co. 15.75
Jennings Extract Co. 15.00
G. R. Gas Company 15.00
Watson-Higgins Co. 15.00
J. Guikema 40.00
Blue Valley Creamery Co. 5.00
Grand Rapids Dry Goods Co. 10.00
Woodhouse Cigar Co. 10.00
Akeman Baking Co. 10.00

An inventory and report of appraisers will be on file at the first meeting of creditors.

Nov. 11.—John Spore, of Charlotte, has this day been adjudged a bankrupt on his voluntary petition and the matter referred to Referee Wicks. The first meeting of creditors has not yet been called. The schedules of the bankrupt show that there are no assets except such as are claimed as exempt and the total liability consists of judgment for \$955.70, rendered against the bankrupt in the Circuit Court of Eaton county in favor of Jennie Densmore, of Ionia.

In the matter of Arend J. Nyland, bankrupt, Grand Haven, the trustee has filed his first report and account, which shows total receipts to date of \$353.43, disbursements of \$20.24 and a balance on hand of \$333.19. A special meeting of creditors will be called at once for the

purpose of paying a first dividend to creditors.

Nov. 12.—In the matter of the Welch-Atkinson Shoe Co., bankrupt, Grand Rapids, the trustee has filed his first report and account which shows total receipts to this date of \$10,384.47, disbursements for administration expenses and preferred claims of \$380.12 and a balance on hand of \$10,004.35. A special meeting of creditors will be called for the near future at which time the first dividend will be declared and ordered paid to the general creditors.

In the matter of William E. Eyles, bankrupt, Grand Rapids the trustee has filed his final report and account, which shows total receipt of \$829.49, disbursements of \$479.94 and a balance on hand of \$349.54. The final meeting of creditors will be called and the final dividend declared and ordered paid.

In the matter of the Holland Manufacturing Co., bankrupt, Holland, a special hearing was this date held to consider and pass upon the trustee's report of an offer of \$50 for the equity in the real estate from Henry Winter. No further offers were made and the equity in such real estate was sold to said Winter for the amount of the offer.

Nov. 12.—In the matter of Adrian Klaver, a special hearing was this day held on the secured claim of J. Y. Hulzena & Co., and the trustee's objections thereto. Witnesses were sworn and the matter submitted, briefs of counsel to be filed. The determination on this claim must be made before the assets can be disposed of and it is impossible at this time to state what the dividends will be for creditors.

Nov. 13.—In the matter of Jacob Tangenberg, bankrupt, Grand Rapids, the first meeting of creditors was held. Claims were allowed. Harold W. Bryant, of Grand Rapids, was elected trustee and his bond fixed at \$1,500. The stock in trade was sold to Harry VandenVeen, of Grand Rapids, for the sum of \$602.40 and the sale was confirmed. There are still on hand certain stock certificates, accounts receivable, etc., to be sold. A first report and account will soon be filed and a dividend paid.

Nov. 15.—In the matter of Constantine Golembiewski, bankrupt, Grand Rapids, a special meeting of creditors was held this date and a first dividend of 5 per cent. declared and ordered paid. There will be further dividends aggregating approximately 10 per cent.

The man who drinks like a fish does not take kindly to water.

Record Lemon Season For California Growers.

The 1914-1915 citrus fruit shipping season closed on October 31, showing the second largest total of any year, that of last year holding the record with 48,548 cars, according to Coast reports. The total for the season just closed is 46,862 cars, which is near that of the season of 1910-1911, when 46,394 cars were shipped.

The lemon crop this year was the largest that California has ever had, and considerably more than double that of either of the two previous seasons, the total shipments this season being 6,851 cars, against 2,954 cars in the season of 1913-1914. The figures, however, do not exceed greatly those of the 1910-1911 season, when 6,764 cars were shipped. The shipments of oranges this season are 5,583 cars less than those of last year, when the orange crop was the greatest in history of California. Northern and Central California districts, taken separately from Southern California, show a gain of 101 cars over last year's shipments of oranges and are increasing materially over former years.

Valuable Knowledge Gained.

"Well, Freddie," said his mother, "did you learn anything new at school to-day?"

"Yes'm," said Freddie.

"What did you learn new?"

"I got on to a new way o' gettin' out o' school fer an hour, by snuffin' red ink up me nose."

Dandelion Brand Butter Color Contains Two Profits

There is a profit for you in DANDELION BRAND BUTTER COLOR, and a profit for your dairymen customers.

DANDELION BRAND BUTTER COLOR

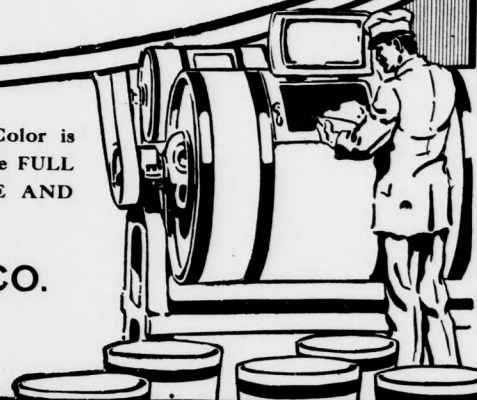
You make your profit from the sale of DANDELION BRAND, and your customers make theirs from the higher price they receive from the butter they color with it.



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

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

And 200 Mountain St., Montreal, Canada



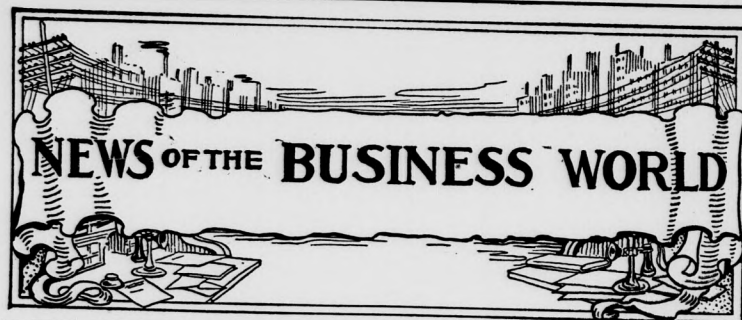
Dandelion Brand



Butter Color

The color with

the golden shade



Movements of Merchants.

Merrill—James Jordan has opened a bakery and lunch room here.

Dutton—A. W. Hilzey has sold his grocery stock to John Roberts.

Baraga—M. T. Kenefick has engaged in the grocery and meat business.

Lapeer—J. W. Mees succeeds Harry Robinson in the restaurant business.

Ithaca—Frank Shaver & Son have engaged in the meat business on Pine River street.

Milford—C. S. Furniss, recently of Nashville, has engaged in the drug business here.

St. Johns—Eugene Brya succeeds Ernest Larkins in the restaurant and cigar business.

Britton—William Moreland, of Morenci, has opened a grocery and drug store here.

Gladwin—J. B. Vanest & Son succeed Brown & Vanest in the lumber and planing mill business.

Detroit—The Superior Wholesale Grocery Co. has increased its capital stock from \$10,000 to \$20,000.

Au Gres—E. G. Cole, of the Cole-Grimore Mercantile Co., was married to Mrs. Bertha Sproule Nov. 10.

Stockbridge—B. G. Bloomfield has purchased the Willmore store building and will occupy it with his bakery.

Vermontville—Thieves entered the Charles Lamb grocery store Nov. 13 and rifled the cash drawer of its contents.

Laingsburg—T. Euler has taken possession of the implement stock which he recently purchased of Walter Berry.

Bunker Hill—Floyd Lowe, recently engaged in general trade at Stockbridge, has engaged in a similar business here.

Grayling—Mrs. C. E. Stanard has sold her restaurant to H. Hanson, who has opened a bakery in connection with it.

Kalamazoo—Frank Green has engaged in the cigar and tobacco business at the corner of Main and Burdick streets.

Copemish—Benjamin Crow has leased the Tellepaugh store building and will occupy it with a stock of meats Dec. 1.

Jackson—Clyde J. Smith has removed his grocery stock to the store building at 711 First street, which he recently erected.

Jackson—The Empire Clothing Co. for the past thirteen years conducting a women's and children's ready-to-wear clothing and furnishing goods store at 257 East Main street, is closing out its stock and will retire from the retail business here.

Napoleon—B. T. Hess, dealer in fuel, produce and beans, has sold his stock to John Griffin, who will continue the business.

Walkerville—L. C. Manning has sold his stock and store building to James Gleason, who will add lines of general merchandise.

Alma—H. Merwin, formerly engaged in the grocery business at Shepherd, has engaged in the same line of business here.

Mulliken—John Shore, dealer in general merchandise, has filed a voluntary petition in bankruptcy. Liabilities, \$95; assets, \$45.

Ovid—William H. Potter has purchased the brick store building which he occupies with his stock of harness and agricultural implements.

St. Louis—Charles Housel has purchased the Holcomb store building and will occupy it with a stock of meats and fish about Dec. 15.

Cassopolis—Slocum & Baker, dealers in furniture and hardware, have made an assignment of their stock for the benefit of their creditors.

Bancroft—Benjamin Waldie has purchased the interest of his brother, Fred, in the meat stock of Waldie Bros. and will continue the business.

Saginaw—Michael Carey and W. Marz have formed a copartnership and taken over the Parker hotel and livery stable, taking possession Nov. 10.

Tecumseh—Alva Speyde, who has conducted a shoe store here for the past twenty-five years, is closing out his stock and will retire from business.

Chesaning—Arthur Ward & Co., dealers in furniture and hardware at Owosso, have opened a branch store here under the management of Leslie Crane.

Harbor Springs—George N. Gould has leased the Allerton store building and will occupy it with a stock of confectionery, fruit and ice cream Dec. 1.

Battle Creek—William J. Donald has engaged in the wholesale flour business in connection with his bakery and grocery store on South Jefferson avenue.

Negaunee—Richard Seefeld has leased the Chaussee building, at the corner of Pioneer avenue and Case street, and will occupy it with his bakery Dec. 1.

Port Huron—The Bunce Land Co. has been incorporated with an authorized capital stock of \$4,000, all of which has been subscribed and \$2,000 paid in in cash.

Wallace—The Schuette Bros. store building and stock of general merchandise was destroyed by fire Nov.

11. Loss, about \$5,500, partially covered by insurance.

Glenwood—Herbert M. Hampton lost his store building and stock of general merchandise by fire Nov. 11. No insurance was carried on the store building or stock.

Fennville—J. W. Moore, of Grand Rapids, who recently purchased the Mann & Hoover grocery stock, has sold it to James Van Blois, who will continue the business.

Bay City—E. L. Gardiner, who conducts a chain of general stores in the State, has opened a similar one on Columbus avenue under the management of George Corbin.

Atlas—Clarence E. Leach has sold his stock of general merchandise to Charles Jordan and Dr. Murl Kurtz, who have formed a copartnership and will take possession Nov. 20.

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

Ovid—Fire destroyed the warehouse and contents of the Clinton County Cider Co. Nov. 10, entailing a loss of about \$2,000, which was partially covered by insurance.

Benton Harbor—The O. K. Electric Co. has been organized with an authorized capitalization of \$35,000, of which amount \$25,000 has been subscribed and paid in in property.

Williamston—Lewis Austin has sold his interest in the meat stock of Austin & Laberteaux to W. A. Maher and the business will be continued under the style of Maher & Laberteaux.

Saginaw—Williams Bros. & Co., confectionery and ice cream dealers, will erect a three-story brick building at 915-917 Genesee avenue, which they will occupy as soon as completed.

Greenville—The Gibson Clothing Co. will dissolve partnership Dec. 31 and the business will be continued by Ray S. Cowin, who has taken over the interest of his partner, Frank S. Gibson.

Mansitee—Gus Pirsig has contracted for the construction of a two-story store building and a one-story warehouse to take the place of the buildings recently destroyed by fire at Parkdale.

Detroit—The Carten Shop has been incorporated to engage in the dry goods business with an authorized capitalization of \$10,000, all of which has been subscribed and \$5,000 paid in in cash.

Big Rapids—S. L. Fitzgerald, of Shinn & Fitzgerald, grocers, has sold half of his interest in the stock to George Dutton, of Kalamazoo, and the business will be continued under the style of the North End Grocery.

Pottersville—Over two years ago the Backus bank closed its doors and little of that institution now remains except the lettering on the windows of the building. Now Charles Schramm, of Flint, is planning to open a bank at the old location.

Bennington—Fire of an unknown origin on Nov. 10 destroyed the P. H. Jago store building and stock of general merchandise. Loss, about

\$6,000, with very little insurance; also the W. L. Howard stock of hardware. Loss, \$5,000, with \$4,000 insurance.

Chesaning—Hiram N. Ainsworth, who conducted a grain and bean elevator at Owosso for a number of years, has taken the management of the elevator just established here by a co-operative company composed of farmers of Saginaw and Shiawassee counties.

Detroit—A. J. Gibson, formerly engaged in the rug and drapery business here, has merged his business into a stock company and will carry on a general merchandise store at Fremont, Ohio, with an authorized capitalization of \$5,000, all of which has been subscribed and paid in in cash.

Atlanta—A. J. Crago, formerly engaged in general trade at Walloon Lake, has re-engaged in the general store business at this place under the style of The Crago Co., with an authorized capital stock of \$3,000. Mr. Crago holds one-half of the stock, while the other half is held by Jessie N. Petersen, of Petoskey.

Manufacturing Matters.

Escanaba—The Diamond Pole & Piling Co. has increased its capital stock from \$10,000 to \$40,000.

Portland—Fire damaged the plant of the Western Woodenware Co. to the extent of \$1,000 Nov. 12.

Saginaw—The Eastman Salt Products Co. has increased its capital stock from \$40,000 to \$52,000.

Almont—Ray Howland has sold his feed and cider mill to William King, who will continue the business.

Detroit—The Edwards & Leary Manufacturing Co. has changed its name to Edwards Manufacturing Co.

Detroit—The Michigan Metal Spinning Manufacturing Co. has increased its capital stock from \$12,000 to \$25,000.

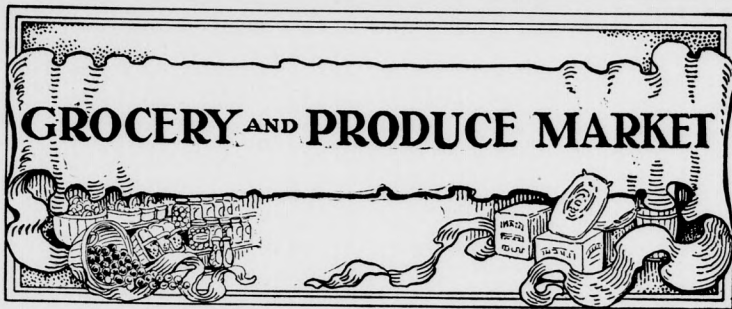
Detroit—The capital stock of the General Aluminum and Brass Manufacturing Co. has been increased from \$400,000 to \$600,000.

Detroit—The Disco Electric Starter Corporation has been organized with an authorized capital stock of \$250,000, all of which has been subscribed and paid in in cash.

Detroit—The Chausse Manufacturing Co. has been organized to manufacture and sell kerosene vapor burners, lamps and torches, with an authorized capital stock of \$5,000 of which amount \$2,510 has been subscribed and \$1,500 paid in in cash.

Detroit—The Searight - Downs Manufacturing Co. has engaged in business to manufacture and sell machinery, dies, novelties and specialties, with an authorized capital stock of \$30,000, of which amount \$16,000 has been subscribed and paid in in property.

Kalamazoo—The P. D. Robertson, Inc., has been incorporated to manufacture and sell wholesale and retail corsets and other merchandise and to establish retail corset departments with an authorized capital stock of \$2,000, all of which has been subscribed and \$500 paid in in cash.



Review of the Grand Rapids Produce Market.

Apples—Standard varieties, such as Baldwins, Greenings, Wagner, Twenty Ounce and Wolf River command \$3@4 per bbl.; Northern Spys, \$3.75 @4.25 per bbl.

Bananas—Medium, \$1.50; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.25.

Beans—\$3.50 per bu. for medium.

Beets—50c per bu.

Butter—There is an active demand for fancy fresh and receipts are cleaning up on arrival. Receipts of butter are falling off considerably and the demand continues good. The general situation is healthy and further slight advances are not unexpected. Fancy creamery is quoted at 30c in tubs and 31c in prints. Local dealers pay 23c for No. 1 dairy, 17c for packing stock.

Cabbage—40c per bu. or \$1 per bbl.

Carrots—50c per bu.

Celery—16c per bunch for home grown.

Cocoanuts—\$5 per sack containing 100.

Cranberries—\$7.50 per bbl. for Cape Cod Early Blacks; \$8.50 per bbl. for Late Howes.

Cucumbers—\$1.75 per doz. for Southern hot house.

Eggs—An active consumptive demand is reported, absorbing the receipts on arrival. Storage eggs are unchanged and with a fair consumptive demand. Local dealers pay 32c for strictly fresh and hold storage stock at 28c for No. 1 and 24c for No. 2.

Egg Plant—\$1.50 per doz.

Fresh Pork—8½c for hogs up to 200 lbs.; larger hogs, 8c.

Grapes—California Emperor, \$1.75 per 4 basket crate; California Tokay, \$1.65 per 4 basket crate; California Malaga, \$1.50 per 4 basket crate; Spanish Malaga, \$6@7 per keg.

Grape Fruit—Florida commands \$4.50@4.75 per box.

Green Onions—Chalotts, 60c per doz. bunches.

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

Lemons—California, \$4.25 per box.

Lettuce—10c per lb. for hot house leaf; \$1.75 per bu. for Southern head.

Maple Sugar—14@15c per lb.

Mushrooms—40@50c per lb.

Nuts—Almonds, 18c per lb.; filberts, 15c per lb.; pecans, 15c per lb.; walnuts, 16c for Grenoble; 17c for California; 15c for Naples.

Onions—Home grown command 75 @90c per bu.

Oranges—California Valencias are steady at \$5@5.50.

Oysters—Standards, \$1.35; Medium Selects, \$1.50; Extra Selects, \$1.75;

New York Counts, \$1.85; Shell Oysters, \$7.50 per bbl.

Pears—Anjou, \$1.25 per bu.; Kieffers, 75@90c per bu.

Peppers—Southern grown command \$1.25 per 4 basket crate.

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

Potatoes—Home grown range from 50@60c per bu. The market is strong.

Poultry—Local dealers pay as follows, live weight: Fowls, 10c; chickens, 11c; turkeys, 18c; ducks, 14c; Dressed fowls average 3c above these quotations.

Quinces—\$2@3 per bu.

Radishes—15c for round.

Squash—1½c per lb. for Hubbard.

Sweet Potatoes—\$3.50 per bbl. for Jerseys and \$2.50 for Virginias.

Tomatoes—\$2.50 per 4 basket crate, California stock.

Turnips—50c per bu.

Veal—Jobbers pay 12c for No. 1.

The Grocery Market.

Sugar—The market on refined has been marked up ¼c, making the price 6c for New York granulated and 5.80c for Michigan. There is a scarcity of raws which is expected by some circles to extend into January, as the new Cuban crop is expected to be delayed, and Europe has already contracted for some 150,000 tons of the early production. The American refiners, moreover, have yet to ship some 70,000 tons granulated before the close of the year, and presumably will require the remaining Cubas to cover the meltings. The advance of ¼c makes clear what the Tradesman has previously pointed out, that the course of the market from now on depends very largely on how soon grinding will begin, and shipments be made in sufficient quantity to relieve present stringencies in supplies. Generally speaking, it is the middle of January before much Cuban sugar can be received at the four ports. By some it is held that it will be later than usual this year because of the scarcity of tonnage. As to how far prices can be forced before the scarcity is relieved, no one can tell. Refiners have recently been forced to buy, because of requirements for the export and domestic trade being more than double weekly receipts. In December the domestic demands will likewise be less than in November, and none of the refiners at the moment seem to be willing to sell December shipment for export, so it is possible that next month there will not be the anxiety to secure supplies that there has been during the last half of October and November. On the other hand, stock will be so reduced that what little sugar there is

available should command high prices. The present price will probably hold until after Jan. 1.

Tea—The trade is not pressing supplies despite the fact that the movement has been disappointing. It is still figured that the strict inspection will shut out much of the cheap Indias and Ceylons, as well as Congous. With the available supplies reduced, it is argued that the situation should improve. The weakness in London, it is pointed out, is in the poor rubbishy teas, the better quality being fairly well sustained. There was no confirmation of the reported closing of the Suez Canal. Some circles still believe that the censor was keeping back the news, but, in any event, the situation was not believed to be serious. The delay incidental to going around the Cape would not, it was said, appreciably affect the spot position.

Coffee—The demand is quite small and the situation rather heavy. The general tone of the market for Rio and Santos with the possible exception of Rio No. 7s, is easier. Rio No. 7s are somewhat scarcer than the others. Mild coffees are unchanged and quieter than they have been, owing to the falling off in the export trade, due to scarce shipping facilities. Java and Mocha grades are unchanged and quiet.

Canned Fruits—Apples show no change as yet, but there are those who believe that apples are good property, meaning New York State gallons at present quotations. This because the pack was smaller than usual. California canned goods are quiet from first hands and unchanged in price.

Canned Vegetables—The statistical position of tomatoes has at last forced prices up again and very little good standard stock can be bought below 90c in a large way. With the available stocks from the 1915 packs only moderate in size, the packers evidently feel safe in refusing to sell at quotations under those that they were asking. The few supplies that are being offered at the inside prices are mostly in the hands of the smaller packers, who are anxious to dispose of their light supplies immediately. Peas are slowly increasing in strength, a better feeling apparently existing in all quarters. Buying is maintained on a moderately sized basis, with prices showing a slight tendency to advance. Corn is unchanged. The entire line is firm.

Canned Fish—The quotations on salmon which were advanced sharply about the middle of last week are being firmly maintained, and packers report that with very light stocks available, the general indications are for a further advance on this grade of salmon within a short time. Domestic sardines are higher, the keyless lowest grade goods being about 10c per case higher. The pack is over and the packers are contending that the supply is small. Imported sardines are unchanged, being still scarce and high.

Dried Fruits—Prunes are higher, both here and on the coast. On ac-

count of large export demand packers are now quoting a 5c basis for the four sizes, which is about 1½c above the price ruling a 'short time ago. There is no change in peaches or apricots, the latter being firm and the former being still very low. Raisins, currants and the remainder of the list are unchanged and quiet.

Rice—The trade is being filled up with the arrivals from the South, the movement being now more normal. The holiday trade is naturally causing distributors to show less interest in rice and a smaller business for the remainder of the month is only logical. In the South, however, the situation is still strong, with the mills oversold and not pressing offerings of Blue Rose and Japans.

Cheese—The market is firm and unchanged, with a good consumptive demand. There is nothing specially to report and the situation is as it was a week ago, with no important change in sight. The make is about normal for the season.

Salt Fish—There has been no change in the market for Norway mackerel, either on spot or for fall-caught fish. The spot supply is still very light and prices fully maintained. Some new-caught Norway mackerel has reached the country, but the quality has not been extra. At the very high prices there are few takers. The catch of shore mackerel has been particularly good of late both as to quantity and quality, although this has not materially affected the market. Cod, hake and haddock are rather active at unchanged prices.

Provisions—Everything in the smoked meat line is steady and unchanged, including hams, bellies and bacon. The consumptive demand is normal for the season. Both pure and compound lard are steady at a decline of ¼c. Canned meats, dried beef and barreled pork are all unchanged and quiet.

The Celrite Groceries.

The T. M. Ditman Co., which has been conducting ten retail grocery stores in this city under the style of the Celrite Groceries, has uttered a trust mortgage to Ben. M. Corwin as trustee. The assets are \$25,000. The liabilities are \$23,000, of which about \$15,000 is owed to one house.

The Grand Rapids Dry Goods Co. has sold a stock to Welch & Zimmerman, of Beaverton. Mr. Welch conducted a grocery store and recently admitted to partnership, Austin Zimmerman, of Amble.

Grand Haven—The Peerless Thread Retainer Co. has been organized with an authorized capital stock of \$2,000, of which amount \$1,200 has been subscribed and paid in in cash.

Frank D. Parr, grocer at 1654 Monroe avenue, has sold his stock to Albert Hilarides, who has taken possession and added his own stock of groceries.

The Irving Hat Co. has been organized with an authorized capital stock of \$1,800, all of which has been subscribed and paid in in cash.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Nov. 15—Learn one thing each week about Detroit: Fifty millions dollars worth of drugs and chemicals are produced annually in Detroit. The pharmaceutical manufacturers, exclusive of the chemical manufacturers of Detroit, give employment to over 20,000 persons.

Detroit Council holds its next regular meeting Saturday night, Nov. 20, in Elks' Temple. Cards sent out to the members promise an interesting evening to those who put in an appearance.

J. A. Handy & Co., for a number of years in the furniture business at the corner of Clifford and Griswold streets, have retired from business and the stock has been sold to a concern that will be known as Wanamakers.

Far be it from our thoughts to criticize the management of the Industrial Fair to be held at the Light Guard armory Dec. 28, 29 and 30, but when they made the announcement of the appearance of a "mysterious Caruso" and then flatly and finally refuse to divulge the identity of the mysterious personage, we wish to enter a protest. Why keep us curiously inclined ones worried until December? Also we are informed that "Dolly Dimples" will be on the scene and a reward offered for her detection. Among other speakers who have been invited to speak is Governor Ferris. The traveling men have always been warm supporters of the Governor and he also has always shown a high regard for the profession.

To date there has been no reports of the hotel at Flint repulsing the attacks of the traveling men and their ally, the Michigan Tradesman.

The Mazer Cigar Co. has approved contracts for the erection of another addition to its factory at Grandy and Theodore streets.

Guy Weisinger, general merchant of Deerfield, was a business visitor last week. Mr. Weisinger has a penchant for opera—light, heavy and otherwise—and lost no time when in the city satisfying his desires in the operatic line.

The Michigan Tradesman, for its stand taken on the hotel question and other matters of vital interest to the traveling men, deserves the commendation and support of every one in that profession in the State. Sometimes we wonder what the U. C. T. has really done to better conditions in the past two or three years. While the annual conventions and banquets are enjoyable affairs, there is much that could be accomplished by the organization for the material benefit of its members. Transportation facilities in the resort season are almost unbearable and hotel conditions are again becoming lax, many absolutely ignoring the Henry law. Surely the United Commercial Travelers cannot look to the Y. M. C. A. or some other outside organization to fight their battles for them. The President of the Hotel Men's Association says the organization is for the direct benefit of the hotel men, the benefit and comfort of their patrons in many instances receiving no consideration whatever. If ever there was a golden opportunity for an organization to do something that will cause its membership to tremble, that opportunity is now before the U. C. T. Show the traveling men what is being and will be done for their benefit and there will be no doubt as to the outcome of the order. Otherwise remember the Knights of the Grip.

"The first President of the Michigan State Hotel Association was a booze fighter, a blind pig and poker joint operator, a dead-beat and a fugitive from justice." From the Tradesman.

Outside of that we beg leave to remark that the first President is a very nice fellow.

The grocery store of Philip Zirro, 45 McDougall avenue, was entered by burglars last Thursday night and a small amount of merchandise taken. Later two suspects were arrested by the police.

A Detroit Sunday paper devoted a page to Grand Rapids news exclusively. Grand Rapids may yet become known, all over the State.

A new meat market has been opened at 1075 Kercheval avenue under the style of the Oakland meat market.

Mr. Jackson, of Murphy & Jackson, of Pinckney, was a Detroit business visitor last week.

Owing to the growth of its business, the General Spring & Wire Co. has been obliged to seek larger quarters and has moved from its old location to new quarters at the corner of Marston and Morrow avenues.

The Gratiot Central Market Co. will build a market building at 429-43 Gratiot avenue at a cost of \$50,000.

Everybody within walking and the 500 mile riding zone is going to know all about the Industrial Fair to be



A. G. McEachron

held at the Light Guard Armory on Dec. 28, 29 and 30. That is to say, everybody will except, perchance, those who, unfortunately, are deaf, dumb and blind. Even then "Mac" will probably find a way to advertise the Fair so that a wooden Indian will be sorry that he is wood and can't get in on the joyful festivities attendant the week in December that includes 28, 29 and 30. Angus G. McEachron was appointed chairman of the advertising committee because he is an advertising man; in fact, that's the way he earns his livelihood—and they do say that he is far from a scant liver. The Traveling Men's Fair Association is, indeed, fortunate in having a man with the ability of Mr. McEachron. He is chairman of the Grand Executive Committee of the U. C. T. and for seven years has held the office of Chaplain of Cadillac Council. The latter office was thrust on him because of his oratorical ability. Possibly no traveling man is better gifted than he is. Years ago the name of A. G. McEachron adorned the programmes of many opera companies and, because we have seen some of the programmes, we can assure our readers that the parts he played were not minor parts. Here it was that he first taught the English language to do his bidding. He is connected with the Detroit Legal News in the capacity of advertising manager. His knowledge of the advertising business is one of the In-

dustrial Fair's greatest assets. His membership in any order would be an asset.

C. D. Butterfield, President of the Wolverine Engraving Co., received serious injuries when he fell down the elevator shaft in the engraving plant at 49 Larned street East, last week. He is in the hospital and at this writing is in a precarious condition.

Contracts have been awarded and work will soon be started on the new building to be erected at the corner of Woodward avenue and John R. street, for Schloss Bros., to be occupied by the Kaiser-Blair Co., clothier at 158 Woodward avenue.

A. Moore, of Elba, was in Detroit last week in the interest of his general store.

We have been requested by different traveling men who have been to Eaton Rapids lately to mention in these columns that L. F. Geib, formerly of the Downey, at Lansing, is in charge of the Hotel Geib and is running a hotel in Eaton Rapids that is a credit to the town. Everything from the meals to the service is to be commended—a striking contrast to the way the hotel has been conducted in the past. We are pleased to give Mr. Geib the credit due him for his efforts and wish to assure him that eventually the results realized will demonstrate that his is the most profitable method of conducting a hotel.

The Solvay Process Co. will build an addition to its plant at 2085 Jefferson avenue West.

Charles W. Reattoir, former Detroit resident and at present Chicago representative for the G. J. Johnson Cigar Co., of Grand Rapids, was in Detroit over Sunday. Mr. Reattoir attended the meeting of Cadillac Council Saturday night and was presented with the Past Counselor's badge. Under his leadership last year the Council showed the greatest increase in membership in its history. His removal to Chicago was a blow to the Council. According to reports, he is progressing nicely in the new field.

About 500 dealers attended the Chalmers Motor Co. convention in Detroit on Monday, Tuesday and Wednesday of last week. In point of attendance the crowd was the largest that ever attended a Chalmers convention in this city.

W. S. Lawton, of Grand Rapids, Grand Counselor of the U. C. T. has been spending about ten days in Detroit on business.

For the special benefit of Paul Roach, special cigar representative for the Hazeltine & Perkins Drug Co., of Grand Rapids, we wish to inform him that we can now say Marc Antony in three languages and can also say it backwards in the most difficult of all—the English language. Marc Antony is the name of one of Paul's popular selling cigars.

T. E. Richter will open a modern drug store at the corner of St. Jean and Mack avenues about Dec. 1.

O. J. Darling, local hardware dealer and Secretary of the Detroit Hardware Dealers' Association, has gone on an automobile trip to Tampa, Fla. On the trip he visited several of the larger cities, covering 1,980 miles. He is expected to return next week.

P. B. Dana has joined the advertising staff of the Powers, Alexander & Jenkins Co., of this city. He will be attached to the sales promotion department.

An employee of the Government was fired (according to Republican newspapers) because he expressed the opinion that the President should have waited a year before remarrying. There are many who would say that, no matter when a man gets married, it is too soon.

M. Noble, of Sandusky, was a business visitor in Detroit last week.

The Parish Manufacturing Co. is

building an addition to its plant at 1666 Mt. Elliott avenue.

According to all reports all kinds of petty grafting will be eliminated at the Industrial Fair to be held at the Armory next month. Efforts will be made to give everyone their money's worth—and more.

King Edward fell from his horse recently. In the game of war the Kaiser would like to get two horses on the King.

Joseph J. Verhoeven, representative for the Vhay Fisheries, Larned street, West, was in Detroit last week and, according to all stories, received here since, he has admitted that he enjoyed the trip immensely. Although Joe represents a Big Town firm, he makes his home in the small town of Monroe. We write no note of appreciation to him, however, for the statement that he enjoyed himself in Detroit—everybody who visits or lives here does that.

Fred H. Nissley, proprietor of a bazaar store in Ypsilanti, was a business visitor in the city last week, making the trip in his auto.

John Brinage, while in charge of McGowan's restaurant, 119 West Fort street, was held up at the point of revolvers by bandits who rifled the cash register, escaping with \$33.

Did you think the Austrian version of the sinking of the Ancona would be the same as the Italian version? Neither did we.

Everybody in Europe nowadays seems to be worth the powder to blow them to Hades.

Detroit factories manufactured 29,141,263 cigars in October.

Detroit has plenty of tobacco. James M. Goldstein.

Quotations on Local Stocks and Bonds.

Public Utilities.		Bid	Asked
Am. Light & Trac. Co., Com.	368	374	
Am. Light & Trac. Co., Pfd.	107½	111	
Am. Public Utilities, Com.	31½	34	
Am. Public Utilities, Pfd.	64½	67	
*Comw'th Pr. Ry. & Lgt., Com.	55	57	
*Comw'th Pr. Ry. & Lgt., Pfd.	81½	83½	
Pacific Gas & Elec., Com.	53	57	
Tennessee Ry., Lt. & Pr., Com.	10	13	
Tennessee Ry., Lt. & Pr., Pfd.	40	44	
United Light & Rys., Com.	39½	43	
United Light & Rys., 1st Pfd.	72½	75	
Comw'th 6% 5 year bond	99½	101	
Michigan Railway Notes	99½	101	
Citizens Telephone	69	73	
Michigan Sugar	99	102	
Holland St. Louis Sugar	6¼	7¼	
Holland St. Louis Sugar, Pfd.	8	9	
United Light 1st and Ref. 5% bonds	82	85	

Industrial and Bank Stocks.		Bid	Asked
Dennis Canadian Co.	70	80	
Furniture City Brewing Co.	40	50	
Globe Knitting Works, Com.	130	140	
Globe Knitting Works, Pfd.	98	100	
G. R. Brewing Co.	90	100	
Commercial Savings Bank	220		
Fourth National Bank	220		
G. R. National City Bank	165	170	
G. R. Savings Bank	255		
Kent State Bank	250	260	
Old National Bank	195	203	
Peoples Savings Bank	300		

* Ex dividend.

November 17, 1915.

The earth is said to be flat at the poles—and some candidates are also flattened at the polls.

The UNITED Line

IN practically every Michigan community there are one or more potential users of motor trucks.

To the salesman who can put us in touch with the closing of such sales we have a most attractive proposition to discuss.

To this salesman and his prospects The United Line will easily present the lowest price for which the absolute maximum of motor truck value can be had.

The United Motor Truck Company
Grand Rapids, Michigan

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, Nov. 15—Saginaw Council was well represented at Bay City Saturday afternoon and evening. Bay Council initiated a large class of men, good and true, into the mysteries of U. C. T. ism. No. 51 is to be congratulated for their splendid work and they are planning already to have a bigger class for their January meeting. With such men as Tim Bellamy, Broderick and a few other live wires, it stands to reason they can easily accomplish such a feat. They initiated one candidate for Saginaw, J. W. Stout, representing Libby, McNeil & Libby. Mr. Stout is a very clever entertainer and gave Bay Council and visitors a rare treat by putting on one of his farce acts entitled, "The Human Toothpick Pulls the Cork." He was loudly applauded and received hearty congratulations from the entire Council. We will admit it caused some of the boys a little extra work, but it was worth the price. Among the notables from Saginaw were Deputy Ben Mercer, Junior Counselor Mohler and last, but not least, one of Saginaw's most loyal workers, H. D. Ranney. Herb, as the boys all know him, is always boosting for the greatest commercial fraternity in existence and it is the hope of all the boys of the Saginaw Valley that he will receive as a crown for his loyalty the office of Grand Sentinel at the next convention at Traverse City.

F. E. Warner & Co. opened a grocery store at 2316 North Michigan avenue, this city, last week.

Goldberg & Berner are now conducting a cash grocery and meat market at 1503 James avenue. This is a branch of a firm by the same name in Bay City. J. Lutren, formerly in the general merchandise business at Twining, is in charge.

We believe it would be a good idea for the Tradesman to publish the obituaries of their scribes as they pass out of existence. However, this may be the custom, but we have noticed nothing of the kind postmarked Battle Creek.

A number of the merchants from this neck of the woods have been asking whether the entertainment committee who has charge of the Retail Grocers and General Merchants' Association convention at Battle Creek are going to make arrangements for the entertainment of their wives. We would like some information along this line.

Miss Snow came to Saginaw Sunday evening about 8 o'clock. Judging by the smiles on the faces of the coal dealers we are sure she received a hearty welcome, it being her first appearance here.

William Wamsley is now conducting a new and up-to-date grocery at 410 South Washington avenue, Bay City.

"Hole in the Wall Gardner" threw

open the doors of his new store on Columbus avenue, Bay City, last Saturday.

It took twenty-five years for James Sillers to learn to love Saginaw well enough to move here. Mr. Sillers represents the American Agriculture Chemical Co., of Detroit, having charge of the Thumb territory. For the past fifteen years he has had his headquarters in Battle Creek. He has rented the Root property at 536 Carlisle street. He is a member of Detroit Council, No. 9. One of the things he feels proud of, besides being the grandfather of a four weeks old baby boy, is his new sample case. He just discarded his old one, which has seen continuous service for thirty years, the same having been in his possession twenty-five years. Frank Bosworth, of Reed City, worked for this company thirty years ago and was the original purchaser of the case. Mr. Sillers presented the case to Mr. Bosworth as a keepsake for the service it has done.

Burt Barrett, living at Flushing and representing the Advance-Rumley Co., has brought suit against the D. & M., at Bay City. A number of the railroads are forcing the passengers to purchase tickets before boarding trains. Mr. Barrett had purchased his ticket and as he was in the act of boarding the train, he was asked by the brakeman whether he had a ticket and he answered in the affirmative. Having two heavy grips and an overcoat under his arm, he attempted to board without showing his ticket, expecting the brakeman to take his word for it, but the brass buttoned gentleman would not trust an old veteran traveling man. Hence the suit. Everyone will await the outcome with interest.

Boys, have you sold all of your victrola tickets? If not, get busy. Mr. Pitts expects you to be on hand Saturday afternoon or evening with the money.

No. 43 Council expects to hold a regular meeting next Saturday, Nov. 20. Meeting will open at 2 o'clock sharp. Initiation in the afternoon. Banquet and entertainment in the evening. Bring your wives and sweethearts for the evening session. L. M. Steward.

D. V. Phelps, general dealer at Riverdale, writes as follows: "I could not do without the Michigan Tradesman. I was one of your first subscribers, having read the paper ever since the first issue in the fall of 1883. I was then a member of the firm of Phelps Bros., at Elwell. The few dollars I have paid you are nothing compared with what I have received in return."

A lot of valuable time is wasted in trying to get even.

Gabby Gleanings From Grand Rapids

Grand Rapids, Nov. 16—The first social session of Absal Guild, Ancient Mystic Order Bagmen of Bagdad, held last Saturday evening, was a jitney party and was attended by about forty couple. Many special features were worked out by the committee, the first being something of a surprise when every person was held up at the door for a jitney (5 cents), this even including the members of the orchestra. Miss Florence Hollister, by appointment with the committee, was in attendance and gave one hour's instruction in the late dances, which proved very instructive and was appreciated by many. Following this, Miss Hollister gave two selections in feature dancing. The grand march was led by Morris Mann (Prince Nemo) and Miss Florence Hollister. Later on "Prince" Stott and his wife put on a feature, that grand old dance, the minuet, which was gracefully and beautifully done. Before entering the dance floor each lady was presented by the committee with carnations. Several times during the evening masked highwaymen broke in and at their command jitneys were extracted from all present. From 10:30 a continuous serve self lunch, consisting of prime fresh cider and doughnuts especially made for the party was served by waiters in white uniforms. Those present will look forward with much pleasure to the next Bagman party.

The Hotel Garland, of Boyne City, was completely destroyed by fire Friday morning. The building was owned by the Grand Rapids Brewing Co.

N. W. Wells, manager of the Petoskey and Bay Shore Gas Co., and party are in the Upper Peninsula, pursuing the fleet footed quadruped commonly called the deer. They expect to spend two weeks in camp.

Central Lake is boasting of one of the best potato crops in the State. They claim a yield of from two to three hundred bushels per acre. They have at present 35,000 bushels in storage.

A ford car belonging to Germain Bros. turned turtle Friday evening near Bates, the occupants escaping injury. Loose gravel seems to tickle a ford's feet and it proceeds at once to get over on its back.

The fight is on. Who will have the wining team? Some brave captain will go down to defeat.

Fred Pierson, the popular day clerk at the Park Place Hotel, Traverse City returned to his duties Monday, after a two weeks' vacation.

W. E. Neeland, plumbing and heating engineer, has completed the setting of over 200 water meters for the village of Mancelona.

Nine U. C. T. men and their wives, all members of the Midnight Five Hundred Club, turned the wheels of time backward a few years last Saturday night, rigged themselves out

in juvenile attire and journeyed over to the home of Mr. and Mrs. J. A. Burr, 1135 Thomas street, to attend a juvenile party. Wide sashes encircled their waists of the ladies and bright colored ribbons adorned their hair, which was done up in braids featuring the "girls," while the "boys" wore knickerbockers and wide collars and ties. What tickled the "kids" the most was a very sumptuous 6 o'clock dinner previously prepared by the host and hostess. In the game of five hundred, here they digressed a little from the usual practice of juveniles. Mr. and Mrs. A. T. Heinzelman won first prizes and Mrs. J. B. Olney and A. F. Rockwell won second prize. After indulging in a little music, flashlight pictures, stories and other pastime, the lads and lassies all went home, singing "Backward, turn backward, oh, time in your flight; Make me a child again, just for tonight."

When you stop off to see a customer and have just one hour before the train goes and there is no other train for several hours, and a town loafer comes along and says to your customer, "John, may I see you a minute?" and then takes up all your time, wouldn't that jar you?

Don't forget, when you feel a little peeved and threaten to drop out of your lodge, that you need the U. C. T. just as badly as they need you and possibly a little more so.

The Four Leaf Clover Club met last Thursday afternoon at the home of Mrs. R. J. Ellwanger, 1351 Logan street. Mrs. H. D. Hydorn and Mrs. J. A. Burr were the prize winners. The next meeting of the club will be held at the home of Mrs. J. A. Burr, 1135 Thomas street, Wednesday, Nov. 24.

Next U. C. T. dance Saturday evening, Nov. 20. L. V. Pilkington.

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

Buffalo, Nov. 17—Creamery butter, fresh, 26@30c; dairy, 22@27c; poor to common, all kinds, 18@21c.

Cheese—Selling well, new fancy 15½c; new choice, 15@15½c.

Eggs—Choice fresh candled, 33@36c; fancy 40@45c; at mark, 27@32c.

Poultry (live)—Chicks, per lb. 12@15c; cox, 11c; fowls, 12@15c; ducks, 14@16c; geese, 14@15c; live turkeys, 20@22c.

Beans—Medium, \$3.80@3.85; pea, \$3.65; Red Kidney, \$4@4.25; White Kidney, \$4@4.25; Marrow, \$4.50.

Potatoes—New 65@80c per bu. Rea & Witzig.

In the Museum.

"This stone is covered with hieroglyphics—" explained the curator.

"Why don't they have the Board of Health exterminate them?" asked the woman from upstate.

GOOD GOODS

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

THE PROMPT SHIPPERS



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Five dollars for six years, payable in advance.

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Sample copies 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

November 17, 1915

WHERE IS AMERICA?

The feeling of indignation which the execution of Miss Cavell has evoked in our breasts is certainly a striking tribute to the innate chivalry of the American people. The attempt to justify this act by comparing it to our own execution of a woman at the end of our Civil War is based on quicksand, for the circumstances which attended the execution of Mrs. Surratt are known to all, except those who view the pages of our history through muddy spectacles, to have been as different from the kind which accompanied the killing of Miss Cavell as day from night. Lewis Payne, Atzerodt, and Booth, whom Mrs. Surratt was hiding, were not helpless war refugees, but ordinary murderers who in cold blood conspired the death of the noblest American. And even if a parallel between the two were logical, the act of 1865—which was condemned by a large part of the American people even then—would by no means make right the wrong of 1915.

Yet we shall play the part of the ostrich, and be Americans in name more than in spirit, if we allow our chivalry to become exceedingly stirred by the romantic procedure of a court-martial, brass buttons and shiny armor, and wholly untouched by the prosaic massacres of thousands of women and children by the Germans in Belgium and Serbia. Germany may deserve all the kicks she can stand for having calmly and deliberately precipitated this damnable holocaust, which is destroying the flower of a continent's manhood and converting into trenches its fertile valleys and fragrant meadows. But her methods of warfare—damnable as they are—are not so reprehensible as her uncalled for massacre of women and children which serve to make civilization blush. The outside world, peeping at them through the thick veil of the German censor, can see but little of the unspeakable bestiality committed by the Teutonic soldiery. But the letters and documents which occasionally escape the sight of her Argus-eyed officials disclose enough to pale even the inferno of Dante into insignificance.

The tragedy of the people in these two little countries is, in a way, worse

than that of the unhappy Armenians. For the atrocities of the Turk have been widely circulated, and are hotly condemned by thousands of tongues the world over. But these poor people have none to publish their tale of woe, nor tongue to speak for them. The voice that was always raised in their behalf is as silent as a tomb. The heart that once throbbed with compassion for their suffering is now as motionless as a stone. Aesthetic France and freedom-loving England, their steady champions, have, by fear of an aggressive "kultur," been compelled to devote all their energies to the suppression of Prussian militarism. Consequently, they feel obliged to ignore the groans to which they did ever lend an attentive ear.

But America, which has nothing in common with any of the worshippers of Moloch and Mars, will it commit the sin of letting the thundering waves of the ocean down the cries of four million souls caught in the net of woe and death? Shall we, of the home of the brave and land of the free, disgrace the torch of our Statue of Liberty and allow it to become a mere dazzling desert mirage, mocking the eyes that look up to it so piteously and so pleadingly?

Miss Edith Cavell, born in England and raised in the same tongue and culture, may be nearer our hearts than the obscure women and children of Belgium and Serbia and, consequently, excite more of our interest. But a civilization that is real should make no distinction. For it is this too much concern over the weal of our near and dear ones, and too little sympathy for the plights and aspirations of those whom we regard as strangers, that is the cause of what is now going on in Europe, and has since the birth of Cain been making of this fair and gentle earth a hideous bed for a groaning humanity to writhe on in agony and pain.

The claim of the Germans that they were spurred on to war by altruism and sentiment, such as the freedom of the seas and the like, has, like a bubble, been burst by Bulgaria's bold yet admirably frank assertion that the high ideals which made her unsheath her sword against Serbia were cheese and geese and ducklings and sucklings. This too much love for our own, and indifference towards others, would have transformed many more into wild beasts, like Nebuchadnezzar of old, except for the subtle influence of mother, wife, sister and sweetheart.

REPUBLIC OR MONARCHY?

China rejects the request of France, Russia, Japan and Great Britain to leave until after the European war the settlement of the question whether the celestial empire shall retain its so-called republican form of government or become a monarchy again. The reply is proper enough since the question is one that concerns China a great deal more than it does any other nation or group of nations. The answer is accompanied, however, by the statement that the matter of a republic or a monarchy is for the people to determine. There is a well

grounded suspicion, however, that the Chinese people will have mighty little to say about it. Yuan Shih-kai, the so-called president of China, and his immediate advisers or followers will alone decide what shall be done. The people's voice in the matter of the form of government will be confined to their docile acceptance of what the ruling element agrees upon. All the dispatches from Peking indicate that the re-establishment of a monarchy has been finally determined, but instead of a restoration of the Manchu dynasty, Yuan is to become emperor with the succession to his descendants. With a family of thirty-two children, nineteen of them sons, the house of Yuan is hardly likely to lack direct heirs or claimants to the throne for some generations to come.

Except as to having the matter of succession settled, Yuan Shih-kai is for all practical purposes a monarch or dictator to-day. It was not long after he became president that he found the constitution of the new republic and its Parliament irksome and impossible. As the "strong man" of China, even under the Manchu dynasty, he was not given to paying much heed to restraints when entrusted with power. As the responsible head of the new government he wanted no limitations. For that reason he set about framing a constitution to his own liking and under it a parliament he could control, instead of one that acted as a check upon him and exercised powers independent of him. In bringing to pass the conditions he wished, and which he established finally, it was necessary to intimidate and, when intimidation failed, to remove several heads or otherwise cause enemies to disappear. Few of Yuan's opponents, either since he has been president or while he was a powerful official under the Manchus, died natural deaths in China. Peking dispatches represent President Yuan as reluctant, even opposed, to restoring the monarchy, and that the delay and uncertainty are due to failure to persuade him that a monarchy with himself as head and succession settled upon his house, would be best for China.

All this talk of professed hesitation on his part seems inspired and designed for consumption in foreign capitals. It is all obviously part of the game of oriental duplicity. At the moment it is being sent out, it is evident preparations are being made to substitute a monarchy for the republic, and the proclamation will be made when Yuan decides the time has arrived. There is not likely to be any violent wrench in affairs. The change from Yuan as dictator to Yuan as emperor will be largely a matter of formal proclamation. There is delay, maybe hesitation still, but the reason for it is probably due to preparing against a possible revolution by the partisans of a republic. As far as the Chinese people in the aggregate are concerned, they probably are indifferent, although they are represented as favoring a monarchy. But no adequate or general referendum has been taken and none will be taken.

ENGLAND'S PEACE TERMS.

An English statesman forecasts the only possible peace terms which England can accept in order to conserve the interests of permanent peace and civilization, as follows:

"Our minimum is complete independence and an adequate indemnity to Belgium; France to receive Alsace-Lorraine with an indemnity for all damages done in the present conquered provinces; the Rhine to become the Franco-German border; Denmark to receive Schleswig; Poland to reunite under Russian suzerainty; Italy to receive the Trentino and the whole Italian irredenta; the Turkish empire to be split up and destroyed; Serbia to receive Bosnia Herzegovina and full and adequate access to the Adriatic and all Austro-Serbia with a heavy indemnity; the German fleet to be surrendered and either sunk or divided among the Allies; all Zeppelins and Zeppelin hangers burned; the German colonies to remain with the present conquerors."

There is no desire on the part of England to interfere with Germany's internal organization or depose the Kaiser or insist upon a constitutional monarchy or republic. The German people will make short work of disposing of the Kaiser when they come to realize how he has betrayed and pauperized them and ruined the country in the effort to save his throne and perpetuate the most monstrous crime ever committed against a noble people—Prussian militarism.

The Tradesman publishes a communication on page 21 this week, signed "One Who Wants Help," but is not in a mood to extend the assistance the writer craves, because it has no patience with a merchant who will permit himself to be used as a moprag by the loafers of his community. The Tradesman does not believe that any merchant will lose trade to any appreciable extent by keeping his store free from tobacco smokers and counter expropriators. He must do this or suffer the loss of the best class of trade—the only class a merchant need go out of the way in making an appeal to conciliate. In catering to the loafer trade, the merchant voluntarily surrenders both the trade of the lady and the loafer—because even the loafer will not patronize the merchant whom he regards with contempt—and, what is more important than all, he surrenders his own self respect, which is about the worst thing that can happen to a man in this world.

There has been so much talk about highway improvements and so many miles of good roads in Michigan and other states that somehow people seem to think a great deal has been accomplished. So there has in some sections, but the percentage in this country is small. In the whole United States there are over two and a quarter million miles of public roads and only about 10 per cent. of them improved at all. Last year the whole amount expended was \$235,000,000 and no other public money was better invested, but even at this, which seems a generous amount, it will be a long time before road work is finished.

Business is booming!



Merchants everywhere tell our 800 salesmen that business is booming.

We have had two record crops, at big prices, with big demand at home and abroad.

We have a record mineral production.

Stocks of manufactured material are short, and labor is in great demand at high wages.

Exports largely exceed imports.

Foreign competition is less than ever.

U. S. securities are coming home.

Factories are busy, many working overtime.

More freight cars are needed, and steamers are taxed to capacity.

We have the best money in the world, more of it than ever before, with easy credits.

Hundreds of millions loaned to other nations and record-breaking importation of gold.

Such a combination of favorable circumstances never has occurred before, and probably will never occur again.

Billions of dollars are passing over the merchants' counters. The people who spend this money want the best service.

They demand it in all kinds of stores, from the smallest to the largest.

They get it in stores which use our up-to-date Cash Registers, which quicken service, stop mistakes, and increase profits.

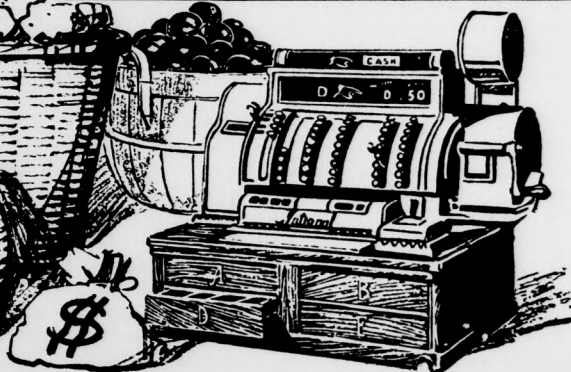
Over a million merchants have proved our Cash Registers to be a business necessity.

Dayton, Ohio.

[Signed]

John H. Patterson

Write for booklet to
The National Cash Register Company,
Dayton, Ohio.
Agents in every city.



AUTOMOBILES AND ACCESSORIES

Importance of Good Highways as Means of Defense.

That military preparedness for defense includes extensive roads construction, viewed from the standpoint of the country as a whole, is made apparent in sentiment which comes from the Atlantic sea coast, the Pacific slope and even the Gulf of Mexico.

Recently the Alabama Legislature unanimously passed a joint resolution, prepared by John Craft of the state highway department, and of course assented to by Governor Henderson, which calls upon the President and Congress of the United States "to take such steps as in their wisdom appears to be most expedient to bring about at the earliest possible moment the construction of a National system of good roads." It is set forth in the preamble that "a great war now being waged in Europe demonstrates that a National system of good roads is essential to the successful protection of a country in the event of war."

At the recent Pan-American Roads Congress in Oakland, Calif., among the resolutions adopted was one in which the congress recommended "to the Congress of the United States the advisability of investigating the necessity of building a hard surface highway along the Pacific Ocean side from Mexico to British Columbia, and other National highways, to be used as military and commercial highways."

Earlier in the year at a meeting of the Maine Automobile Association, the chairman of the state highway commission contended that the first Federal money spent in that State should be in connection with a system of roads paralleling the coast.

At the October meeting of the executive board of the American Automobile Association, with President John A. Wilson presiding, a resolution was passed at the suggestion of Chairman Diehl of its nation good roads board, "that the A. A. A. respectfully asks the Congress in its consideration of Federal aid in good roads to the several states, to bear in mind that highways constructed in seacoast and border states should possess a relationship to the military preparedness of the country, which is demanding such widespread attention."

The state and local clubs of the American Automobile Association are calling to the attention of their representatives in Congress this action of the National automobile body, and also asking that a bill shall be passed providing for an annual Fed-

eral appropriation, divided among the several states on the basis of area, population and road mileage, to be supplemented by a like amount of money from the states, and the total to be expended on post and military roads selected through the co-operation of the respective state highway departments. Allen C. Rankin.

Selling Season of Autos is Extended.

It takes only a few motor cars representing the popular models of the last half dozen years to illustrate the rapid advance made in the industry mechanically, artistically and in dollar-for-dollar values. The car of 1910 makes a striking contrast to the car of 1916.

The car, however, is not the only thing in the industry that has changed. There is no longer one big spring and early summer season, but a continued activity the year around with a large volume of business in the fall months.

"Never in the history of the industry has there been such a demand for cars as now," remarked a leading sales manager the other day. "That may seem surprising to some people who imagine that with winter fast approaching the motor-buying public would be inclined to defer purchasing until next spring.

"Thousands of people are out after good cars and they want them now—not next spring—because they want to use them this fall and winter. There are several reasons for this condition—the ideal nature of fall touring, big crops, the great purchasing power of the farmer, general nation-wide prosperity, confidence in the country and the administration, decreasing possibilities of war and similar matters.

"Moreover the closed car, such, for example as the cabriolet, sedan and town cars, has been so admirably developed and luxuriously built that even the ladies can drive in comfort throughout the cold months. There is no longer any reason why there should be any special selling season. A good car is both a utility and a comfort all the year around and November is as reasonable a month to buy as May."

How To Keep Out of Court.

Do you want to keep out of the Automobile Court?

Do you want to avoid accidents, especially those with possible serious results both to yourself and to others.

Then obey Judge Joseph Sabath's enlarged "decatalogue" for automobile drivers.

The judge recently made public the "decatalogue," which he describes as a sure basis of "safety first":

Please Do.

Always drive on the right side of the street.

Pass all vehicles except street cars on the left.

Use best lamps and light them at sundown.

Procure your state license at once.

Procure your vehicle tax at once and save court costs.

Avoid arguments with officers, although you may think they are wrong.

Report to the police court all speeders.

Watch your speedometers and have them tested every ten days.

Please Don't.

Don't drink intoxicating liquor or permit your chauffeur to do so while operating an automobile.

Don't drive faster than the law allows.

Don't permit your exhaust to smoke.

Don't cross a boulevard until you come to a full stop.

Don't pass a street car on the left side.

Don't pass a street car while passengers are boarding it or being discharged.

Don't keep your muffler open at any time or place.

Don't use glaring lights.

Don't drive on street car tracks.

Nothing New.

A reporter was interviewing Thomas A. Edison.

"And you, sir," he said to the inventor, "made the first talking machine?"

"No," Mr. Edison replied; "the first one was made long before my time—out of a rib."



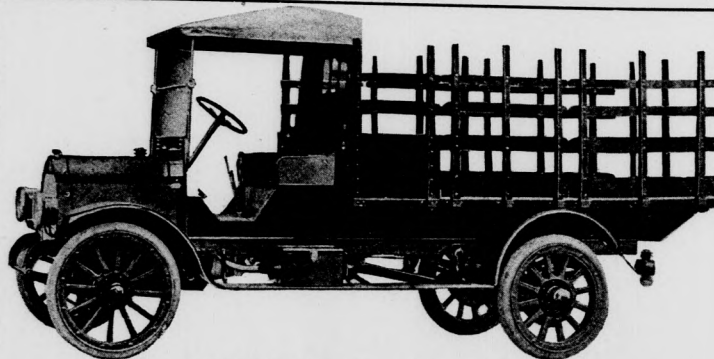
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It's the Peer of Them All

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Michigan Distributors, Lansing, Michigan

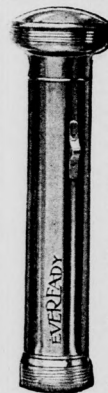
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are equipped with the wonderful EVEREADY Tungsten Batteries—a distinct advance over any other battery which has been used with flashlights. These batteries have a remarkable length of life—and at the same time are very compact and economical.

EVEREADY Flashlights give real satisfaction and help build up confidence in the store that sells them. Write us today for full information.

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MEN OF MARK.

J. H. Gingrich, of the Clemens & Gingrich Co.

Jesse H. Gingrich was born Sept. 28, 1880, in the village of Floradale, Waterloo county, Ontario. He was sixth of a family of seven boys and one girl, all of whom are still living. He received a common school education in the district school and later in the city schools of Berlin, Ont., to which place his parents removed in 1893. Sept. 28, 1899 (his birthday anniversary) he came, with his parents to Grand Rapids. He attended the McLachlan Business University and took his first position in May, 1901, in the office of the Brown & Sehler Co. He never held any other position. He remained with the Brown & Sehler Co. for eight years, resigning in the spring of 1909 to form a copartnership with O. B. Clemens under the style of the Clemens & Gingrich Co., Mr. Clemens had been for years a traveling representative for the Brown & Sehler Co.

The new firm took over the selling agency of the "Blizzard" ensilage cutter, manufactured by the Joseph Dick Manufacturing Co., Canton, Ohio, for Michigan and Wisconsin, and to this territory has since been added the states of Ohio, Indiana, Illinois, Iowa and Nebraska. Mr. Gingrich saw a great field for this class of machinery with the increasing use of silos. To-day an up-to-date farm is not complete without one or more silos. The firm started out in a small way, both members traveling on the road, and Mr. Gingrich looking after the office work Saturdays and Mondays. The business has grown away beyond their expectations. To-day they have ten traveling salesmen on the road during the season. The machines are used on the very best farms in the country, including agricultural college farms and state institutions.

The firm maintains a large warehouse at Waterloo, Iowa, from which shipments are made to the Western trade. Most of the shipments to Ohio and Indiana dealers are made direct from the factory at Canton.

Mr. Gingrich was married June 26, 1907, to Miss Lottie Shoemaker, of Grand Rapids. They have only one child, a nine months' old boy—and he is "some boy." The family reside in their own home at 1307 Logan street.

Mr. Gingrich was for many years a member of the Second street Methodist church and is still a trustee of

that organization. He has recently transferred his membership to the First Methodist church.

Mr. Gingrich is a member of Valley City lodge, No. 86, F. & A. M. He is also a 32nd degree Mason and a Shriner. He is not much on the lodge business, however, preferring home life, with wife and child.

Mr. Gingrich has no hobby except his work and automobilizing—both of which find him an ardent devotee. His earnestness of purpose and amiable disposition have never failed to

be associated with clean living. Demonstration of this is found in the case of Mr. Gingrich in the character of the organizations with which he is identified, plainly complementing his business career, which has uninterruptedly been of that order that makes wholesome the reputation of Grand Rapids business men generally.

The Cut Price Decision.

In the United States Circuit Court of Appeals a decision has been handed down in what is known as the

the decision is that neither the Sherman nor the Clayton laws take from a trader the right to select his own customers, but leave him free to deal with whom he pleases.

It certainly would be carrying paternalism to extremes if the Government should undertake the task of saying to whom a party should sell and to whom he should not.

Refusing to sell to one whose conduct is such as to injure the business of the seller, or others with whom he competes, certainly cannot be construed as unfair competition, nor can it be called a restraint of trade.

A restraint of trade, to come within the purview of the Federal statutes, must be an unreasonable restraint affecting the interests of the public. The case in hand seems little more than a question of private interests and the distribution of profits, with which the law has nothing to do.—Wall Street Journal.

Leisure Hour Jottings From Jackson.

Jackson, Nov. 15—Burt Pickell made his debut as a salesman on Monday of this week. He is calling on the city trade, representing Frank S. Gainard, jobber and selling agent, in special lines to the grocers.

Ray Pringle, now a merchant in Mulliken, was in the city over Sunday. Mr. Pringle traveled out of Jackson for several years and has many friends here to extend him a welcome.

Hardly a day passes that Clyde B. Elwood, of the Watts-Morehouse Company, does not land a contract for building material. This is done by strictly knowing his line and also knowing how to show and sell it.

E. A. Welch, of Kalamazoo, was in the city Monday. He had in his company Douglass B. Foster, of the firm of Swain, Earle & Co., Boston, Mass. Mr. Welch represents this firm in Michigan and says their Silver Quarter coffee is having a great sale on his territory. Gene is a truthful man, too.

H. B. Williams, who has sold groceries and boots and shoes for a long time in Tekonsha, is now a general merchant. He recently took on dry goods and notions to the full capacity of the store.

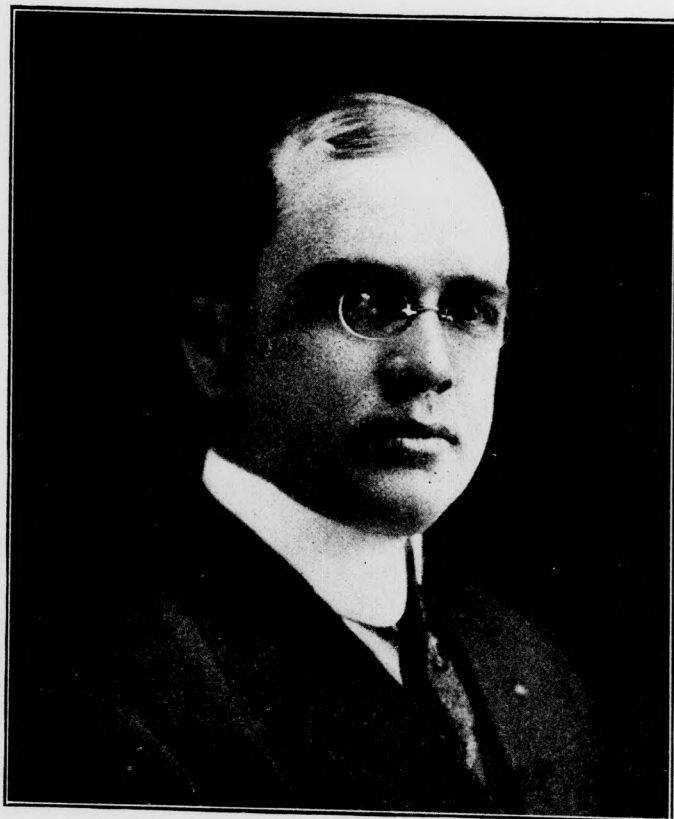
In the death of M. Norris, the State has lost one of its most successful grocers. Mr. Norris, by hard work and close attention to business, built up a trade which has been a source of pride to the people of Jackson. His son, Clarence, will continue the store and, no doubt, will conduct it along the same progressive lines established by his father. Spurgeon.

Life's Bitterness.

"Hints on courtship abound. Every magazine will tell you how to win a wife. Anybody will gladly post you on the etiquette of love-making."

"What's on your mind?"

"But after a man marries he has to shift completely for himself."



Jesse H. Gingrich.

make a distinct impression on all who know him and they predict for him many more years of activity and usefulness and believe that his influence on the great special industry he has done so much to exploit and expand is so strong that it will long be felt to a marked degree.

"Every man is like the company he is wont to keep." The character of a man's social and fraternal affiliations may safely, even emphatically, be assumed to be illuminative of the trend of his personal inclinations—of his general character. In the popular conception, and with warrant, the exercise by a business man of an inclination for bodily activity

"Cream of Wheat case." The plaintiff was the proprietor of a number of stores supplied with articles at wholesale rate and who undersold the general retail trade. The Cream of Wheat Co. refused to sell any more of its goods to this firm, whereupon suit was brought.

Action of the Wheat Company in refusing to sell was represented as monopoly, and practically a boycott, as well as unfair competition. The United States District Court decided in favor of the Wheat Company, and the Court of Appeals now affirms that decision.

This is the first case of the kind under the Clayton law. The gist of

NOKARBO MOTOR OIL

It is the one oil that can be used successfully on all automobiles operated by gasoline or electricity. It will not char or carbonize.

It is the best oil for the high grade car, and the best oil for the cheapest car. Write for prices and particulars.

The Great Western Oil Co.

Grand Rapids, Michigan



Ray T. Maynard, one of the organizers of the State Bank of Merrill and its Cashier has been elected a Vice-President of the Commercial National Bank of Saginaw and he will devote his time to the affairs of the latter. Up to a few weeks ago John F. Brand, who had been President of the Bank since the death of the late Daniel Hardin, who was the leading spirit in the organization of the Bank and its President up to the time of his death, had given personal attention to the affairs of the Bank and was assisted by his son, Clarence H. Brand, who was Vice-President. When they disposed of the major part of their holdings to J. W. Fordney, George A. Alderton and A. C. Melze, they relinquished their self imposed responsibility, which by the new arrangement Mr. Maynard assumes, and in a sense represents the board of directors in the active management of the Bank, not however relieving the directors of responsibility.

Mr. Maynard was associated with the late Otis Mason, who established a bank at Merrill. After Mr. Mason's death the bank was organized as a State Bank, largely through the efforts of Mr. Maynard, who has been its Cashier for the last fifteen years. Mr. Maynard was also influential in organizing the Hemlock State Bank, which is proving both a convenience to the people of that locality and a financial success. The directors of the Commercial National Bank feel fully confident that he will succeed in the wider field to which they have called him.

In the damage suit for \$3,000 brought by S. H. Kniselty, trustee in bankruptcy for the Chippewa County Bank of DeTour, against the People's Savings Bank of Saginaw, a verdict in favor of the defendant was directed by Judge William Glover Gage. The suit was brought to recover a deposit of \$3,000 which was placed in the Saginaw Bank in 1910 to the credit of the Chippewa Bank, it being claimed that the defendant paid this amount over a short time later to one of the partners in the Chippewa Bank without justification. The trial judge held, however, that the fact that the payment was made in 1910 and acquiesced in by the Chippewa Bank was a sufficient justification, and directed a verdict in favor of the defendant bank.

The creditors of F. M. Rudd, whose bank at Bronson failed about four years ago, have received notice that they could get the remainder of the

principal due them by presenting the note they held against him and receiving a check on the Peoples' National Bank. This was done quickly by all creditors. They have now received all the money they had deposited in the Rudd Bank, without interest. Mr. Rudd, who went into bankruptcy, has made the amount necessary in his peppermint business.

Although Henry Montgomery Dearing, the defaulting Cashier of the defunct Albion National Bank, which was wrecked in January, 1912, through speculations made by him that amounted to nearly \$300,000, will complete a sentence at Leavenworth Federal prison Dec. 24, the day before Christmas, the day will not be a festive one for him, nor will he be allowed to enjoy Christmas eve or the day following as a free man. When he steps from the Kansas prison a warrant will be served upon him and he will be brought to Albion to answer to the criminal charge of forgery. Dearing earned fifteen months' "good time" by exemplary conduct at Leavenworth, where he acts as prison postmaster. For nearly ten years, it is charged, the aged bank Cashier, known as one of Albion's most prominent church men and citizens, drew upon the deposits of the Bank and used the money for private uses. To cover his shortages, it is alleged, he placed in the Bank's vaults as security notes against scores of residents of Albion and vicinity, including nearly every business man and manufacturing concern in Albion. To each of these notes he forged a name and it is upon the charge of using the names of two Albion men in this manner that he will again be prosecuted. It is said that in case he does full penance for the two charges impending against him for forgery there are five other counts on which he may be prosecuted.

Frank Moore has resigned as Cashier of the Lennon Commercial Bank and will be succeeded by George Evans, of Durand, who has been connected with a bank there for the last twelve years. The resignation of Mr. Moore is due to the illness of his father, J. B. Moore, it is announced.

With the disbursement of interest and dividend payments, there is a moderate improvement in the general investment market and bankers are of the belief that the outlook is bright for considerable activity. Some of the larger houses report that their supplies of various kinds of bonds are

Minneapolis, St. Paul & Sault Ste. Marie Railway Company

First Consolidated Mortgage 4% Bonds

Dated June 18, 1888

Due July 1, 1938

Interest guaranteed by Canadian Pacific Railway Company.

Legal investment for Savings Banks in Michigan, California, New York, New Jersey, Massachusetts and other New England States.

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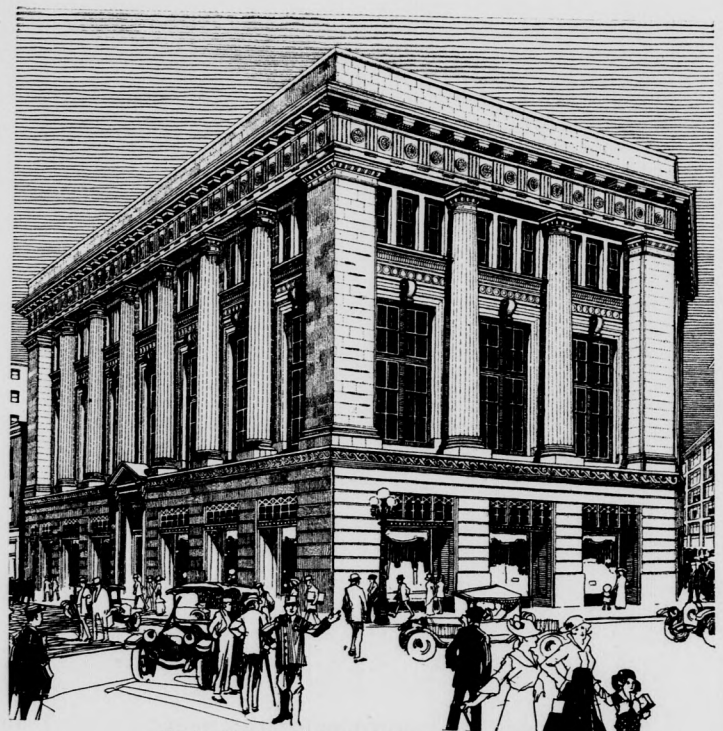
Price and circular forwarded upon request

GRAND RAPIDS TRUST COMPANY

Ottawa and Fountain

Grand Rapids, Mich.

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



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

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

rapidly becoming exhausted and that they have to cast around in other markets in order to pick up a few bonds of special descriptions to meet the current demand from investors. This particularly refers to certain classes of public utilities issues, municipal bonds of the larger cities and many railroad issues. Money continues easy and investors are now turning their attention to the more conservative classes of investments, and for the first time in many weeks leading bond houses have been unable to meet a current demand.

Earnings of Butler Brothers this year are expected to show an increase of 10 per cent. over last year. It is possible that the directors will recommend an increase in the capital stock at the January, 1916, meeting, from \$10,000,000 to \$15,000,000 and in addition to the regular cash dividends declare a stock dividend together with valuable subscription rights.

Studebaker Corporation directors have decided to offer 20,680 shares of common stock held in the treasury to holders of record November 20 at \$110 a share. Holders of the \$27,932,000 par value of common stock outstanding therefore are entitled to subscribe for the additional stock in the ratio of 7 per cent. of the shares held, which now have a market value of about 185. Out of the proceeds of the sale of the stock the company will retire on the next interest date all of the outstanding serial notes amounting to \$2,300,000 which in ordinary course would not be due until 1922, leaving the corporation free from all debts excepting current accounts. The transaction will leave the company with \$22,500,000 working capital, of which \$6,500,000 will be in cash.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Verona pumping station is now in commission at Battle Creek.

The Dowagiac fire department has been answering calls for help in the country and the City Council considers that to go a mile from town is far enough.

The Benton Harbor Chamber of Commerce, in co-operation with other cities, enters protest to the Michigan Railroad Commission regarding a threatened advance in freight rates on soft coal shipments from West Virginia.

W. T. Culver, of the Ludington Board of Trade, reports that there still remains about \$11,000 in the hands of the bond committee that is available for factory bonus purposes.

Berrien county fruit and farm products will be displayed in the building at State and Ship streets, St. Joseph, under direction of the St. Joe Chamber of Commerce.

Alpena has installed chlorine apparatus for sterilization of the city's water supply at a cost of \$600.

Clay F. Olmstead has been elected Secretary of the Ludington Board of Trade.

Pontiac has accepted its garbage

reduction plant, the cost of building and equipment being within the \$7,500 appropriation.

Flint is talking of appointing inspectors of gas and meters, as there have been complaints that the quality of gas is not so good since the new 85 cent rates went into effect.

Flint has bought a gravel pit at Otisville comprising fifteen acres which will last the city from twenty-five to fifty years.

Marquette is taking first steps toward a municipal abattoir.

Clinton village has voted bonds for \$5,000 to purchase additional electrical equipment for the lighting plant.

Menominee has voted a bond issue of \$285,000, to be used in the purchase of the present plant of the Menominee Water Co. or in building a new municipal plant. The company will be offered \$200,000 for its plant.

Three Rivers has awarded contracts for its new municipal light and water plant, which will cost about \$45,000. Almond Griffen.

Essentials of the House Beautiful.

Still one thing remains to furnish the house beautiful, the most important thing of all, without which guests and books and flowers and pictures and harmonies of color only emphasize the fact that the house is not a home. I mean the warm light in the rooms that comes from kind eyes, from quick unconscious smiles, from gentleness in tones, from little unpremeditated caresses of manner, from habits of forethoughtfulness for one another—all that happy illumination which, in the inside of a house, corresponds to morning sunlight outside falling on quiet dewy fields. It is an atmosphere really generated of many self-controls, of much forbearance, of training in self-sacrifice; but by the time it reaches instinctive expression, these stern generators of it are hidden in the radiance resulting. It is like a constant love-song without words, whose meaning is, "We are glad that we are alive together." It is a low, pervading music, felt, not heard, which begins each day with the "good morning," and only ends in the dream-drowse beyond "good-night." It is cheer; it is peace; it is trust; it is delight; it is all these for, and in, each other.

William Channing Gannett.

Taking Precautions.

A rosy-cheeked youngster, dressed in his best clothes, entered the village postoffice and carefully laid a huge slice of iced cake on the counter.

"With my sister, the bride's compliments, and will you please eat as much as you can?" he said.

The postmistress smiled delightfully.

"How very kind of the bride to remember me," she cried. "Did she know of my weakness for wedding cake?"

"She did," answered the youngster, coldly, "and she thought she'd send yer a bit of it this afternoon just to take the edge off yer appetite before she posted any boxes to her friends."

Any person who is confronted with difficulties in straightening out the affairs of an estate will appreciate being able to obtain the services of

THE MICHIGAN TRUST CO.

which cost no more than do the services of an individual, and which insure accurate, economical and business-like administration of an Estate.

Send for blank form of will and booklet on descent and distribution of property

SAFE DEPOSIT BOXES TO RENT

Manufacturers and Merchants

Find Frequent Opportunities to Save Money by Having on Hand Available Cash

Idle cash is loss.

Cash invested is not always available.

Certificates of Deposit draw interest, and the money they represent will be paid on demand at this bank, or at almost any other bank in the country.

The Old National Bank

177 Monroe Ave., N. W.

Grand Rapids, Mich.

Rare Treat in Store For Tradesman Readers.

The Grand Rapids Savings Bank for some years has carried on a unique function that is so interesting and useful that the Tradesman is desirous of transmitting to its readers some of the good things connected with it, so that they will reach a wider clientele.

On Wednesday morning of each week at 8 o'clock, the bank force of the parent bank and its branches gather in the directors' room and Mr. Garfield introduces some officer of the bank to give, in a few words, some practical instruction about a single item in banking affairs. This usually falls upon Earle Johnson, the Assistant Cashier, who talks a few minutes upon such topics as promissory notes, mortgages, signatures, identification, responsibility of directors, etc. This occupies about five minutes and is followed by a conversational address by Mr. Garfield, touching upon subjects which have to do with the foundations of character. These talks are very frank and there is always an opportunity to ask questions and engage in discussion by the employees. This Wednesday morning meeting is looked forward to with keen pleasure by the clerks and many of the officers of the bank and the extra effort to be on time at an earlier hour than usual is not counted a sacrifice. The class numbers from twenty-six to thirty.

The subjects which have been taken up and are to continue during this year are very suggestive, as will be noted by the following schedule:

1. The Shadows We Cast.
2. Radiating Sunshine.
3. Some Investments.
4. Two Kinds of Sacrifices.
5. Lending a Hand.
6. Cherishing Grudges.
7. Graciousness.
8. Misjudgments.
9. The Mystery of Death.
10. A Story of Friendship.
11. Things Worth While.
12. Lying—Putting It Over.
13. Soft Answer.
14. Fresh Air.
15. Leadership of a Little Child.
16. A Word About Politics.
17. Civic Responsibility.
18. Monuments.
19. Credits.
20. Book-keeping.
21. Efficiency Overdone.
22. Grit.
23. Balance.
24. Penalties.
25. Commercial Water.
26. Margins.

By special arrangement the Tradesman has been able to secure summaries of these addresses which will appear in the financial department during the next six months.

Development of the Total Account System.

Prior to about fifteen years ago there had always been felt among retail merchants the need of a simple method of accounting that would enable a merchant to keep his finger on the pulse of his business, without

undue labor and trouble in the way of book-keeping. Several systems of various kinds had been devised, some of which were an effort in the right direction, until at last P. A. McCaskey, a small storekeeper in Lisbon, Ohio, devised a scheme whereby, through the use of a simple machine, all books and book-keeping could be discarded, the merchant kept in touch with his business more closely than ever before and the entire records be kept from the original memoranda, so that practically no labor of any kind was required, the whole accounting being done with the one original writing.

A small company was organized to market this system and this soon grew into the McCaskey Register Co., of Alliance, Ohio. This company expanded by leaps and bounds until now it has so completely revolutionized mercantile accounting that it is difficult to find a store in which either the McCaskey register or one of the many competitors which have since been put on the market is not in use.

A few years ago Mr. McCaskey retired from the active management of the business to live a life of ease on the handsome fortune he had made. However, having always been an active man, his mind could not remain idle, and he soon saw that many of the problems in mercantile accounting still remained to be solved.

Accordingly, he called to his assistance the best minds within his knowledge for developing an accounting system embodying features not included in his previous invention. Not only accountants but artists were employed in the designing of what is now known as the Total account system.

Once devised, the system was placed in the hands of one of the best plants of the kind in the country, where, after thorough study and research, the manufacturing problems were scientifically mastered and the mechanical parts were so standardized that it could be produced at a price that would bring it within the reach of all. That such a thing could be possible seemed hard at first to believe, but as nearly every month sees an enormous increase of output from the factory, the capacity of which seems to be readily increased to meet the requirements, one is compelled to admit that still another of the marvels of modern times has come to pass.

The Star Paper Co., of Kalamazoo, has secured the agency of this system for Western Michigan and is prepared to fill orders for any size desired on short notice.

LOGAN & BRYAN STOCKS, BONDS AND GRAIN

305 Godfrey Building
Citizens 5235 Bell Main 235
New York Stock Exchange
Boston Stock Exchange
Chicago Stock Exchange
New York Cotton Exchange
New York Coffee Exchange
New York Produce Exchange
New Orleans Cotton Exchange
Chicago Board of Trade
Minneapolis Chamber of Commerce
Winnipeg Grain Exchange
Kansas City Board of Trade
Private wires coast to coast
Correspondence solicited

Ask us about opening
City Account

GRAND RAPIDS SAVINGS BANK

Coupon Certificates of Deposit
pay 3½% interest

Coupons cashed each 6 months

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources Over
8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

Fourth National Bank

United States Depository



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

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

Savings Deposits

Commercial Deposits

3
Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½
Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

Most business men are called upon, at sometime, to administer an estate where the situation demands the selection of conservative investments with as good yield as goes with "maximum" security. Municipal and first mortgage, serial, real estate bonds and certain kinds of public utility bonds are peculiarly fitted for such investments.

HOWE SNOW CORRIGAN & BERTLES

MICHIGAN TRUST BLDG GRAND RAPIDS MICHIGAN

INVESTMENT BANKERS

will give you the benefit of their experience and the same competent counsel that has won for them the confidence of their large clientel and many banker patrons.

THE PREFERRED LIFE INSURANCE CO.

Of America offers

OLD LINE INSURANCE AT LOWEST NET COST

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

THE PREFERRED LIFE INSURANCE CO. of America, Grand Rapids, Mich.

GRAND RAPIDS SAFE CO.

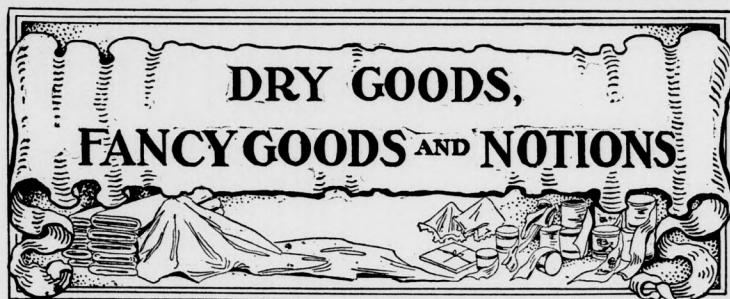
Agent for the Celebrated YORK MANGANESE BANK SAFE

Taking an insurance rate of 50c per \$1,000 per year. What is your rate?

Particulars mailed. Safe experts.

TRADESMAN BUILDING

GRAND RAPIDS, MICHIGAN



A Rest Room After a Woman's Heart. Written for the Tradesman.

Having seen one that rightfully may claim this title, I will here give a brief description of it.

In a large new store located in a big city, one of the best corners on the second floor, a space about fifty feet square, is devoted to this rest room. There are windows on two sides with slat shades, so that all the light there is, or any desired modification of it, readily is obtainable. The woodwork is a light gray, the walls gray with cream panels, and the ceiling white. The floor is carpeted with dull green.

The other furnishings consist mainly of wicker chairs, mostly rockers and rockerless easy chairs, with a few wicker settees to lend variety. There are also two or three large wicker tables, on which the popular magazines and periodicals are to be found. All the chairs and settees have removable cushions covered with some sort of figured furniture cretonne.

The good sense and taste of this selection is apparent. It is "something different"—the reed chairs with these cushions are lighter and more home-like in effect than the seating we are accustomed to see in such places—a change that is most pleasing and acceptable. When these cushions become soiled, as in time they must, they can be recovered or even replaced entire at small expense. Cushions or upholstering of leather would be far less inviting, while the cost would make frequent renewal impossible. After a few months use in a public place, leather always carries the suspicion of not being scrupulously clean. The fastidious woman likes better something that furnishes its own unmistakable evidence of freshness and tidiness.

Along a side wall a glass-fronted case contains a fine display of hair goods and ornaments, while adjoining the rest room are manicuring and hair-dressing parlors, the latter containing a children's barber shop.

The ever-necessary clock is not omitted from the furnishings. Mention must be made of a row of small writing desks, each with a reed chair in front, for the convenience of shoppers who may wish to attend to some correspondence while in the store. These desks each have a plate glass top. A calendar is hung conveniently above, and a card posted conspicuously reads: "Enquire of maid for stationery." The name of the firm appears on the note paper and envelopes in a dainty embossed panel.

The lavatory and toilet room, which is light and sunny, is as sanitary and

immaculate as marble and white tile can be kept by unrelenting vigilance. The wash bowls are spotless, hot and cold soft water are on tap, and as a crowning touch of perfection, an individual linen towel, well laundered and sweet smelling, is furnished each user.

A large alcove off the main rest room has booths on either side for telephoning, while a room twenty feet square between this alcove and the lavatory contains at least a dozen dressing tables. Here a wearied shopper may seat herself in front of a mirror, rearrange her hair, powder her face, and otherwise freshen her toilet, to her great comfort and satisfaction of mind.

"Isn't it all perfectly lovely?" and "Did you ever see a rest room that would compare with this?" are examples of the exclamations and comments to be heard here continually, and from women who have traveled extensively and seen the best that the country affords. Certain it is that this firm is making a great hit with its rest room.

This, as has been said, is a large store in a large city. The small establishment in a small town does not require so extensive accommodations. But the salient features that are observed here may be carried out anywhere on a scale proportionate to the number of patrons. It may be worth while to recapitulate these briefly.

1. Ample space. One charming thing about this rest room, and one which makes it particularly restful, is its roominess. Now of course it would be absurd for any moderate-sized establishment to have a rest room fifty feet square. But if space enough can be devoted to the rest room to seem ample for the number ordinarily making use of it, it will be a strong factor in its success and popularity.

2. Simplicity and good taste in furnishings.

3. Perfect maintenance. It cannot be made too emphatic that toilets, lavatory and rest room must be kept exquisitely clean to win the approval of the modern woman. No elegance of equipment will compensate for poor plumbing or an untidy maid. And in the small store, where the expense of a maid can not be afforded and where perhaps no janitor is employed, great care must be used that rest room and lavatory receive regular and frequent cleaning.

4. Making a feature of the rest room. By this I mean providing something better than usually is seen in this line—something that will sur-

prise and please by its excellence. That is being done by the firm whose rest room has just been described. There is no single thing that tends more to win for a store the favor and allegiance of the better class of women, than a light, clean, well ventilated, well furnished and well kept room, where they may refresh themselves from the labor of shopping, and where they conveniently may meet their friends by appointment.

K. K.

Variety Goods For the Christmas Rush.

Ivory composition toilet goods prove good sellers in the average variety store. The cleanliness and neatness of such articles afford a selling inducement. These goods are now made in a great variety of styles and shapes useful for many purposes.

Manicure goods, picture frames, hair receivers, and other novelties are obtainable to retail at a nominal price. This line of goods must be shown well and attractively in order to bring out their full values.

Where light weight goods, such as this line of merchandise, are displayed on the shelf above the counter, it is well to take care to prevent them from being knocked to the floor and broken. For this purpose a piece of straw board or compo board a trifle higher than the raised goods can be fastened to the rear of the counter.

In a variety store where goods of this kind are sold and the price limit exceeds a dime, it will be found more satisfactory in the long run to keep

the various goods grouped separately with a price card attached to each group. This not only simplifies the selling of the goods but it shows at a glance what is obtainable at a given price. It is also an excellent plan to have the price of each item marked on the bottom of it in pencil so that no mistake in price will be made in the making a sale. Even though grouped separately, items are apt to get out of position at times through handling.

Items of this nature should be wiped off with a cloth daily, as the least dust makes them appear dull and unattractive to a prospective customer. Metal parts can be wiped lightly with an oiled cloth now and then to prevent them from becoming tarnished.

WE BUY RAW FURS

And pay highest market prices

DAVID GREEN, Furrier

303 Division Avenue, S. Grand Rapids, Michigan

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.

MICHIGAN KNITTING CO.

Manufacturer of

SWEATERS, SWEATER COATS
HOCKEY CAPS, GLOVES, MITTENS
AND KNIT GOODS SPECIALTIES
LANSING, MICHIGAN

President Suspenders

in special holiday boxes at
\$4.00 per dozen

are now in stock. We show a good variety of other makes at \$2.25 and \$4.25 per doz. We also have Garters and Suspender sets at \$4.25; Garters and Armband sets at \$2.00 and \$4.00; Garters at \$1.90 and \$2.00; Neckwear at \$2.25, \$4.50, \$7.50 and \$8.00, and numerous other items in holiday boxes.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



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

Some Ways of Appealing to Farm Trade.

Written for the Tradesman.

The big city merchant may not need it; but in the average small city or town, the farmer's trade is an important item to the hardware dealer. The farmer is a big customer, and the hardware dealer who knows how to go after and retain his business is pretty sure to finish the year with a neat balance on the credit side of the ledger.

With the farmer, spring is, as a rule, the big buying season; but in the fall with his crops sold and in the barn, he has more time to heed the merchant's advertising appeal. Left to himself, he will buy most generously in the spring; but good merchandising on the dealer's part will stimulate fall buying to a considerable degree.

In reaching out for farm trade, the hardware dealer should not overlook the fact that the newspaper is one of his best weapons. The city man skims through his daily paper, but if the farmer may not read as much, what he does read he reads far more thoroughly. I know from actual experience that the average farmer reads and mentally digests practically everything in his paper. Often he takes a big city daily, supplements it with the local daily or the local weekly, and subscribes to farm weeklies and magazines as well. This range of reading matter may explain to some extent why the farmer patronizes the mail order house. He reads mail order advertising in the city daily or weekly and in the farm paper; and it is usually better advertising than what the local merchant hands out through the hometown weekly. True, the local merchant nowadays is putting out far better copy than he did a few years ago; but it is up to him to put out the best copy possible, and to make a particularly strong appeal to the farming community.

To illustrate the point: the average local daily publishes, say on Wednesday, a weekly paper which is a condensed reprint of its six daily issues. The average local advertiser using daily space if he advertises in the weekly at all, merely instructs the advertising manager or, perhaps, the "make-up-man" to repeat his Wednesday copy in the weekly. Usually it is advertising matter designed pri-

marily for city customers, or of a very general nature. Naturally, it does not appeal to the farmer as a straight-from-the-shoulder talk direct to farmers would appeal.

The hardware dealer will find it profitable to make as direct as possible an appeal to farm customers. It isn't enough to use the same copy that he hands out to city customers. A wise preliminary would be to ascertain from the newspaper proprietor just about what proportion of his circulation is country and what city. If, as in most instances, the weekly is the country paper and the daily is the city paper, it will be worth while to prepare for the weekly special advertising copy, written from the farmer's point of view. If, on the other hand, the rural residents within the merchant's range of trade for the most part take the daily, as may be the case where there is a radiating system of trolley lines, then the daily advertising should be prepared with one eye at least on the rural customer.

The small town merchant who has only a weekly medium in which to advertise has, of course, no such problem to work out; his problem is to make his advertising copy as effective as possible. In this connection, it will pay to study the sort of stuff the mail order houses hand out to rural readers, through the farm papers and otherwise. The merchant will discover at least one outstanding fact: the advertising is specific and is based, very largely, on the principle of making the goods attractive by striking description and the use of, perhaps, a good cut; and then making them doubly attractive by the quotation of a special price. This advertising copy is prepared by men who understand the business; the small town merchant can, in most cases, with advantage use it as a model.

All this presupposes that the merchant has an intimate understanding of the farmer and his problems, and a fair amount of sympathy with him. The hardware dealer who handles implements as a sideline, and who often goes out into the country, who meets the farmer on his own ground and gossips with him regarding grain, livestock and improved methods, has the advantage in this regard. Personal acquaintance counts for a great deal with most farmers. The average farmer prefers to deal with the man he knows, and who knows and speaks to him by name when they meet. This element of personality is a most effective factor in the merchant's fight against the mail order house.

But the merchant who adopts a standoffish attitude toward the farmer, who can't remember names and faces and is thought too proud to recognize a man in a muddy wagon, who doesn't know enough about farm problems to discuss them familiarly—such a merchant, though his place of business be only half a mile away, has not the slightest advantage over the mail order house half way across the continent which uses advertising matter especially designed to appeal to the farm customer.

So, too, the merchant should, particularly on market days, set aside some window space for display particularly designed to appeal to country customers. Here is a display that one small town firm found very effective:

A "saw-horse" with a large log was placed in the center of the window, and above this a saw was suspended by a couple of fine wires, the saw paralleling the front of the window. A crank was arranged to give the

REYNOLDS FIRE SAFE SHINGLES

Reynolds Shingles are not designed for the city homes exclusively—they fit every requirement of a good roofing material. The suburban home, the summer cottage or the farm buildings are the natural places for large volumes of these shingles.

Reynolds Shingles are the best of their kind; they give entire satisfaction; they are guaranteed; they are beautiful, durable, economical to lay and they are fire-safe.

Supplied in four durable mineral surfaced colors—garnet, red, gray, and green.

For sale by all Lumber Dealers.

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

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS
THE Tisch-Hine Co.
237-239 Pearl St. (near the bridge) Grand Rapids, Mich.

Safe Expert

W. L. Slocum, 1 N. Ionia, Grand Rapids, guarantees to open any safe, also change combination.
Wire, phone or write when in trouble.
Citizens phone 61,037.

The Ventilation of School Rooms Is a State Law Requirement

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

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

A record of over 300 rooms ought to be evidence of our ability.
Steam and Water Heating with everything in a material line.

Correspondence solicited.

THE WEATHERLY CO.

218 Pearl Street Grand Rapids, Mich.

Foster, Stevens & Co. Wholesale Hardware

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

The "Dick Famous" Line HAND AND POWER FEED CUTTERS 40 Years the Standard

You can't buy anything better—and you can't beat our service, for as *Distributors for the Central Western States* we always carry a full stock of machines, parts, and accessories. This means instant action when you say the word.
Ask for Our Dealers' Proposition

Get your share of this business. Ask for our printed matter and catalogues. We have the goods and are glad to tell dealers all about them.

Clemens & Gingrich Co.

Distributors for Central Western States
Grand Rapids, Michigan

We Stand Back of Every Order We Sell

saw a 24-inch stroke, and it was driven back and forth by an electric motor, concealed from view by rolls of building paper at the side. From the outside the wires did not show, so that the saw appeared to be worked by invisible power. Incidentally, lanterns, axes and other articles fitted into the display. The firm did a big business in these lines while the display was on.

This was a good November window, with an appeal to country as well as town customers.

The principle of making a special appeal to the farmer should be carried further into the mailing list campaign. Most merchants who use mailing lists—and many do not who could with profit—use identical advertising matter for town and country customers. So far as printed matter is concerned, this is all right; although manufacturers and wholesalers, who usually supply the retailer with a great deal of such matter, often have special material for country customers. Where, however, circular letters specially prepared by the merchant are sent out, it is worth while, if at all possible, to prepare special circulars for farm customers, different in some respects from those sent to the mailing list of town residents.

For the country customer has his own particular needs. In November, for instance, he finds time to make repairs about the barn and house, to fix up his fences, and, perhaps, to paint his implements and vehicles. Then, too, on many farms there is the winter wood to be cut. With darkening days, lanterns will be needed. The circular letter that deals intelligently and specially along these lines is pretty sure to make a stronger appeal than a merely general talk regarding certain goods. Show the farmer that you know what he needs, and that you have what he needs, and that you're as much interested in him as you are in the man in town.

The handling of farm implements is, of course, a matter somewhat apart from the regular hardware lines; here the dealer must go out after his customers. The hardware dealer who does not handle implements, however, will find it worth while, since he can't go out personally, to make an especially strong appeal through every advertising medium at his command. The closer he gets to the farm and farm problems, the more effective his appeal will be.

William Edward Park.

Some Order.

"Dear Sir Druggist: Please give berrer some aunty toxens to gargel sore throat in a little baby three years last May."

"You will pleases gif the little poi for five cents epecak for to throw up a fife months old baby. The baby has a sore stummick."

"This child is my little girl. I send five cents to buy two sitless powders for a grown-up adult who is sick."

"My baby has eat a peace of his father's parrish plaster. Sens a anecdote quick as possible by the en-close boy. The inclosed money is for the price and send the change back."

Planning For the February Convention.

Marine City, Nov. 15—Preliminary arrangements have been completed for our annual convention which will be held in Grand Rapids on February 15, 16, 17 and 18.

The hotel headquarters will be the new Pantlind, where our business sessions will be held, while the exhibits will be located in the Klingman Furniture Exhibition building, which is admirably adapted for purposes of this kind.

Karl S. Judson, 249 Morris avenue, Grand Rapids, is manager of exhibits and has just sent out literature containing floor space and prospectus. Already many spaces have been reserved by manufacturers and others who are interested in getting the active and intelligent co-operation of the retail hardware dealers in pushing their lines of goods.

Manufacturers apparently appreciate the value of display work at conventions, as it is reported that space is being sold more freely than in past years.

The Michigan Retail Hardware Association has built up a reputation for the manner in which it has been handling the exhibit feature in connection with past conventions.

One feature, which has been productive of excellent results is the buyers' contest. Valuable prizes are given to all delegates who purchase goods from a certain number of exhibitors and, as a result, the latter enjoy a very heavy volume of business during the days of the convention.

The programme committee is now at work arranging for the business sessions and expects to present an unusually attractive programme for each meeting.

Mr. Judson, the manager of exhibits, had charge of that department when our convention met in Grand Rapids in 1912.

The exhibit and entertainment committees who are actively working on the details of the convention are as follows:

Exhibit Committee—J. J. Vander Meer, chairman; Wm. P. Meerman, Bert M. Heth, Ord. J. Page, Charles Ross, Arthur J. Scott, Karl S. Judson.

Entertainment Committee—L. J. Cortenhof, chairman; Peter J. Hendricks, Evert J. Stadt, Bert J. Ellis, Henry M. Johnson, R. A. Stonehouse, Chas. M. Alden, A. J. Scott.

A. J. Scott, Secretary.

A Boomerang.

Written for the Tradesman.

When a bit of sunshine hits you
After passing of a cloud,
When a fit of laughter gets you
And your spine is feeling proud,
Don't forget to up and fling it
At a soul that's feeling blue,
For the minute that you sling it
It's a boomerang to you.
Maurice Arnold Nathan.

OLD MICHIGAN.

Written for the Tradesman.

From Michigan, from Michigan,

A boy once went away;

He only went a little ways

When he was heard to say:

"For Michigan, for Michigan,

I'm longing, I declare—

In Michigan, I wish again,

I only could be there."

Chorus.

"The summer time is hummer time,

The winter's grand and nice;

The pleasant fall is best of all,

And spring's like paradise—

In Michigan, in Michigan,

A country rich and rare;

In Michigan, I wish again,

I only could be there."

So here's a lesson you may heed,

Before you start to roam;

You cannot find a better state

Nor win a sweeter home

Than Michigan, Old Michigan,

Where skies and fields are fair;

In Michigan, I wish again,

I always could be there.

Chorus.

The summer time is hummer time,

The winter's grand and nice;

The pleasant fall is best of all,

And spring's like paradise—

In Michigan, in Michigan,

A country rich and rare;

In Michigan, I wish again,

To live forever there.

John C. Wright.

The I. X. L. Upholstering & Mattress Co.

Mrs. of Driggs Mattress Protectors

Pure Hair and Felt Mattresses

Link and Box Springs

Boat, Chair and Window Seat Cushions

Citizens 4120

Write for Prices

Grand Rapids



Acme Tops

Heavy Duck
With Back and Side Curtains
Write for Prices

Chas. A. Coye, Inc.
Grand Rapids, Mich.

Delivery Wagons

For All Purposes

\$45 TO \$90

LIBERAL TERMS

SHERWOOD HALL CO., Ltd.

30-32 Ionia Avenue, N. W.
Grand Rapids, Mich.



Its Loose Leaf opens like a Blank Book

Write us

The Proudfit
LOOSE LEAF CO.
GRAND RAPIDS, MICH.

Match School of Music

Grand Rapids, Mich.



Highest Standard Artist Teachers

Ottokar Malek, Pianist
Founder and Director

The permanent Xmas gift to your children is

A Thorough Musical Education Under Capable Teachers

For Catalogue address
234 East Fulton St., Grand Rapids, Mich.

Grand Rapids Jobbers

Like to sell you the

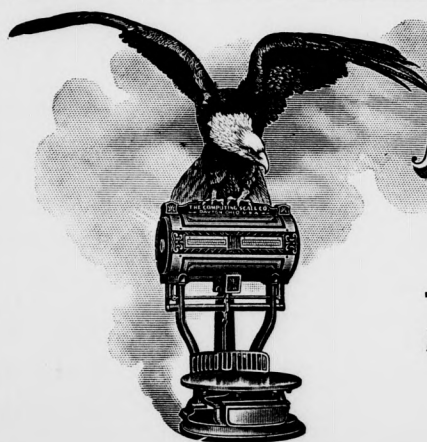


10¢ CIGAR

as well as they like to smoke it, because it's ALL THERE all the time. Try it.

H. Schneider Co.

132 Monroe Grand Rapids



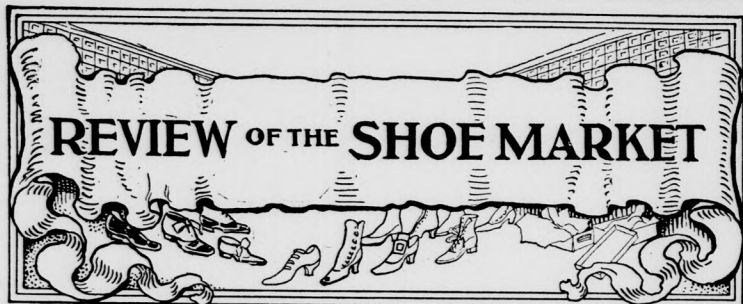
MONEYWEIGHT Scale Co.
GENERAL DISTRIBUTORS FOR
The Computing Scale Co.
Dayton, Ohio.

THE FIRST AND FOREMOST
BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

326 W. MADISON ST. CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



Revolution and Revelation in the Shoe Business.

As shoe manufacturers, especially those making women's shoes, would wish it otherwise, it cannot be denied that despite the vexations attending the practice of retailers in buying their style or novelty shoes as they need them, either from stock, or on a short time making schedule, evidently this practice has come to stay.

It is a revolution in the shoe business that an organized effort of shoemakers, with the help of the "revolutionists" themselves, has endeavored to forestall. The revolution is declared a success by leading shoe buyers in the land because its chief appeal is in the revelation that novelty shoes appeal to the average woman's vanity and that to them price is but a secondary consideration.

The shoe stores handling novelty boots this fall report a most remarkable trade and, better still, greatly increased profits. Only the stores that appeal to the very wealthy, and therefore conservative trade, have been able to make profits without extreme novelties, and this for obvious reasons.

The store that looks for the trade of the young women simply must have millinery or novelty shoes, call them what one will. And it is not alone the girl or young woman who demands the latest styles. There are thousands of women in every community who dress in just as youngish toggerly as do their daughters. Style magazines, style writers, milliners, shoe merchants, apparel dealers, etc., have commercialized style. That is the long and short of it.

The vexations endured this season by shoe retailers are the result of the physical impossibility of the shoe manufacturers to fill a vast deluge of orders for novelty boots on brief notice. We have positive knowledge that shoe manufacturers, including both those conducting stock departments and those who have accepted orders for "immediate delivery," have done their level best to fill quickly their orders on gypsy boots and other novelties. It is simply a case of not being able to make a quart pail hold a gallon.

Manufacturers cannot do the impossible, and despite the fact that there have been day and night shifts working in many factories, deliveries have been more or less delayed. Most retailers have shown due patience as the situation has been explained to them, and others, less patient, have withdrawn orders that should have remained, hoping to shop around and find "somewhere else" what they

wanted. In a great majority of cases this practice resulted in even greater disappointment for those who wanted shoes.

So while it is plainly inconsistent to expect shoe manufacturers to build three months' supply of shoes in a day, it is doubtful if the retailers of the country can, with safety, buy their novelties six, four, three or even one month in advance. Any course involving great risks will not be adopted by shoe merchants.

Some time ago Sol Wile, Secretary of the National Boot & Shoe Manufacturers' Association, advised shoe manufacturers to remind those retailers who complained of held-up orders and late deliveries that this would not have been the case had retailers taken the advice of the famous "Buy Now" circular issued last spring, and placed their fall orders then. This circular was honestly endorsed by many well-meaning persons, and by this paper, with certain exceptions, chief of which was our complaint that the committee had made a mistake in advising that dull calf shoes should be bought first and in great quantity.

We believed then, and so stated, that kid would lead in sales, and so it has proved. A shoe dealer wrote this paper recently, after having read Mr. Wile's reminder, and asked wherein the "Buy Now" circular advised the buying of gypsy boots.

At no time has this paper endeavored to dictate or control styles. Associations of retailers, business papers, last makers, pattern manufacturers and others who have attempted such a thing have all failed—utterly failed.

No one knows what will be the novelty boot for women one year from to-day, just as it would have been the height of folly for anyone to attempt to forecast present styles in November, 1914. It is a condition that requires "watchful waiting." The keenest watcher and the most watchful waiter will be the first to see the light each season, and the one to get his orders in the quickest for the season's best seller, or sellers, will reap the greatest harvest.

That the "revolution" has overthrown old ideals and ousted unprofitable practices, that it has the endorsement of the great and powerful public, that it has been fostered and en-

WANTED

From 100 pairs to 20,000 pairs of shoes for spot cash from any retailer, jobber or manufacturer. Will pay fairest kind of a price. Wire or write and we'll come.

CENTRAL MERCANTILE CO.
Tel 6893 Wabash 22 Quincy St., Chicago

How is Your Rubber Stock?

Are you prepared for the business that is sure to come with the first stormy weather?



Remember, we carry

Hub Mark Rubbers

in stock ready to ship the day your order is received

Write for our catalog showing all styles in both light and heavy rubbers.

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich

Profits

There is money to be made in having the right goods at the right time.



Warm Shoes, Felt Slippers Juliets and Moccasins

will keep the cash till ringing for the next few weeks

Let us send you samples or descriptions and prices. We have a complete stock of the styles and colors that sell the best.

Hirth-Krause Company

Grand Rapids, Michigan

couraged by ambitious, keen and intellectual retailers and manufacturers themselves, there remains no doubt.

The shoe business has had a complete overturning the past four or five years. The day of the old-time manufacturer and the easy-going, cut-price retailer lies in the past. There is without question a spirit of gambling in the new methods, but what is business but a gamble—a speculation? Life is a gamble, some wise-acre has said, but in the game of life—and of business—it is the man who is ever awake, ever alert to his opportunity, who wins!

It is a pleasure to note that most retailers are placing a large volume of their orders for spring and summer low cuts. We believe that in doing so they are entirely rational and are following out the spirit, if not the letter, of the "Buy Now" advice. Certain shoes are certain to be in demand. The bright retailer will first sell the shoes he has bought and go after the novelty business later. Staples will always outsell novelty shoes, because the majority of the American people are of the common, democratic class. Novelty shoes only increase the volume of sales.—Shoe Retailer.

Harsh Measures.

The wounded highlander in hospital was very depressed, and seemed to make no headway toward recovery. He was forever talking about his "bonnie Scotland," and the idea occurred to the doctor that a Scotch piper might rouse his spirits.

After some hunting around a piper was found, and it was arranged that he should present himself outside the hospital that night, and pour forth all the gems of Scottish music the pipes were capable of interpreting. This he did.

When the astute doctor turned up the next morning he eagerly asked the matron:

"Did the piper turn up?"

"He did," replied the matron.

"And how's our Scotch patient?"

"Oh, he's fine; I never saw such a change," said the matron.

"That's grand. It was a fine idea of mine to get that piper," said the delighted doctor.

"Yes," said the matron, sadly; "but the other thirty patients have all had a serious relapse."

Owosso Merchants Getting Together.

Owosso, Nov. 16—The Retailers met Monday evening in regular session and, while only a small number were in attendance, much work was accomplished and big plans for the future were considered.

Another Dollar day will be given in January. The last one proved a success, especially as a drawing card to get people into town from the surrounding territory.

A pure food show lasting a week is proposed for February. Much success has attended the giving of these in other cities and since Owosso has never had one, it will be of interest to this city and county.

The suggestion that the retailers give a complimentary luncheon to the residents of the county outside of Owosso met with much favor and will be further discussed later.

Advantage of Store Service Versus Self-Serving.

Grayling, Nov. 16—Suppose you walk into a man's store to buy a pair of shoes. You get a clerk who knows something about them to wait on you. He shows you a variety of styles, fits your foot and delivers the goods at once. That is service—and good service—but the consumer expects you, Mr. Dealer, to render this service as cheaply as he can pick a pair from a mail order catalogue and send away for them, cash with order, not saying anything about being unable to know the difference between a two dollar and a three dollar shoe, and the fit being very uncertain. This is the difference between waiting on yourself and engaging a competent salesman. The customer who appreciates store service will not buy from catalogue. I trust the shoe dealers will join hands with the merchants in other lines to overcome the big mail order competition. You need not fear that the new mail order plan will encourage the mail order practice.

The dry goods line is affected as much as any other by the mail order houses. It looks as if dry goods stores in small towns are having less variety of dress goods than before. Maybe this is not really so. Maybe it is the lady customer who demands larger selections and, therefore, sends to larger places for samples. If I were a dry goods dealer I would induce the wholesaler to maintain a cut-off department and then secure a lot of good sized samples of dress goods. With these, in connection with my stock, I would stand a good show to satisfy the most particular customer.

This plan would work fine in connection with the new association plan, because this would require the wholesaler as a member of the association to maintain a cut-off department to take care of the direct-to-consumer orders. But here is where the two systems will differ. When a customer enters your store to get information in regard to dress goods advertised by the association, this, of course, can not be avoided, although customers will be impressed to make out their orders at home. Still we can expect customers to call at stores and ask questions regarding goods advertised by an association in which the local dealer is connected. The different wholesalers will be known to the dealer by a number or letter, so when he receives enquiries it is simply a matter of finding out the number under which the customer wants information and the clerk will reach out and hand her a self addressed postcard, ready to fill out, to get samples of the particular kinds of dress goods in color desired. She puts on a stamp and mails it herself. This is the self-serving idea and she gets only small samples such as mail order houses now send to customers, while if she selected from the dealer's large samples, she could see the quality and pattern much better and save a lot of time. The large sample idea will not have a tendency to cut down the dealer's stock, as the dealer with the best stock will always have a better chance to draw a customer.

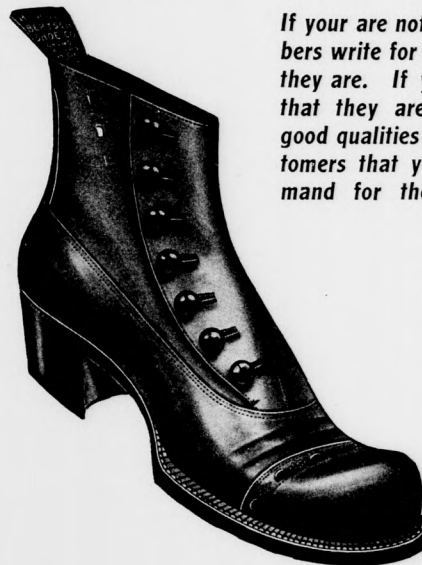
If you are not posted on the new plan referred to, write to me. Remember, this will be an association where the dealers have something to say about the management. Send for endorsement blank, as we want all live dealers present at the meeting. In writing, please enclose stamp for reply.

J. W. Sorenson.



As Serviceable as It Looks

This shoe will meet every demand for wear. It stands the knocks—that's how they are made



If you are not now handling these numbers write for samples and see how good they are. If you are handling them see that they are pushed, for their many good qualities will so appeal to your customers that you will have a steady demand for the BERTSCH GOODYEAR WELT line.

979—Men's Gun Metal Calf Blucher, Goodyear Welt, half double sole, modified high toe, D & E.....\$2.40
960—Same only Blucher.....2.35
914—Same as 979 only extra quality.....2.75
913—Same as 960 only extra quality.....2.75

These and over one hundred other Goodyear Welt and Standard Screw numbers carried in stock.

A card will bring catalogue.

Mail orders solicited

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Manufacturers Serviceable Footwear

GRAND RAPIDS, MICH.

Mr. Dealer:

Just as HOOD RUBBERS stand for warmth and comfort and satisfaction to thousands of people because of their *known quality*—

So, also;

Do HOOD RUBBERS stand for BETTER PROFITS and a more satisfactory rubber business *for you*.

Our Floor Stock is Immense

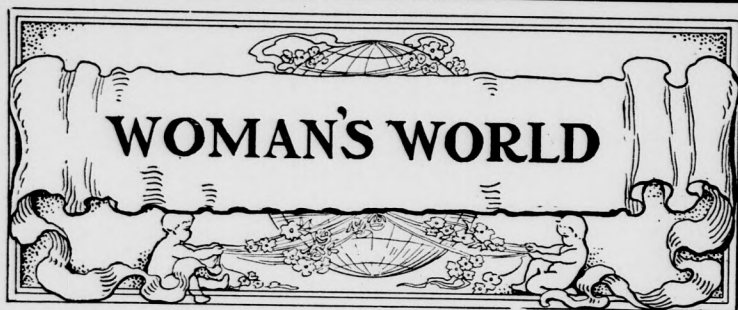
Keep in mind that we carry the *Largest Stock in Michigan*. You can get HOOD RUBBERS of us *without delay*.

Delays are dangerous when the snow flies. Avail yourself of our "5% Prompt Payment" discount and own your rubbers right. **IT'S IN FORCE NOW.**

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Dangers Lying in Wait for the Home Woman.

Written for the Tradesman.

After according full honor to the sisters who are out in the world "doing things," most fair-minded persons still hold to the belief that the home life is the best for the generality of women. As a rule fathers and mothers, however progressive they may be in their ideas, unless a girl have a decided genius that marks her as especially adapted to some particular vocation, prefer to see their daughter happily married, settled down comfortably in a home of her own, with a kind and capable husband amply able and willing to provide and care for her. They feel that this is the situation in which their darling will be safest—most securely protected and sheltered from the many storms of this mortal existence.

The belief that for most women the home life is best—both in view of their happiness and their usefulness as well—seems to me incontrovertible. But in this situation which we have considered peculiarly safe there are dangers—dangers which, paradoxical as the statement may seem, inhere in it because of its very safety. The object in pointing these out is not to cause women to shun domestic life, but rather that, choosing it, they may know its perils to avoid them. It may be explained that these perils are not those of sudden and palpable disaster, but rather those of slow and insidious atrophy and deterioration.

If one were asked to name the strongest points in favor of a professional or business career for a woman, as compared with matrimony and home, one of these must be just this: To achieve any degree of success or even to escape flat failure in a career, a woman must use her brains, and with a vigor and persistence that the home life does not compel. And very properly she of the career should count as her reward not only the tangible returns which she may secure, but also the great development that she achieves through her endeavors.

Smooth seas never make a sailor, and an easy time in life is not conducive to a strong and forceful personality. We see cases in which at the time of marriage the wife is better educated and altogether the brighter of the pair intellectually, but after some ten or fifteen years have passed, the husband has made marked advancement, while she lags woefully behind. If we trace the cause we usually find that in the struggle and competition of business or professional life the man's wits have sharp-

ened and his intellect has been forced to grow, while the wife, having no especial incentive to mental activity, has allowed her mind to become lethargic and her former accomplishments to grow rusty. The wider outlook of the man's work and the constant association with bright and brainy people may be other reasons why a man's pursuit of his business or calling often seems to be an education to him, the counterpart of which is rarely secured by the wife in the performance of her household tasks.

"Can not a woman find in the management of her home and the care of her children an ample field for the exercises of all her intellectual powers?" some one asks. Assuredly she can if she happens to have the penetration to see and the resolution to take hold of the knotty problems that her duties present. But if she has not, then just as assuredly is it possible for her to go through her routine of work in a kind of perfunctory way, with a minimum expenditure of mental energy.

It really doesn't require the brains to cook and keep house that it did before there were delicatessens and bakeries and canneries to supply all kinds of food ready prepared. While "living out of a paper sack" is neither economical nor healthful, a woman who never has taken the trouble to learn the simple processes of cooking, and who knows absolutely nothing of food values, is now able to get up fairly palatable if not very digestible meals, in a very brief time.

In the care of her children a mother may find constant exercise for all the best powers of her mind, if she so wills. But on the other hand, she may regard the offspring simply as little creatures to be fed and kept clean, their mental and spiritual training being delegated entirely to their day school and Sunday school teachers.

It is entirely possible for a wife and mother to do her work in this mechanical way, and still call down no condemnation on her head. Her efforts are not measured by any definite standards, she is subject to no authority and under no inspection, and if she does not produce results she is not branded a failure as her husband would be if he did not make good in his field of action. For all these reasons the home woman, if she does not arouse herself to counteract the tendency, is in danger of losing instead of gaining in mental grasp as the years go by.

Another danger of the home woman is a childlike ignorance of financial

matters. Her experience with money is apt to be limited to the spending of an allowance. The more capable the husband in a business way, the more marked this incompetence on the part of the wife is apt to be. It is natural for her to reason. "Why should I bother my brains about investments and the like, when I have some one who can take care of all that far better than I ever could?" But, when the loss of her efficient husband leaves her the easy prey of sharks and swindlers, the serious consequences of her past indifference to money matters becomes apparent. For the home woman it is even more important to know something about managing money and property than for the unmarried woman who has skill in some craft or profession. Not only because the home woman may need to look out for her children's interests as well as her own, but also because, in case she be thrown on her own resources, her earning power for a time at least, will in most cases be small.

No matter how well equipped to earn her living she may have been as a girl, after leading a domestic life for five, ten, fifteen or twenty years, if she again enter the ranks of paid workers, it must be at a considerable disadvantage. It is most essential that she be able to take care of and invest safely and wisely whatever means she may possess.

Physically the home woman is liable to those ailments and diseases that result from staying too closely indoors. Mentally she is in danger

of narrowness, of laying too great stress on trifles, of becoming addicted to the worry habit and hypochondria and "nerves." Morally she is a little apt to grow self-righteous and uncharitable.

Now the home woman is not fated to fall a victim to these deteriorating tendencies, if only she will make intelligent and continuous effort to counteract them. Let her recognize the dangers peculiar to her situation and she will be able to escape them.

The man or the woman who in daily work mingles with the outer world, almost of necessity develops self-control, reasonableness, a broad sympathy for humanity, and an ability to look at things from other people's points of view. While the life she leads does not tend to their cultivation, these traits are no less admirable in the home woman, and no less essential to her character if she would wield the best and highest influence of which she is capable. The wife and mother who allows herself to become dwarfed and petty-minded loses much of her attractiveness and also her power for good with her husband and children. Quillo.

When ignorance wins intelligence drops below par.



HANDKERCHIEFS

One of the biggest selling items in dry goods stores for XMAS trade, and one of the most staple, because they sell the year around.

We are showing a line that is second to none.

Ladies' cotton and linen plain hemstitched, initial and embroidered corners from 35 cents up to \$6.00 per dozen.

Children's and Ladies' packed three and six in attractive holiday boxes, ranging in price from 16½ to 45 cents per box.

SPECIAL Children's printed border packed three in attractive picture boxes, 90 cents per dozen boxes.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan

When figuring economy in Furniture—think, not only of today appearances, but buy with a view of years of durability and enjoyability.

Klingman's

The Largest Furniture Store in America

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

Be a Man and Not a Jelly Fish.

....., Nov. 8—As a subscriber to the Tradesman, upon reading the many good articles found therein, I note many ways not to offend a customer and many plans to please him. These articles are very good and inspiring and uplifting, but when I associate these articles with some stores, mine included, I wonder why there are no articles on the way customers abuse privilege of the store, and I wish to enumerate some of these things and meekly ask advice from the Tradesman and its subscribers to tell me how to overcome them.

The first and most important thing I have to contend with is loafing and shop lifting.

Almost every evening there congregates at my store a bunch of boys of the age of those who think themselves very smart. They sit upon my counters, spit upon my floor, throw peanut shucks on the floor and make themselves at home, much to my detriment and disgust. Their language is anything but decent. Their habits are vile and their respect lacking. I have spoken to them a number of times about making a loafing place of my store and the only consolation I have is a grunt or laugh—and the same thing continues night after night.

I have come to the conclusion long ago that they do those things to tantalize me, and I must confess that it does, for when I see the best trade of this town going to the other stores and women passing my store because they do not care to run the gauntlet to get in, and do not care to have remarks passed about them by a bunch of loafing rowdies who have no respect for themselves, let alone others, it certainly unnerves me. To step up to the crowd and ask them to leave the store and never enter it again would be no more than they deserve, but even this takes more nerve than I have, and to fight the bunch is also out of the question, for, possibly, any one in the crowd could handle the proprietor. Should I order them out I would gain the displeasure of some of their parents, for, bad as the boys are, the parents do not like to have it referred to by others.

I sell groceries and dry goods and have the postoffice in connection. My store at times represents more of a barroom than anything else. The tobacco smoke is so thick that you can almost cut it with a knife. And I want to say right here that I do not know how to stop them from smoking. A sign will do no good. Talking to them does no good. Asking them to behave themselves does no good, for they seem to be possessed and the swearing and loud talking something fierce. I have talked with the prosecuting attorney and the sheriff about this, but received no satisfaction. Of course, I could swear out a warrant for all those who abuse the store by doing the things detrimental to it, but this would only make the people dislike me and my trade would be curtailed.

I want the Tradesman to publish this article and tell me how to stop it, stay in business and retain my trade and, perhaps, get a little more trade.

It appears to me that there are two elements in this world to get trade from—the decent and the indecent. I might be advised to right about face and simply ask for the decent trade and tell the rowdies that they are not wanted, nor their trade, either, but even this is something that takes nerve when one has a stock of goods on his hands to sell and customers to please.

Now, my store is no exception, for I had occasion to take a trip across the State a few months ago and I visited a number of stores where the people seemed to have respect, and

other stores I found the loafers sitting around the stove, spitting upon the floor, throwing peanut shucks all around and enjoying themselves immensely. Such stores have an odor which is not pleasant. The bunch around the stove were clothed in heavy mackinaws that were some wet from snow, and as it melted it was enough to drive the proprietor from his place of business, yet he stood it, as a number of merchants are doing. Whenever one of a bunch of that kind want to buy anything they will hem and haw and run down the goods and make the life of the store-keeper miserable.

To compare such stores with city stores where they have officers handy is out of the question. I would like to see the mob which enters my store evenings enter a city store, climb upon the counters, push the goods out of their way or sit upon them, light their pipes and begin their evening orgy attempt it the second time before the police would have them by the collar, but the poor country town has no police. It may have a constable, but he is afraid of offending his neighbors and will not do anything, but the fact of the case is he himself is one of the bunch and lights have been turned out on him, as well as the others, to tell them it is time to go home.

We read much nowadays about pure food laws, scale testers, inspectors, etc., to protect the purchaser or customer from being swindled, but we never read of anything to protect the store-keepers from being swindled. They rent buildings, heat and light them, stock them with goods, and what do they get? A bunch of loafers who want a warm place to sit and smoke and make fun of his customers, especially lady customers. Uplifting isn't it? The writer thinks that he is writing brass tacks, that he is hitting the point right on the head and that he is not going around the bush any to do it. He is dealing with a delicate question and one that needs to be settled.

That same bunch will butt right in when the proprietor is trying to make a sale and advise the buyer to patronize Sears, Roebuck & Co. They ought to go to Sears, Roebuck & Co. to loaf and about the time they butted in and said to get the goods some other place I can see them moving rather lively. But Sears, Roebuck & Co. have a bunch to help them; besides, they have law and order handy, but, as said before, the poor country store-keeper seemingly has to grin and bear it.

I hope the Tradesman can find room to print this and I also hope I may be able to see in the Tradesman how to handle the bunch in this town, so that they will come in and buy what they want to move on and leave room for others.

I am ashamed to have you publish my name, for I do not want the public to know that my store is the one described. I feel sorry for the bunch here that they seemingly know no better and that what pleases them displeases me and kills my business.

One Who Wants Help.

Getting New Customers and Keeping Old Ones.

A grocer in a city of 50,000 people began business several years ago with a little neighborhood grocery. Today he has a central location, and gets his trade from every part of town. He has always gone out strongly after new customers. For instance, he makes a specialty of watching vacant houses. He does this systematically, sending out a man at periodic intervals to check off the families that have moved in since the previous inspection. Whenever a house on the "Vacant" list is found to be occupied

the canvasser calls and solicits the trade of the family. In this way many customers in town have been secured as permanent customers.

But this outside man, or canvasser, works all the time. He has the whole city charted, and he makes his rounds of old customers at regular intervals, just as a traveling salesman does. In calling on the store's regular customers he solicits special large orders, tells them about seasonable opportunities to buy, and gives them any market news that may be interesting or of financial benefit to them.

This store's growth seems to be due in large measure to the everlasting personal hammering away on the market—to the personal touch method of getting and holding customers.

The Latch-String of Opportunity.

To be a little more courteous than is necessary—To pay a little stricter attention than most people do and consequently be a little more accurate than they are—

To be a little better informed than "the average"—

To work a little harder and a little more willingly than "the bunch"—

To be neat, modest and yet confident and aggressive—

To keep the mind on clean, useful thoughts—

To spend a little less than is earned—

To be happy and yet never self-satisfied—

Summed up, it all means being the rare person who not only gives most but gets most out of the "job" and out of life.

For such people the latch-string of opportunity hangs out at many doors.—S. Roland Hall in Selling Sense.

The average man's conscience is more elastic than his suspenders.



It Sells Better
the second time

That is because

Mapleine

once used is always used

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



Quality Delivery Boxes

An Investment
With Big Dividends

Don't bother with poor, broken delivery boxes of odd sizes. Your most profitable investment, in both time and money, will be to install "Quality" Wire-Bound Boxes on each delivery route. They are made of the best material, in uniform sizes, and sold to you at unusually low prices

JOHN A. GRIER & CO.

1031-35 18th St.

Detroit, Michigan

Bell Phone 860

Citz. Phone 2713

Lynch Bros.

Special Sale Conductors

Expert Advertising—Expert Merchandising

28 So. Ionia Ave. Grand Rapids, Mich.

A Safe Match

Means a Safe Home

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

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

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

Made Only by

**The Diamond Match
Company**

The Reputation and Standing of

**Walter Baker & Co.'s
Cocoa and Chocolate
Preparations**

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package, and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 Dorchester, Mass.

THE MEAT MARKET

Galvanized Tanks.

For a butcher the galvanized iron tanks are the most preferable, for the reason that wooden tanks and wooden barrels absorb a certain percentage of the brine. If at any time during the process of curing a piece of tainted meat is put in the brine, or the meat sours, the brine in the pores of the wood also sours and becomes contaminated with different poisonous germs. When the butcher finds that this brine is spoiled he dumps it out and makes fresh brine. He does not thoroughly disinfect the barrel, and consequently the new brine is just as bad as the old brine. The germs and brine that remain on the meat will sometimes contaminate the fresh brine, but the usual fault of the brine souring is that the barrels are not perfectly clean. When galvanized iron tanks are used the salt acts on the zinc, which forms a chloride of zinc; the action being very slow, there is such a small percentage in the brine that it would hardly be noticeable. This chloride of zinc is a disinfectant and prevents the tanks from getting slimy, even above the brine, and where the butcher puts his dirty hands when getting out the meat. Practical experience has proven that galvanized iron is the best thing for curing corned beef, and butchers seem to have less trouble with it. If you have any trouble with the flavor of your corned beef it probably lies in the salt or saltpeter, or whatever you use in curing the meat.

Curing Beef Hams.

The hams when cut from the cattle should either be spread out or hung up in a room where the temperature is from 33 to 35 degrees F for twenty-four hours, thereby insuring the elimination of all animal heat. They are then best cured in vats holding 1,000 pounds each; many packers, however, cure them in tierces or barrels.

The formula for the pickle used in the first case is as follows: For 11,500 gallons of 80 degrees strength pickle add 300 pounds granulated sugar and 105 pounds of saltpeter. When a smaller amount of pickle is required make it proportionate to the above. As the meat is being packed in the vats sprinkle it with a little fine salt. The vat should then be filled with the above pickle and a rack or weight put on to keep the meat submerged. The hams should be overhauled three times, the first in ten days, again twenty-five days later, and again forty days after the second overhauling. Beef hams should be considered fully cured in from seventy-five to eighty-five days. When these hams are cur-

ed in tierces or barrels they should be rolled at the same periods as in the case of vats, giving the pickle a thorough chance to get at all parts of the meat.

Preliminary Plans For the Battle Creek Convention.

Bay City, Nov. 15—Battle Creek merchants gave good attention to a heart-to-heart talk with them on association work, held last Tuesday evening at their meeting, and are fully alive in their efforts to show other associations in this State how to succeed.

L. D. Hobbs, President, and Mr. Hoyt, Secretary, are certainly a good pair to draw to. They have that brand of enthusiasm you wrote about on the cover of last week's Michigan Tradesman.

A good business programme will be arranged and their committees are doing their duty to make the social features complete. With the big food factories back of them, and pure food show at the same time, conditions are splendid for a good convention.

I had a conference with Mr. Carey, President of the Jackson Association, and also Mr. Webster, of Jackson, who report that their association is in a flourishing condition. They are getting ready for their pure food show the coming winter. They are also much taken up with matters pertaining to the coming convention at Battle Creek. We spent a pleasant evening with them in conference and feel assured that Jackson has taken an unusual interest in association work. Wm. McMorris, President.

Preliminary Arrangements.

Battle Creek, Nov. 15—Nov. 9 at the regular meeting of the Retail Grocers and Butchers' Association, we had with us William McMorris, of Bay City, President of the Retail Grocers and General Merchants' Association of Michigan, who aided in arranging the programme for the convention on Feb. 22, 23 and 24, 1916.

The food show will open Monday, Feb. 21, and will run to and including Feb. 25. Monday will be given over entirely to the food show.

Tuesday forenoon will be devoted to the reception of guests.

Tuesday afternoon will mark the organization of the convention from 2 to 3 o'clock. From 3 to 6 the delegates will be given an automobile trip around the city, including an inspection of the Sanitarium.

Wednesday forenoon will be devoted to the presentation of committee reports and an executive session.

Wednesday afternoon will be spent in visiting the various factories in the city. Thursday forenoon will be devoted to convention work and consideration of the committee reports.

After a noon-day luncheon, a trip through another factory will be taken. From 3 to 5 o'clock will occur the annual election of officers.

Friday will be given over to the food show. A. J. Hoyt, Sec'y.

The Compostone Co. has increased its capital stock from \$15,000 to \$50,000.

G. B. READER

Successor to MAAS BROS.

Wholesale Fish Dealer



SEA FOODS AND LAKE FISH
OF ALL KINDS

Citizens Phone 2124 Bell Phone M. 1378
1052 Ottawa Ave., N. W. Grand Rapids, Mich

W. P. Granger

Wholesale
Fresh and Salt Meats

Poultry, Eggs and Oysters

Shipments of Hogs, Veal and Poultry
Solicited

Daily Remittances

Telephone 61,073

112 Louis St. Grand Rapids

Make Out Your Bills

THE EASIEST WAY

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

YOUR OLD SCALE

Let me overhaul and re-enamel it and make it good as new. Work guaranteed. Charges reasonable.

W. E. HAZARD,
1 Ionia Ave., N. W., Grand Rapids
I do all work for Toledo Scale Co. in Michigan

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.

WHOLESALE

Flour, Feed, Hay, Bags, Twine

Bakers' Supplies and Machinery, Waxed Paper, Bread Wrappers

Dry Milk Powdered Egg Cooking Oil Compound

Everything for Bakers, Flour and Feed Dealers

ROY BAKER

Wm. Alden Smith Bldg. Grand Rapids, Michigan

PEACOCK BRAND Breakfast Appetites

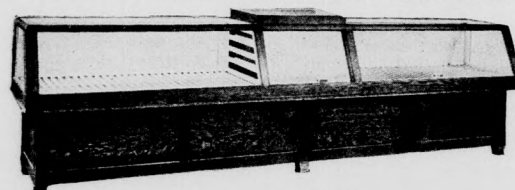
can be encouraged and well satisfied with a nice rasher of bacon and fresh eggs. Go to your grocer's and get some of the famous Peacock mild cured bacon and fry it, pouring off the grease as quickly as it forms. This makes it crisp. Peacock Hams and Bacon are cured by a special process—brine is not used—so they are not salty. They are especially prepared by Cudahy Brothers Co., Packers, Cudahy, Wis., for those who want the best.

Cudahy Brothers Co.

Packers

Cudahy, Wisconsin

NOWACZYK REFRIGERATED DISPLAY CASES

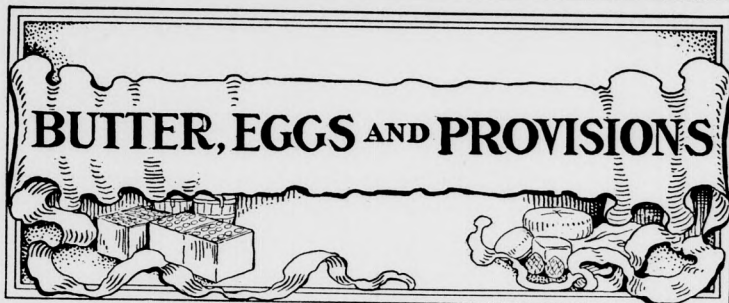


Write for Quotations

NOWACZYK HANDCRAFT FURNITURE COMPANY

35-45 Prescott Street, S. W.

Grand Rapids, Michigan



Michigan Poultry, Butter and Egg Association.

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

Fruit Flavor in Stored Eggs.

The jury in a suit brought by the Klock Produce Co. of Seattle, Washington, against Diamond Ice and Storage Co., for damages to Chinese eggs held by the latter for the plaintiff, the goods, is alleged, having become permeated with fruity flavors while in storage, recently gave a verdict in favor of the plaintiffs for damages, amounting to \$943.

Speaking of the case the Seattle Daily Produce News makes these remarkable statements:

"In support of their allegation the defendants introduced a witness who stated in a matter-of-fact manner that the reason the Chinese were so particular about gathering up their dead all over the world and sending the bodies back to China was the startling fact that the bones of the deceased were ground up and fed to the little Chinese hens.

"Another witness attempted to clear up the mystery of how the fruity flavor became attached to the eggs by testifying that in China the hens are very fond of flying fish and that upon several occasions these fish have been known to raid the fruit trees along the river like a crowd of small boys in a farmer's orchard. The fish are afterwards fed to the hens and the eggs retain the much-discussed fruity flavor."

Is Milk Food or Drink?

Chicago has raised a very interesting issue as to whether milk is food or drink. On the decision apparently rests more than appears on the surface. The medical and legal fraternities appear to agree in admitting that it may be one or the other, and for purposes of enforcing ordinances it must be judged in the light of environment.

These issues arose in the case of Merde vs. Beifeld, owners of the White City, a Chicago summer park corporation, and others, the contestant entering into contract to pay 25 per cent. of all drinks dispensed under the bar privilege. Eatables were to bear no such burden. Now a disgruntled stockholder sues the management of the park for permitting the sale of milk by the restaurant people, claiming that milk is a drink and ought to be taxed. It is pointed out that milk sold in the bar is taxed as a drink, while milk sold in the restaurant is classed as food and is free from taxation.

The Appellate Court has just decided that milk sold on the restaurant premises is an eatable, while that drawn from the

wooden cow on the grounds is a drink; therefore subject to the 25 per cent. tax.

Creamery Operator Decamps.

Farmers in Augusta township, Washenaw county, are looking for Harry Burke, who two months ago leased the Willis creamery, started to make butter, cottage cheese and condensed milk, and then disappeared. Burke claimed to be a native of Germany and to have crossed the ocean four times, but that is about all the information he gave regarding himself. The farmers took their milk there and Burke employed a buttermaker, who came with his family and household goods from Saginaw, but who has not received his wages and says Burke owes \$200. The creamery was opened by Burke six weeks ago and Friday was the first pay-day, so when over fifty farmers arrived at the creamery expecting their milk checks would help out the loss caused by the injury of the hay and grain crops by the constant rains, they found that Burke had gone away ten days ago and had not been heard from; neither had he left any money or any address. Frank Gott took out an attachment for some of Burke's materials to pay his labor bills, and a deputy sheriff from Milan levied on the rest for other creditors.

There is a general impression among egg shippers that certain markets are more strict in their grading than others. And it is known that some firms are inclined when caught on the declining market to report shipments as not up to grade or really to be much more particular about grades than at more favorable seasons. Doubtless few firms go through a year without having to turn down some eggs because they really are not up to specifications, but there can scarcely be any justifiable reason for a firm being overly particular at one time and slack in its inspection standards at another. There has been, so the report goes, an unusual number of cars turned down—either for good reason or bad. There has been so much of this that shippers in a certain producing section are loud in their claims that merchants in one or two markets are carrying this practice too far—so far that these particular shippers are diverting their business to other markets. In this, and many another respect, the shipper is most effectually guarded by doing business with strictly reliable merchants. There are plenty of them—as well as plenty of the other kind—in the egg and poultry line as well as in other branches of mercantile pursuit.

If singleness is bliss, it is folly to marry.

Not His Destination.

A Mississippi River steamer was stopped in the mouth of a tributary stream owing to a fog. An old lady passenger enquired of the captain the cause of the delay.

"Can't see up the river," was the laconic response.

"But I can see the stars overhead," said the old lady.

"Yes, ma'am," continued the captain, "but until the boiler busts we ain't going that way."

If you appreciate uniformity and high quality in butter buy BLUE VALLEY.

Blue Valley Creamery Company
Grand Rapids, Mich.

Nuts, 1915 Crop

Black Walnuts, \$1 per bu.; Shellbark Hickory Nuts, \$1.60 per bu.; Fancy Extracted Wyoming Honey, 60 lb. cans, 10c per lb. Cash with order.
E. Wood Co., Moulton, Iowa.

EGGS

We must have them to supply our yearly contracts. We will pay you better prices. Communicate with us if you get a case or more weekly. Best of references.

JUST-PLUCKED EGG FARMS CO.
Hopkins, 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

Mr. Flour Merchant:

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

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

Purity Patent Flour

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

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

E. P. MILLER, President F. H. HALLOCK, Vice Pres FRANK T. MILLER, Sec&Treas

Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence solicited

Let us hear from you if you can load good potatoes

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

The H. E. Moseley Co. is associated with us in this business

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

Mail us samples BROWN SWEDISH, RED KIDNEY, MARROWFAT or WHITE PEA BEANS you may wish to sell.

Both Phones 1217

MOSELEY BROTHERS

Grand Rapids, Mich.



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

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

The Big Prizes in the Business Game.

Successful salesman—those who make territories yield a permanent, profitable business, the sort who "wear" well—must and do possess strong positive force.

Doubt befores mind force. Indecision crucifies precision of action.

Inoculation of doubts in the salesman's mind poisons his enthusiasm.

There is little doubt that the degree of a man's power of persuasion depends upon his earnestness and enthusiasm.

Persistently thinking right means persistently acting right.

The true salesman learns what kind of thoughts count; he thinks them, acts them, until they become a part of his being, forming the directing force in his success.

The right kind of salesman begins by training himself. From the first mistake in the first town of his trip until he lays down his grip for the last time, he is in constant training.

Early in his career he discovers—and what a power that discovery is!—that the same tactics he would employ in training his horse would, if used upon himself, secure him against doubt and failure.

Over and over again with infinite patience and determination he declares to himself with spirit, "I Will" and "I Am"—until he comes to a thorough belief in his power to win men and sales. Right thinking and right doing—those are the means by which he keeps his name at the top of the sales list.

The right kind of a salesman has no fear of opposition, whether it be from his customers or his competitors.

How well he knows from experience in his early days that to listen to rebuff with ears that hear is but to succumb to a greater force than he himself possesses! Sharp thrusts received in the school of experience cause him to be watchful. Constantly he cultivates the thoughts and habits in himself that teach him to parry successfully all negative influence from within or without.

All successful salesmen are optimistic. They see only the side of things that wins, and recognize no superior among competitors. The real salesman so schools himself that he is able to sell a poor line of goods on a poorer territory, solely upon the strength of his own personality. What a mighty human dynamo he is when he finds his lot cast among circumstances wholly congenial! And so the world about him always moves onward to better and bigger things; slowly but surely he leaves behind to rust and shrivel and die every adverse suggestion, everything that has tended to lessen his power.

It is lack of brain activity that keeps the class of salesmen that go round and round and round, year in and year out doing things in the same old way, always hugging the despicable place at the bottom of the sales sheet.

It is lack of the kind of brains that work and dig and sweat till they find a way to get things done, brains that go to the bottom of things, brains that are always looking for better things, brains that never give up a problem till they find a way to solve it.

In mechanics to-day the electric dynamo stands as the highest development of mechanical power. Among salesmen the highest is the human dynamo, the man whose brain is charged with dynamic force; whose heart is on fire with enthusiasm and push; who leads the strenuous life and likes it; who is always dissatisfied, always fighting for bigger and better results; who sets his goal-post far out in the field of endeavor, and who knows no rest until he reaches it; who is on the keen scent for newer and better ideas to help him in his work; who is willing to sweat blood to get what he wants; who believes the head of his house and his manager know as much as he does; who believes the credit man will give both himself and his customers a square deal; who believes that the buyers of the establishment that pays him his salary know as much about buying goods as he does about selling them; who knows that the goods of his house are good goods, the right kind, and will sell, and that he can sell them; who spurns

the habits of indifference, of shirking, of mischief-making, of arrogance toward customers, of mutual jealousy, the "click" habit; who avoids, as evidence of weakness, such thoughts as "Oh, what's the use? The sales manager's got it for me. He's a dreamer, anyway. I always get the worst end of everything, no matter what I do." The model salesman avoids, as worst of all, the habit of fault-finding and criticism of superiors. He is the kind, and no other who gets the big prizes in the business game.

What are you Mr. Salesman?

A human dynamo, or just a common member of the Sons of Rest? Never mind the other fellow—how is it with yourself? That is the question. Walter D. Moody.

Copyrighted 1907.

The Pleasures of Youth.

A public school teacher once put this question to her pupils:

"Which would you rather have—three bags with two apples in each bag, or two bags with three apples in each bag?"

"Three bags with two apples in each bag," was the surprising answer given by one lad, while the rest of the class was struggling with the problem.

"Why, Harry?"

"Because there'd be one more bag to bust!"

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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

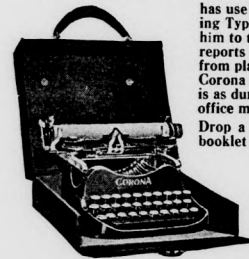
Snyder's Restaurant

Popular Prices

41 North Ionia Ave.

4 Doors North of Tradesman

EVERY SALESMAN



has use for a Corona Folding Typewriter. It enables him to type his letters and reports while traveling from place to place. The Corona weighs 6 lbs. and is as durable as the large office machine. Drop a postal for Corona booklet A-1.

Corona Sales Office
 333 Michigan Trust Bldg.
 Grand Rapids Michigan

Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

J. J. THOMSON JEWELRY CO.

GRAND RAPIDS, MICH.
 SELLS

Diamonds, Watches and Jewelry

CASH OR CREDIT

O. W. STARK, Mgr.

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

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Nov. 15—The usual army of deer hunters are now in the woods and many of our business houses are minus one or more of their chief push. However, business seems to be coming along about the same and the supply of deer has had no affect upon the ham and bacon sales as yet.

William Howden, one of our prominent business men, known as the "Hay King," died at his residence on Cedar street last Tuesday evening, and with the passing of Mr. Howden the Soo loses one of its most enterprising business men, who was one of the Soo's original boosters and always ready financially and otherwise to help a worthy cause. Mr. Howden was 52 years of age being born in Peterborough, Ont. He came to the Soo twenty years ago and was first employed by John A. Colwell until about ten years ago, when he went in business on his own account. Since then he conducted a flour and feed store on Ashmun street and later with his son went into the buying and shipping of hay exclusively, and it was here that he became known as the "Hay King." The deceased is survived by his widow, two daughters, one son and three brothers. The family have the sympathy of the entire community.

Walter DeGrace, one of the Park Hotel's popular clerks, had a narrow escape last Thursday morning while engaged in doing a little work in the yard at his home, when bricks which had been loosened during the heavy storm of Wednesday night on the Wynn block fell from the top portion of the building, missing the young man's head by only a few inches, some of the brick tearing his clothing, which was certainly a close call. Charles Hass, the National Biscuit man who rooms in the Wynn block, states that he and his wife, as well as others in the block, felt the shock Wednesday night, but it was not thought that the lightning had struck the building itself, on account of the high winds and severe rain at the time. Charles says it was the worst storm he has experienced during all of his years in the cracker business.

Is it possible that the war is drawing to an end? is the question asked around the Soo since it is necessary to come all the way to the Soo for hay for the British army, as P. R. Downey & Co. have an order for a 1,500 ton shipment, to be consigned to the Ottawa Valley in Canada. This is one of the largest hay orders that has been shipped out of the Soo and will require more than 100 cars.

The many friends and acquaintances of E. W. Dingman, veteran conductor on the Soo line, were shocked to learn of his death, which occurred in the Rest hospital, at Minneapolis, last Wednesday, after a lingering illness covering a period of about three years. Mr. Dingman was the oldest conductor in the employ of the Soo line, next to Conductor Sharp, who is still in the service. Thirty years of Mr. Dingman's life was spent on the Soo line and he was one of the best known conductors in Cloverland. He was compelled, however, to tender his resignation about three years ago on account of ill health and went to Texas to seek relief, but without effect. He came back to the Soo and about eight weeks ago left for Minneapolis, where he went to the hospital, remaining there until his death. Mrs. Dingman was with him at the time of his demise. He belonged to several railroad organizations and was active in all railroad circles. He was 58 years of age and made the Soo his home the greater part of his life. He was a member of the local lodge of Elks and the family have the sympathy of their many friends.

Brimley held an election last week for the purpose of voting on the question of dispensing with the corporation and Brimley still remains a village, but according to the Brimley boosters, they believe that the charter of the village will be annulled when the matter is voted upon again.

The officers and members of the executive committee of the Upper Peninsula Development Bureau were guests of honor at a banquet tendered them by the Menominee Commercial Club at the Hotel Menominee one day last week.

The Chief of Police at Marquette is getting busy on the agents distributing patent medicine samples in Marquette, which practice is contrary to the State law.

From some of the reports coming in from the hunters our Lower Michigan cousins are invading some of the northern sections in large numbers and are shooting anything they imagine to see in motion, so it will mean "Safety First" for all of the natives to keep out of the woods during the rush or carry a special insurance policy, covering the shooting period.

"Most men do no wrong but do little that is right."

An unusual experience was that of John Smith, Chief Deputy Sheriff of Wayne county, in getting the similarity of places confused and getting lost for two days in the wilds of the Upper Peninsula last week. There is one place on the South Shore called Rexford and another station on the Soo line called Rexton. Our popular Chief of Police Mitchell had met Mr. Smith at Alpena last summer while attending the annual meeting of the Michigan Association of Sheriffs and Police Chiefs, and they must have been talking deer, as it terminated in our Chief inviting Chief Deputy Sheriff Smith to be a guest at his camp, "Norway," south of Rexford. Sheriff Smith was given instructions as to where to find the camp, about six miles south of Rexford, and was also told that he would be met at the station by some of the party to escort him into the camp. He was expected in the Soo last Saturday to be the guest of Chief Mitchell over Sunday, but failed to get away from home on time. However, he crossed the Straits on Monday, but got confused on the two stations Rexford and Rexton and changed trains at Trout Lake and got off at Rexton on the Soo line. Finding no one to meet him he shouldered his camp outfit and hiked six miles in the direction given him, without being able to locate camp "Norway" or any other camp in the vast wilderness. In the meantime the party at Rexford became anxious. They wired a tracer after Sheriff Smith, who had, however, found his way back to Trout Lake and later discovered his error. He reached Rexford on Wednesday and is now enjoying the outing.

"It is reported that there is not a single pawn broker in Quebec. They must all be married."

Cloverland is right in it again when it comes to claiming relationship to the future Mrs. Woodrow Wilson. The Newberry folks are rejoicing over the fact that a former resident of that village is a sister-in-law of Mrs. Galt. Mrs. Powhattan Bolling, formerly Miss Lou Roberts, is the lady referred to and Mr. Bolling is a brother of Mrs. Galt. Pretty hard to get ahead of us in this northern country. We are usually in the swim.

Europe is not the only place carrying on war. They have had some opposition in the way between the French Canadians and Yanks at Drummond Island, which was pulled off last week, so strong was the race feeling between them. It was reported that the H. C. Johnson Co., operating lumber camps and a mill there, found that it could obtain labor cheaper on the Canadian side of the river. While it has not been contracting

labor on that side, the men have been practically sure of obtaining work, if they came to Johns Wood, and the trouble started when one of the men who wished to get his brother a job at the mill, made it so disagreeable for the man whose place his brother would take that he had to quit. After this a number of French Canadians came from Nesterville and Thessalon to work in the mill, but the Americans objected and the case was reported to the local immigration authorities and warrants were issued for their return to their own country. Johnson & Co. employ about 300 men besides those working in the mill and on the railway.

A record breaking auto trip was made last week after the heavy rain storm by S. D. Newton, of the Booth-Newton Co., being the first trip with his ford with the hydroplane attachment. The trip to Detroit before the rain was real sport and was made without any special incident, but after the rain on Wednesday it was a good imitation of the flood and it was found that only the hilltops were visible for miles, but Mr. Newton had his ford well broken in and it never encountered any roads too severe for him to tackle and would not stand for a little happening like a flood to keep him from reaching the Soo in time for breakfast the next morning. The only difficulty he encountered was when the water was over four feet deep in places and he had to stand upon the steering gear to keep from getting his feet wet. The only discomfort experienced was by the traveling men who were his guests on the trip as they had to invest in a pair of rubber boots enroute. Mr. Newton has also a pair of runners, so that his next trip over the beautiful will be continued later.

Neil McPhee, the well-known traveling man from Chicago, arrived with his party last week at his hunting lodge near Sheldrake. We understand that Mr. McPhee arranged in ample time to have the required number of deer grazing in the vicinity, so that it will not be necessary to take any chances on bringing back the bacon.

Engadine is putting up another big building, which will be occupied as a harness shop. More thrift for this hustling village. It is stated there are still a few choice corner lots at Engadine which are not picked up as yet, but Clyde Hecox, the hustling editor of the Enterprise, paid the village a visit last week and was taking inventory of the available snaps still to be had. Whether or not he will start a paper then is not stated.

Johnson Duncan, who has been superintendent of the H. P. Hossock Company's dock during the past summer, has closed his labors for the season.

William G. Tapert.

Boomlets From Bay City.

Bay City, Nov. 15—The campaign started by Bay Council for a class of new members last month ended Saturday afternoon, when twenty-two candidates were initiated and two old members were re-instated. Grand Counselor W. S. Lawton, of Grand Rapids, and District Deputy Ben Mercer, of Saginaw, were present. If you have any doubt as to whether they enjoyed the programme as carried out, just ask them. If Ben is through laughing, he will be able to tell you something about it. We were sorry Mr. Lawton was unable to stay to the banquet, which took place at 7 p. m. Plates were laid for 150 of the members and their wives and sweethearts, as well as the members of Saginaw Council, of which there were a large number present. A fine musical programme was provided and the entertainment was pronounced a great success by all present. An invitation from Saginaw Council to pay them a visit next

Saturday, when a large class will be initiated, was accepted and we are all going.

Ernest E. Ames, who resigned his position as traveling salesman for the Sawyer Biscuit Co., Chicago, last month to manage the Whyte Grocery Co. store, Bay City, has re-engaged himself with the Chicago firm and is now on the old job, happy and contented. He also decided to be a U. C. T. and has made application for membership in Bay Council.

A proposition to locate an automobile concern here was given considerable attention at a meeting of the board of directors of the Board of Commerce Tuesday evening. The Board have several industrial propositions under consideration and the prospects are that one or more will be induced to locate here.

The proposed trade excursion of the Bay City business men over the Michigan Central Railway to Grayling will be held on or about Dec. 15. It is expected about 100 business men will make the trip.

Another new industry has been added to Bay City's already long and constantly growing list. The Koehler Chemical Co., a newly-organized Michigan corporation, has secured a contract with the Hine Lumber & Salt Co. for the use of the latter's bitter water, a by-product of salt water, and a building near the Hine Salt Works will be temporarily utilized at once for the manufacture of bromine, an extract of bitter water. Later the company will erect its own plant. J. H. Koehler, of Pomeroy, Ohio, with his brother, C. J. Koehler, of Mason City, West Virginia, compose the company.

The Kelton-Aurand Furniture Co., recently organized here for the purpose of manufacturing furniture, has its new building well under way and expects to be ready for business by Jan. 1.

Joseph Chantiny, who has conducted a general store at Pine River for several years, recently sold his stock to Henry Fostin, of Arenac, who has taken possession and will continue the business at the same location. Mr. Chantiny has moved on a farm which he recently purchased near Mayville.

Archie J. Crago, formerly in business at Walloon Lake, has purchased a site and is erecting a store building in Atlanta, where he will engage in the general merchandise business. The business will be known as the Crago Co. W. T. Ballamy.

Gabby Gleanings From Grand Rapids.

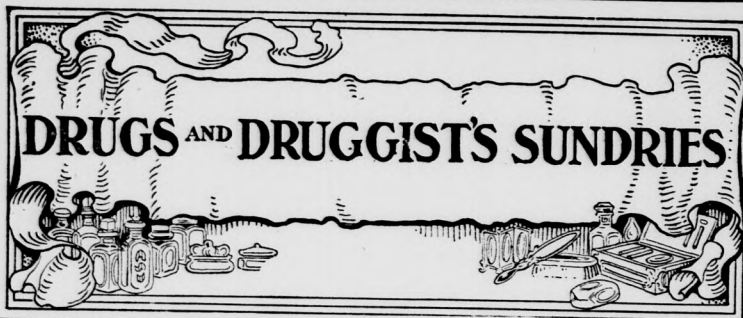
Grand Rapids, Nov. 17—The hustling little town of Coopersville is to have a new enterprise. J. H. Noble has bought the west half of the E. D. Wright block and will open next week with a complete line of groceries, furniture and funeral supplies. Mr. Noble bought his opening stock in Grand Rapids, the Worden Grocer Company furnishing the groceries and the various factories supplying the remainder of the stock. Coopersville is one of the best trading points in the State and we predict Mr. Noble will enjoy a fine business there.

Miss Florence E. Hollister, who assisted the entertainment committee of the Bagmen at their party last Saturday night, is sure some dancer. Her interpretive dance, "The Echo," was especially fine and won for her a hearty encore, to which she very gracefully responded.

Ben Wiegert, one of the hustling grocers of Douglas, is building a large addition to his store building, which will enable him to carry a larger stock. Ben's friends are glad to note that his increased business has made the old quarters inadequate to take care of the trade.

L. V. Pilkington.

It is easy to convince yourself that your troubles are greater than those of other people.



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—Grand Rapids, Nov. 16, 17 and 18; Detroit, Jan. 18, 19 and 20, 1916.

Michigan State Pharmaceutical Association.

President—C. H. Jongejan, Grand Rapids.

Secretary—D. D. Alton, Fremont.
Treasurer—John G. Stokette, Grand Rapids.

Next Annual Meeting—Detroit, June 20, 21 and 22, 1916.

Michigan Pharmaceutical Travelers' Association.

President—W. H. Martin, 165 Rhode Island avenue, Detroit.
Secretary and Treasurer—W. S. Lawton, Grand Rapids.

War Prices and Buying.

When business called me, not long ago, to a neighboring city, I took occasion to look up a druggist friend of mine, and, as was quite natural, we soon found ourselves talking about the high cost of drugs. Now, Mr. — is known to devote considerable attention to the buying end of the game, and I thought this would be an excellent chance to learn something.

"How do you manage," I asked, "to cope so successfully with the difficulties which confront the drug buyer at the present time?"

"By studying the markets," was the reply. "With my weekly New York market reports, a couple of live drug journals, a half dozen salesmen calling on me, and a wholesale house in town, if I can't keep posted, it is my own fault."

"You see," continued my friend, "it is really not so important to know that certain commodities have advanced or declined as it is know why they have done so. For instance, quinine began to soar as you will remember, some six or eight weeks ago. As soon as I learned of the first advance I began to look into the underlying causes, and decided to lay in a six months' supply at once."

"Pardon me," I interrupted, "but do you mean to tell me that you know how much quinine you sell in six months' time?"

"Why certainly. That is what I have my system of stock records for. How, otherwise, could I buy intelligently?"

"This is interesting. Go on."

"Well, quinine slipped up another three cents, and I bought a bunch of quinine tablets and capsules. It jumped again, and I looked up stock on all pharmaceutical preparations containing quinine. Then the market went up 75 cents in a single bound, and what did I do but order quantity

deals of the big-selling patent cold tablets."

"Guess you were pretty wise, old man, for they tell me the blamed stuff is worth \$1.50 per ounce now," said I. (I had just been obliged to pay that much myself, but I would not have admitted it to him for the world.)

"This is a sample of the way I handled the salicylates, bromides, etc., which have recently reached such abnormally high levels. By the way, I notice that the bromides have just advanced \$1.25 per pound. I have already supplied myself with the various elixirs, tablets, etc., as well as the salts themselves, but it strikes me that now is the time to look into the many proprietary bromide preparations. I must do so at once."

"But doesn't this savor of speculation?" I asked.

"Not at all. I have bought nothing but staples and in quantities such as can be disposed of within a reasonable length of time. There is every likelihood that prices will remain high. They will hardly fall below the figures paid. It wouldn't matter so very much if they did."

"Now, another thing: After a sharp advance in the New York market, I have noticed that often a number of days elapse before western jobbers put it on. I have also noticed that usually a much longer interval elapses before pharmaceutical preparations are affected. Prompt action has saved me many a dollar."

"Now, who would have thought of that?" said I. "By the way, do you base the selling price on actual cost or on market price?"

"The market price, by all means. Naturally, I feel in nowise responsible for present conditions, and feel justly entitled to any additional profit resulting from my foresight. That is one reason why I study market reports so assiduously." And I went back home resolving to do likewise.

Frank T. Bosworth.

Knew the Business.

The leading druggist in a certain suburb wanted an apprentice. One applicant for the situation had been employed in a fish store, but he seemed a likely lad.

"Your handwriting's good enough," said the druggist. "Can you do mental arithmetic?"

"Yes, sir," replied the lad.

"W—what would thirty-four pounds of salmon at 8 cents a pound be?"

"Bad, sir!" was the prompt answer.

The Lord made woman and she made herself over into a lady.

Mercury or Quicksilver?

Sir Hiram S. Maxim thus relates, in his recently published autobiography, his difficulty about obtaining quicksilver in London in the year 1881:

I sat down and wrote carefully, "Wanted, one pound of metallic mercury in a strong glass bottle with a cork stopper."

It was not long before the messenger again returned (he had been elsewhere previously to no purpose), and said there was no such stuff as "metallic mercury," and he had been to a large wholesale place. As the big chemist's shop was not more than two hundred yards distant, I went around with him, saw the man behind the counter, to whom he had already applied twice, and said:

"I have sent this young man round twice for some metallic mercury, and he tells me that you say you have nothing of the kind."

"No, we have never had any call for it," he replied.

"But is this not a chemist's shop?"

"Yes, and one of the largest in London."

"Do you sell all kinds of chemicals?"

"Yes."

"Then how does it happen that you have no metallic mercury?"

"We have never had a call for it before. We do not know what it is."

I then asked, "Have you any bicarbonate of soda?"

"Yes, tons of it."

"Have you any bicarbonate of potash?"

"Certainly, any amount of it."

"What is bicarbonate of potash a bicarbonate of?"

"Why, naturally, of potash."

"Could you let me have some potash before it is made up into a bicarbonate?"

"Certainly."

"Have you any bichloride of mercury?"

"Yes lots of it."

"What is bichloride of mercury a bichloride of?"

Here I had him. I asked him if it were his first day on duty.

"No, I have been here twenty years."

The head man, hearing the uproar, then came in and said, "You fool! the gentleman wants quicksilver."

Curiously enough, it had never occurred to me to call it by that name, although I certainly ought to have thought of it. However, it is never called quicksilver by scientific men. —Chemist and Druggist.

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

UNIVERSAL CLEANER

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

ORDER FROM YOUR JOBBER

Druggists' Sundries and Holiday Goods

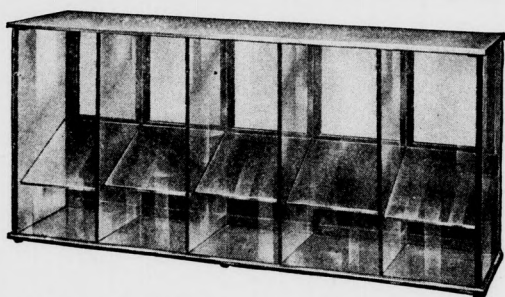
On account of very much improved conditions in general business throughout the country, the orders placed with us this season for holiday goods have been beyond our expectations. We have urged all of our customers and friends to look over our line early so that we can give them the best possible satisfaction.

Appreciating the increase in business we have enlarged our orders and can say that goods from foreign countries and from American manufacturers have come to us more promptly and more completely than we could at first expect. We are yet in a position to accommodate customers in the holiday line as well as the staple line, but ask for as early a date as possible.

May we have the pleasure of a visit in the near future?

Yours respectfully,

Hazeltine & Perkins Drug Co.



Bulk Candy Showcase

HANDSOME
PRACTICAL AND
SANITARY

SIZE
32 inches long
14 1/2 inches wide
8 1/2 inches high

No flies, no dust, no pilfering and no waste. Quick and easy service. Far ahead of globes and jars. We are special agents for this new showcase and to get them placed with our trade in the shortest possible time we are offering it for a limited period with an assortment of ten pairs of our best selling candy. We want you to have one of these cases because it will more than double your candy business. More business for you means more business for us.

Ask our salesman about the proposition or write us for particulars.

PUTNAM FACTORY, Candy Manufacturers

Grand Rapids, Mich.

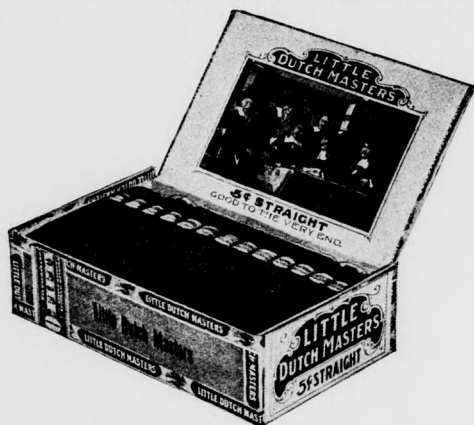
LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers



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

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

Don't Forget

That we can equip your Store or Office in "New or Used" but Up-to-date FIXTURES of any description and for every kind of business, saving you money, and will make you a liberal allowance for your old ones.

Grand Rapids Store Fixture Co.

No. 7 Ionia Ave. N.

Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

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

Acids		Mustard, true		Ipecac	
Acetic	6 @ 8	Mustard, artif'l	7 50@7 75	Iron, clo.	@ 75
Boric	11 @ 15	Neatsfoot	80@ 90	Kino	@ 80
Carbonic	2 25@2 30	Olive, pure	2 50@3 50	Myrrh	@ 1 05
Citric	68@ 75	Olive, Malaga,		Nux Vomica	@ 70
Muriatic	3 @ 5	yellow	1 55@1 65	Opium	@ 2 75
Nitric	7 1/2 @ 12	Olive, Malaga,		Opium, Camph.	@ 90
Oxalic	62@ 65	green	1 50@1 60	Opium, Deodor'd	@ 2 75
Sulphuric	3 @ 5	Orange Sweet	3 00@3 25	Rhubarb	@ 70
Tartaric	57@ 60	Organum, pure	@ 2 50		
Ammonia		Organum, com'l	@ 75	Paints	
Water, 26 deg.	6 1/2 @ 10	Pennyroyal	2 25@2 50	Lead, red dry	7 1/4 @ 7 1/2
Water, 18 deg.	4 1/2 @ 8	Peppermint	3 00@3 25	Lead, white dry	7 1/4 @ 7 1/2
Water, 14 deg.	3 1/2 @ 6	Rose, pure	10 50@12 00	Lead, white oil	7 1/4 @ 7 1/2
Carbonate	13 @ 16	Rosemary Flows	1 50@1 75	Ochre, yellow bbl.	1 @ 1 1/2
Chloride	10 @ 25	Sandalwood, E.		Ochre, yellow less	2 @ 1 1/2
Balsams		I.	7 00@8 25	Putty	2 1/2 @ 5
Copaiba	75@1 00	Sassafras, true	@ 1 10	Red Venet'n bbl.	1 @ 1 1/2
Fir (Canada)	1 25@1 50	Sassafras, artif'l	@ 60	Red Venet'n less	2 @ 5
Fir (Oregon)	40@ 50	Spearmint	2 75@3 00	Vermillion, Eng.	1 25@1 50
Peru	5 50@5 75	Sperm	90@1 00	Vermillion, Amer.	15 @ 20
Tolu	75@1 00	Tar, USP	4 00@4 25	Whiting, bbl.	11-10@1 1/2
Berries		Turpentine, bbls.	30 @ 40	Whiting, 2 @ 5	
Cubeb	70 @ 75	Turpentine, less	68 @ 75	L. H. P. Prep'd	1 35@1 45
Fish	15 @ 20	Wintergreen, tr	5 00@5 25		
Juniper	10 @ 15	Wintergreen, sweet		Insecticides	
Prickly Ash	@ 50	Wintergreen, art	4 00@4 25	Arsenic	7 @ 12
Barks		Wormseed	3 50@4 00	Blue Vitrol, bbl.	@ 7 1/2
Cassia (ordinary)	25 @ 30	Wormwood	4 00@4 25	Blue Vitrol, less	9 @ 15
Cassia (Salmon)	65 @ 75	Potassium		Bordeaux Mix Pst	8 @ 10
Elm (powd. 30c)	28 @ 30	Bicarbonate	55 @ 60	Hellebore, White	
Sassafras (pow. 30c)	@ 25	Bichromate	35 @ 40	powdered	17 @ 25
Soap Cut (powd.)		Bromide	@ 4 75	Insect Powder	30 @ 50
35c	23 @ 25	Carbonate	53 @ 60	Lead Arsenate	8 1/2 @ 16
Extracts		Chlorate, xtal and		Lime and Sulphur	
Licorice	30 @ 35	powdered	52 @ 55	Solution, gal.	15 @ 25
Licorice powdered	35 @ 40	Chlorate, granular	57 @ 60	Paris Green	20 @ 25
Flowers		Cyanide	30 @ 45	Miscellaneous	
Arnica	38 @ 45	Iodide	4 32@4 40	Acetanilid	@ 1 50
Chamomile (Ger.)	65 @ 75	Permanaganate	1 70@1 75	Alum	10 @ 15
Chamomile (Rom)	55 @ 60	Prussiate, yellow	@ 1 25	Alum, powdered and	
Gums		Prussiate, red	@ 5 00	ground	15 @ 20
Acacia, 1st	50 @ 60	Sulphate	@ 30	Bismuth, Subni-	
Acacia, 2nd	45 @ 50	Roots		trate	3 35@3 40
Acacia, 3rd	40 @ 45	Alkanet	50 @ 55	Borax xtal or	
Acacia, Sorts	25 @ 30	Blood, powdered	20 @ 25	powdered	6 1/2 @ 12
Acacia, powdered	30 @ 40	Calamus	50 @ 75	Cantharides po	2 25@5 75
Aloe (Barb. Pow)	22 @ 25	Elecampane, pwd.	15 @ 20	Calomet	1 94@1 98
Aloe (Cape Pow)	20 @ 25	Gentian, pwd.	15 @ 25	Capicum	30 @ 35
Aloe (Soc. Pow.)	40 @ 50	Ginger, African,		Carmin	4 00@4 25
Asafoetida	60 @ 75	powdered	15 @ 20	Cassia Buds	@ 40
Asafoetida, Powd.		Ginger, Jamaica,	26 @ 30	Cloves	30 @ 35
Pure	@ 1 00	powdered	26 @ 30	Chalk Prepared	@ 8 1/2
U. S. P. Powd.	@ 1 25	Golden seal pow.	6 50@7 00	Chalk	10 @ 10
Camphor	56 @ 60	Ipecac, powd.	4 25@4 50	Chloroform	55 @ 61
Gualac	40 @ 45	Licorice, powd.	18 @ 20	Chloral Hydrate	2 00@2 25
Gualac, powdered	50 @ 55	Orris, powdered	30 @ 35	Cocaine	4 60@4 90
Kino	70 @ 75	Poke, powdered	20 @ 25	Cocoa Butter	55 @ 65
Kino, powdered	75 @ 80	Rhubarb	75 @ 1 00	Corks, list, less	70 %
Myrrh	40 @ 50	Rhubarb, powd.	75 @ 1 25	Copperas, bbls.	@ 01
Myrrh, powdered	50 @ 60	Rosinweed, powd.	25 @ 30	Copperas, less	2 @ 5
Opium	12 30@12 50	Sarsaparilla, Hond.		Copperas, powd.	4 @ 6
Opium, powd.	13 50@13 70	ground	@ 65	Corrosive Sublim	1 85@1 96
Opium, gran.	13 80@14 00	Sarsaparilla Mexican,		Cream Tartar	42 @ 45
Shellac	28 @ 35	ground	20 @ 35	Cuttlebone	45 @ 50
Shellac, Bleached	30 @ 35	Squills	20 @ 35	Dextrine	7 @ 10
Leaves		Squills, powdered	40 @ 60	Dover's Powder	@ 2 50
Sage, powdered	55 @ 60	Tumeric, powd.	12 @ 15	Emery, all Nos.	6 @ 10
Buchu	1 75@1 85	Valerian, powd.	45 @ 50	Emery, powdered	5 @ 8
Buchu, powd.	1 85@2 00	Seeds		Epsom Salts, bbls.	@ 4 1/2
Sage, bulk	47 @ 50	Anise	20 @ 25	Epsom Salts, less	5 @ 8
Sage, 1/2 loose	52 @ 55	Anise, powdered	@ 25	Ergot	2 00@2 25
Senna, Alex	30 @ 35	Bird, ls	@ 12	Ergot, powdered	2 75@3 00
Senna, Tinn.	35 @ 40	Canary	8 @ 12	Flake White	15 @ 20
Senna, Tinn powd	45 @ 50	Caraway	18 @ 20	Formaldehyde lb.	10 @ 15
Uva Ursi	18 @ 20	Cardamon	2 00@2 25	Gambier	15 @ 20
Oils		Celery (powd. 55)	40 @ 50	Gelatine	75 @ 80
Almonds, Bitter,		Coriander	10 @ 18	Glassware, full cases	80 %
true	8 50@8 75	Dill	20 @ 25	Glassware, less 70 & 10 %	
Almonds, Bitter,		Fennel	70 @ 75	Glauber Salts bbl.	@ 1 1/2
artificial	5 75@6 00	Flax	50 @ 10	Glauber Salts less	2 @ 5
Almonds, Sweet,		Flax, ground	50 @ 10	Glue, brown	11 @ 15
true	1 25@1 50	Foenugreek, pow.	8 @ 10	Glue, white	10 @ 15
Almonds, Sweet,		Hemp	6 @ 10	Glue, white grd.	15 @ 20
imitation	65 @ 75	Lobelia	40 @ 50	Glycerine	60 @ 70
Amber, crude	40 @ 50	Mustard, yellow	20 @ 25	Hops	45 @ 60
Amber, rectified	50 @ 60	Mustard, black	15 @ 20	Hops	45 @ 60
Anise	2 00@2 25	Mustard, powd.	22 @ 30	Iodine	5 68@5 91
Bergamont	4 50@4 75	Poppy	30 @ 35	Iodoform	6 18@6 30
Cajeput	1 35@1 60	Quince	1 00@1 25	Lead Acetate	15 @ 20
Cassia	1 75@2 00	Rape	@ 15	Lycopodium	1 40@1 50
Castor, bbls. and		Sabadilla	@ 35	Mace	35 @ 40
cans	15 @ 17 1/2	Sabadilla, powd.	@ 40	Menthol	4 50@4 75
Cedar Leaf	90 @ 1 00	Sunflower	10 @ 15	Morphine	6 30@6 55
Citronella	75 @ 1 00	Worm American	20 @ 25	Nux Vomica	@ 20
Cloves	1 75@2 00	Worm Levant	1 00@1 10	Pepper, black pow.	@ 30
Cocunut	20 @ 25	Tinctures		Pepper, white	@ 35
Cod Liver	3 35@3 50	Aconite	@ 75	Pitch, Burgundy	@ 15
Cotton Seed	85 @ 95	Aloe	@ 65	Quassia	12 @ 15
Croton	2 00@2 25	Arnica	@ 75	Quinine, 5 oz. cans	@ 2 10
Cupbebs	3 75@4 00	Asafoetida	@ 1 35	Rochelle Salts	36 1/2 @ 40
Eigeron	1 75@2 00	Belladonna	@ 1 65	Saccharine	10 50@10 70
Eucalyptus	1 00@1 20	Benzoin	@ 1 00	Salt Peter	35 @ 40
Hemlock, pure	@ 1 00	Benzoin Compo'd	@ 1 00	Seidlitz Mixture	31 @ 35
Juniper Berries	2 75@3 00	Buchu	@ 1 50	Soap, green	@ 20
Juniper Wood	70 @ 80	Cantharides	@ 1 80	Soap, mott castile	12 @ 15
Lard, extra	90 @ 1 00	Capsicum	@ 90	Soap, white castile	@ 7 00
Lard, No. 1	75 @ 85	Cardamon	@ 1 50	less, per bar	@ 75
Lavender Flowers	@ 6 00	Cardamon, Comp.	@ 2 00	Soda Ash	1 1/2 @ 5
Lavender, Gar'n	1 25@1 40	Catechu	@ 60	Soda Bicarbonate	1 1/2 @ 5
Lemon	2 00@2 25	Cinchona	@ 1 05	Soda, Sal	@ 1 40
Linseed, boiled, bbl.	@ 69	Colchicum	@ 1 20	Spirits Camphor	@ 75
Linseed, bld less	74 @ 78	Cubebs	@ 80	Sulphur roll	2 1/2 @ 5
Linseed, raw, bbl.	@ 68	Digitalis	@ 75	Sulphur Subl.	3 @ 5
Linseed, raw, less	73 @ 78	Gentian	@ 75	Tamarinds	@ 60
		Ginger	@ 95	Tartar Emetic	15 @ 20
		Guaiac	@ 1 05	Turpentine Venice	90 @ 1 00
		Guaiac, Ammon.	@ 80	Vanilla Ex. pure	1 00@1 50
		Iodine	@ 2 00	Witch Hazel	@ 65 @ 1 00
		Iodine, Colorless	@ 2 00	Zinc Sulphate	8 @ 12

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

Evap. Apricots
Currants
Tomatoes

DECLINED

Sardines

Index to Markets

By Columns

		1		2	
		AMMONIA		Clams	
		12 oz. ovals, 2 doz. box	75	Little Neck, 1 lb.	@ 1 25
		AXLE GREASE		Clam Bouillon	
		Frazer's.		Burnham's 1/2 pt.	2 25
		1 lb. wood boxes, 4 doz.	3 00	Burnham's pts.	3 75
		1 lb. tin boxes, 3 doz.	2 35	Burnham's qts.	7 50
		3 1/2 lb. tin boxes, 2 doz.	4 25	Fair	65 @ 70
		10 lb. pails, per doz.	6 00	Good	90 @ 1 00
		15 lb. pails, per doz.	7 20	Fancy	@ 1 30
		25 lb. pails, per doz.	12 00		
		BAKED BEANS		French Peas	
		No. 1, per doz.	45 @ 90	Monbadon (Natural)	
		No. 2, per doz.	75 @ 1 40	per doz.	1 75
		No. 3, per doz.	85 @ 1 75	Gooseberries	
				No. 2, Fancy	2 50
		BATH BRICK		Hominy	
		English	95	Standard	85
		BLUING		Lobster	
		Jennings'		1/4 lb.	1 45
		Condensed Pearl Bluing	45	1/2 lb.	2 25
		Small C P Bluing, doz.	45	Picnic Flat	2 80
		Large C P Bluing, doz.	75	Mackerel	
		Folger's.		Mustard, 1 lb.	1 80
		Summer Sky, 3 dz. cs.	1 20	Mustard, 1/2 lb.	2 80
		Summer Sky, 10 dz bbl	4 00	Soused, 1 1/2 lb.	1 60
		BREAKFAST FOODS		Soused, 2 lb.	2 75
		Apetizo, Biscuits	3 00	Tomato, 1 lb.	1 50
		Bear Food, Pettijohns	2 13	Tomato, 2 lb.	2 80
		Cracked Wheat, 24-2	2 80		
		Cracker Puffed Rice	4 25	Mushrooms	
		Quaker Puffed Wheat	3 45	Buttons, 1/2s	@ 17
		Quaker Corn Flakes	1 90	Buttons, 1s	@ 23
		Victor Corn Flakes	2 20	Oysters	
		Washington Crisps	1 85	Cove, 1 lb.	@ 75
		Wheat Hearts	2 05	Cove, 2 lb.	@ 1 40
		Wheatena	4 50	Plums	
		Evaporated Sugar Corn	90	Pears in Syrup	
		Grape Nuts	2 70	No. 3 cans, per doz.	1 50
		Grape Sugar Flakes	2 50	Peas	
		Sugar Corn Flakes	2 50	Marrowfat	90 @ 1 00
		Hardy Wheat Food	2 25	Early June	1 10 @ 1 25
		Holland Rusk	3 20	Early June sifted	1 45 @ 1 55
		Krinkle Corn Flakes	1 75	Peaches	
		Maple-Flake, Whole	3 60	No. 10 size can pie	@ 3 25
		Wheat	3 60	Grated Pineapple	1 75 @ 2 10
		Minn. Wheat Cereal	3 75	Sliced	95 @ 2 60
		Ralston Wheat Food	2 25	Pumpkin	
		Large 18s	2 25	Fair	80
		Ralston Wht Food 18s	1 45	Good	90
		Ross's Whole Wheat	2 80	Fancy	1 00
		Biscuit	2 80	No. 10	2 40
		Saxon Wheat Food	3 60	Raspberries	
		Shred Wheat Biscuit	1 80	Standard	@
		Pillsbury's Best Cerl	2 50	Salmon	
		Post Toasties, T-2	2 70	Warrens, 1 lb. Tall	2 30
		Post Toasties, T-3	2 70	Warrens, 1 lb. Flat	2 45
		Post Tavern Porridge	2 80	Red Alaska	1 80 @ 1 90
				Med. Red Alaska 1 40	@ 1 45
		BROOMS		Pink Alaska	@ 1 20
		Fancy Parlor, 25 lb.	4 25	Sardines	
		Parlor, 5 String, 25 lb.	4 00	Domestic, 1/4s	3 30
		Standard Parlor, 23 lb.	3 50	Domestic, 1/2 Mustard	2 85
		Common, 23 lb.	3 25	Domestic, 3/4 Mustard	3 25
		Special, 23 lb.	2 75	French 1/4s	7 @ 1 25
		Warehouse, 23 lb.	4 25	French, 1/2s	13 @ 23
		Common, Whisk	1 00	Sauer Kraut	
		Fancy, Whisk	1 25	No. 3, cans	90
		BRUSHES		No. 10, cans	2 40
		Solid Back, 8 in.	75	Shrimps	
		Solid Back, 11 in.	95	Dunbar, 1s doz.	1 45
		Pointed Ends	85	Dunbar, 1 1/2s doz.	2 70
		Stove		Fair	90
		No. 3	90	Good	1 20
		No. 2	1 25	Fancy	1 25 @ 1 40
		No. 1	1 75	Strawberries	
		Shoe		Standard	95
		No. 3	1 70	Fancy	2 25
		No. 4	1 70	Tomatoes	
		No. 5	1 90	Good	1 00
		BUTTER COLOR		Fancy	1 40
		Dandelion, 25c size	2 00	No. 10	3 50
		CANDLES		Tuna	
		Paraffine, 6s	7	1/4s, 4 doz. in case	2 60
		Paraffine, 12s	7 1/2	1/2s, 4 doz. in case	3 60
		Wicking	20	1s, 4 doz. in case	5 60
		CANNED GOODS		CATSUP	
		Apples		Snider's pints	2 35
		3 lb. Standards	@ 90	Snider's 1/2 pints	1 35
		No. 10	@ 75	CHEESE	
		Blackberries		Acme	@ 17
		2 lb. Standard No. 10	1 50 @ 1 90	Carson City	@ 17
		Standard No. 10	@ 25	Brick	@ 18 1/2
		Beans		Lelden	@ 15
		Baked Kidney	85 @ 1 30	Limburger	@ 18
		String	1 00 @ 1 75	Pineapple	40 @ 60
		Wax	75 @ 1 25	Edam	@ 85
		Blueberries		Sap Sago	@ 22
		Standard	1 40	Swiss, domestic	@ 20
		No. 10	6 50		

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CHEWING GUM

Adams Black Jack	62
Adams Sappota	65
Beeman's Peppin	62
Beechnut	62
Chiclets	1 33
Colgan Violet Chips	65
Colgan Mint Chips	65
Dentyne	62
Doublemint	64
Flag Spruce	59
Juley Fruit	59
Red Robin	62
Sterling Gum Pep.	62
Sterling 7-Pole	62
Spearmint, Wrigleys	64
Spearmint, 5 box jars	20
Spearmint, 3 box jars	1 92
Trunk Spruce	59
Yucatan	62
Zeno	64

CHOCOLATE

Walter Baker & Co.	23
German's Sweet	23
Premium	35
Caracas	35
Walter M. Lowney Co.	32
Premium, 1/4s	32
Premium, 1/2s	32

CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 60 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	2 25
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	90
No. 72 Jute	1 10
No. 60 Sisal	1 00
Galvanized Wire	1 90
No. 20, each 100ft. long	
No. 19, each 100ft. long	
No. 20, each 100ft. long	
No. 19, each 100ft. long	2 10

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	35
Epps	42
Hershey's, 1/4s	38
Hershey's, 1/2s	38
Huyler	36
Lowney, 1/4s	33
Lowney, 1/2s	33
Lowney, 5lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	36
Wan-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	33

COCOANUT

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

COFFEES ROASTED

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

Santos

Common	20
Fair	20 1/2
Choice	21
Fancy	22
Peaberry	23

Maracaibo

Fair	24
Choice	25

Mexican

Choice	25
Fancy	26

Guatemala

Fair	25
Fancy	26

Java

Private Growth	26 @ 30
Mandling	31 @ 35
Aukola	30 @ 32
Mocha	25 @ 27
Short Bean	24 @ 25
Long Bean	24 @ 25
H. L. O. G.	26 @ 28

Bogota

Fair	24
Fancy	26
Exchange Market, Steady	26

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

Sugar Wafer Specialties	
Adora	1.00
Nabisco	1.00
Nabisco	1.75
Festino	1.50
Festino	2.50
Lorna Doone	1.00
Anola	1.00
Champagne Wafers	2.50
Above quotations of National Biscuit Co., subject to change without notice.	

CREAM TARTAR	
Barrels or Drums	40
Boxes	41
Square Cans	43
Fancy Caddies	48

DRIED FRUITS	
Apples	
Evaporated Choice blk	@ 09
Evaporated Fancy pkg.	
Apricots	
California	9 1/2 @ 10 1/2
Citron	
Corsican	16 1/2
Currants	
Imported, 1 lb. pkg.	12
Imported, bulk	11 1/2

Peaches	
Muir—Choice, 25lb.	6 1/2
Muir—Fancy, 25lb.	7 1/2
Fancy, Peeled, 25lb.	12
Peel	
Lemon American	12 1/2
Orange American	12 1/2

Raisins	
Cluster, 20 cartons	2.25
Loose Muscatels, 4 Cr.	8 1/2
Loose Muscatels, 3 Cr.	8 1/2
L. M. Seeded, 1 lb. 8 1/2	@ 8 1/2
California Prunes	
30-100 25lb. boxes	@ 7 1/2
30-90 25lb. boxes	@ 8 1/2
70-80 25lb. boxes	@ 9 1/2
30-70 25lb. boxes	@ 10
30-60 25lb. boxes	@ 10 1/2
10-50 25lb. boxes	@ 11

EVAPORATED MILK	
Red Band Brand	
Baby	2.40
Tall	3.50
5 case lots, 5c less; 10 case lots, 10c less.	

FARINACEOUS GOODS	
Beans	
California Lima	6 1/2
Med. Hand Picked	3 1/2
Brown Holland	3.20

Farina	
25 1 lb. packages	1.60
Bulk, per 100 lb.	4.50
Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3.20

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

Pearl Barley	
Chester	3.40
Portage	4.75

Peas	
Green Wisconsin bu.	3.00
Split lb.	6 1/2

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

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

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

Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	14
No. 9, 15 feet	15
Linen Lines	
Small	20
Medium	26
Large	34

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Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80
FLAVORING EXTRACTS	
Jennings D C Brand	
Extract Lemon Terpeness	
Extract Vanilla Mexican	
Both at the same price.	
No. 1, F box 1/2 oz.	85
No. 2, F box, 1 1/2 oz.	1.20
No. 4, F box, 2 1/2 oz.	2.25
No. 3, 2 1/2 oz. Taper	2.00
No. 2, 1 1/2 oz. flat	1.75

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	6.00
Fancy Spring	6.55
Wizard Graham	5.60
Wizard, Gran. Meal	4.80
Wizard Buckw't cwt.	3.25
Rye	6.25
Valley City Milling Co.	
Lily White	6.50
Light Loaf	6.10
Graham	2.60
Granena Health	2.70
Gran. Meal	1.90
Bolted Meal	1.80

JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1/4 pt. in bbls., per doz.	16
8 oz. capped in bbls., per doz.	18
MAPLEINE	
2 oz. bottles, per doz.	3.00
1 oz. bottles, per doz.	1.75
16 oz. bottles, per doz.	18.00
32 oz. bottles, per doz.	30.00
MINE MEAT	
Per case	2.85

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

MUSTARD	
1/2 lb. 6 lb. box	16
OLIVES	
Bulk, 1 gal. kegs 1 10 @ 120	
Bulk, 2 gal. kegs 1 05 @ 115	
Bulk, 5 gal. kegs 1 00 @ 110	
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1.25
Stuffed, 14 oz.	2.25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1.35
Lunch, 16 oz.	2.25
Queen, Mammoth, 19 oz.	4.25
Queen, Mammoth, 28 oz.	5.75
Olive Chow, 2 doz. cs.	2.25

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

PETROLEUM PRODUCTS	
Iron Barrels	
Perfection	7.5
Red Crown Gasoline	13.
Gas Machine Gasoline	22.9
V M & P Naptha	13.5
Capitol Cylinder	29.9
Atlantic Red Engine	13.4
Summer Black	7.2
Polarine	28.9

PICKLES	
Medium	
Barrels, 1,200 count	7.50
Half bbls., 600 count	4.25
5 gallon kegs	1.90
Small	
Barrels	9.50
Half barrels	5.00
5 gallon kegs	2.25

Gherkins	
Barrels	13.00
Half barrels	6.25
5 gallon kegs	2.50
Sweet Small	
Barrels	16.00
Half barrels	8.50
5 gallon kegs	3.20

PIPES	
Clay, No. 216, per box	1.75
Clay, T. D. full count	60
Cob	90

PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival assorted	1.25
No. 20, Rover, enam'd	1.50
No. 572, Special	1.75
No. 98, Golf, Satin fin.	2.00
No. 808, Bicycle	2.00
No. 632, Tourist, whist	2.25

POTASH	
Babbitt's, 2 doz.	1.75

PROVISIONS	
Barreled Pork	
Clear Back	22.00 @ 23.00
Short Cut Clr	20.00 @ 21.00
Bean	14.00 @ 15.00
Brisket, Clear	24.00 @ 25.00
Pig	
Clear Family	26.00

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

HIDES AND PELTS	
Hides	
Green, No. 1	15
Green, No. 2	14
Cured, No. 1	17
Cured, No. 2	16
Calfskin, green, No. 1	16
Calfskin, green, No. 2	13 1/2
Calfskin, cured, No. 1	17
Calfskin, cured, No. 2	15 1/2
Pelts	
Old Wool	60 @ 1.25
Lambs	50 @ 1.00
Shearings	30 @ .75

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Tallow	
No. 1	@ 5
No. 2	@ 4
Wool	
Unwashed, med.	@ 24
Unwashed, fine	@ 20

HORSE RADISH	
Per doz.	90
Jelly	
5lb. pails, per doz.	2.30
15lb. pails, per pail	.65
30lb. pails, per pail	1.25

ICE CREAM	
Piper Ice Cream Co. Brands	
Bulk, any flavor	60
Extra Fancy, any flavor	65
Brick, Plain	1.00
Brick, Fancy	1.20

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

Beef	
Boneless	20 00 @ 20 50
Rump, new	24 50 @ 25 00
Pig's Feet	
1/4 bbls.	1.00
3/4 bbls., 40 lbs.	2.00
1/2 bbls.	4.25
1 bbl.	8.50

Tripe	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1.60
3/4 bbls., 80 lbs.	3.00

Casings	
Hogs, per lb.	35
Beef, rounds, set	20 @ 21
Beef, middles, set	85 @ 90
Sheep	1.25 @ 1.50

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

Canned Meats	
Corned Beef, 2 lb.	4.70
Corned Beef, 1 lb.	2.50
Roast Beef, 2 lb.	4.70
Roast Beef, 1 lb.	2.50
Potted Meat, Ham	48
Flavor, 1/2	48
Potted Meat, Ham	90
Flavor, 1/2	48
Deviled Meat, Ham	48
Flavor, 1/2	90
Potted Tongue, 1/2	48
Potted Tongue, 1/2	90

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

ROLLED OATS	
Rolls, Avena, bbls.	5.60
Steel Cut, 100 lb. sks.	2.99
Monarch, bbls.	4.50
Monarch, 90 lb. sks.	5.35
Quaker, 18 Regular	1.45
Quaker, 20 Family	4.50

SALAD DRESSING	
Columbia, 1/2 pint	2.25
Columbia, 1 pint	4.00
Durkee's, large	4.50
Durkee's, small, 2 doz.	5.25
Snider's, large, 1 doz.	2.35
Snider's, small, 2 doz.	1.35

SALERATUS	
Packed 50 lbs. in box	
Arm and Hammer	3.00
Wyandotte, 100 1/2	3.00

SAL SODA	
Granulated, bbls.	80
Granulated, 100 lbs. cs.	90
Granulated, 36 pkgs.	1.25

SALT	
Common Grades	
100 2 lb. sacks	2.60
70 4 lb. sacks	2.40
60 5 lb. sacks	2.40
28 10 lb. sacks	2.25
56 lb. sacks	2.00
28 lb. sacks	2.00

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

Solar Rock	
56 lb. sacks	26

Common	
Granulated, Fine	1.10
Medium, Fine	1.15

SALT FISH	
Cod	
Large, whole	@ 7 1/2
Small, whole	@ 7
Strips or bricks	@ 9 @ 13
Pollock	@ 5

Smoked Salmon	
Strips	9
Halibut	
Strips	18
Chunks	19

SPECIAL PRICE CURRENT

15

16

17

12

13

14

Smoking		Queen Quality	
All Leaf, 2 1/2 & 7 oz.	30	Rob Roy, 5c foil	48
BB, 3 1/2 oz.	6 00	Rob Roy, 10c gross	5 75
BB, 7 oz.	12 00	Rob Roy, 25c doz.	2 10
BB, 14 oz.	24 00	Rob Roy, 50c doz.	4 10
Bagdad, 10c tins	11 52	S. & M., 5c gross	5 76
Badger, 3 oz.	5 04	S. & M., 14 oz., doz.	3 20
Badger, 7 oz.	11 52	Soldier Boy, 5c gross	5 76
Banner, 5c	5 76	Soldier Boy, 10c	10 50
Banner, 20c	1 60	Pilot, 7 oz. doz.	1 05
Banner, 40c	3 20	Soldier Boy, 1 lb.	4 75
Belwood, Mixture, 10c	94	Sweet Caporal, 1 oz.	60
Big Chief, 2 1/2 oz.	6 00	Sweet Lotus, 5c	5 76
Big Chief, 16 oz.	30	Sweet Lotus, 10c	11 52
Bull Durham, 5c	5 58	Sweet Lotus, per doz.	4 60
Bull Durham, 10c	11 52	Sweet Rose, 2 1/2 oz.	30
Bull Durham, 15c	17 28	Sweet Tip Top, 5c	50
Bull Durham, 8 oz.	3 60	Sweet Tip Top, 10c	1 00
Bull Durham, 16 oz.	6 72	Sweet Tips, 1/4 gro.	10 08
Buck Horn, 5c	5 76	Sun Cured, 10c	98
Buck Horn, 10c	11 52	Summer Time, 5c	5 76
Briar Pipe, 5c	5 76	Summer Time, 7 oz.	1 65
Briar Pipe, 10c	11 52	Summer Time, 14 oz.	3 50
Black Swan, 5c	5 76	Standard, 5c foil	5 76
Black Swan, 14 oz.	3 50	Standard, 10c paper	8 64
Bob White, 5c	6 00	Seal N. C. 1 1/2 cut plug	70
Brotherhood, 5c	6 00	Seal N. C. 1 1/2 Gran.	63
Brotherhood, 10c	11 10	Three Feathers, 1 oz.	48
Brotherhood, 16 oz.	5 05	Three Feathers, 10c	11 52
Carnival, 5c	5 70	Three Feathers and	
Carnival, 1/2 oz.	39	Pipe combination	2 25
Carnival, 16 oz.	40	Tom & Jerry, 14 oz.	3 50
Cigar Clip's, Johnson	30	Tom & Jerry, 7 oz.	1 80
Cigar Clip's, Seymour	30	Tom & Jerry, 3 oz.	76
Identity, 3 and 16 oz.	30	Trout Line, 5c	5 90
Darby Cigar Cuttings	4 50	Trout Line, 10c	11 00
Continental Cubes, 10c	90	Turkish, Patrol, 2-9	5 76
Corn Cake, 14 oz.	2 55	Tuxedo, 1 oz. bags	48
Corn Cake, 7 oz.	1 45	Tuxedo, 2 oz. tins	96
Corn Cake, 5c	5 76	Tuxedo, 20c	1 90
Cream, 50c pails	4 70	Tuxedo, 80c tins	7 45
Cuban Star, 5c foil	5 76	War Path, 5c	6 00
Cuban Star, 16 oz. pils	5 72	Wave Line, 20c	1 60
Chips, 10c	10 30	Wave Line, 3 oz.	40
Chips Best, 1 1/2 oz.	79	Wave Line, 16 oz.	40
Dills Best, 3 1/2 oz.	79	Way up, 2 1/2 oz.	5 75
Dills Best, 16 oz.	73	Way up, 16 oz. pails	31
Dixie Kid, 5c	48	Wild Fruit, 5c	5 76
Duke's Mixture, 5c	5 76	Wild Fruit, 10c	11 52
Duke's Mixture, 10c	11 52	Yum Yum, 5c	5 76
Duke's Cameo, 5c	5 76	Yum Yum, 10c	11 52
Drum, 5c	5 76	Yum Yum, 1 lb. doz.	4 80
F. F. A., 4 oz.	5 04	TWINE	
F. F. A., 7 oz.	11 52	Cotton 3 ply	22
Fashion 5c	6 00	Cotton 4 ply	22
Fashion, 16 oz.	5 28	Jute, 2 ply	14
Five Bros., 5c	5 76	Hemp, 6 ply	13
Five Bros., 10c	10 28	Flax, medium	24
Five cent cut Plug	53	Wool, 1 lb. bales	10 1/2
F. O. B. 10c	11 52	VINEGAR	
Four Roses, 10c	96	White Wine, 40 grain	8 1/2
Full Dress, 1 1/2 oz.	72	White Wine, 80 grain	11 1/2
Glad Hand, 5c	48	White Wine, 100 grain	13
Gold Block, 10c	12 00	Oakland Vinegar & Pickle	
Gold Star, 50c pail	4 60	Co.'s Brands	
Gail & Ax Navy, 5c	5 76	Highland apple cider	18
Growler, 5c	42	Oakland apple cider	13
Growler, 10c	94	State Seal sugar	11 1/2
Growler, 20c	1 85	Oakland white picklog	10
Giant, 5c	5 76	Packages free.	
Giant, 40c	3 72	WICKING	
Hand Made, 2 1/2 oz.	50	No. 0, per gross	35
Hazel Nut, 5c	5 76	No. 1, per gross	45
Honey Dew, 10c	12 00	No. 2, per gross	55
Hunting, 5c	38	No. 3, per gross	80
I X L, 5c	6 10	WOODENWARE	
I X L, in pails	3 90	Baskets	
Just Suits, 5c	6 00	Bushels	1 00
Just Suits, 10c	12 00	Bushels, wide band	1 15
Kiln Dried, 25c	2 45	Market	40
King Bird, 7 oz.	2 16	Splint, large	4 00
King Bird, 10c	11 52	Splint, medium	3 50
King Bird, 5c	5 76	Splint, small	3 00
La Turka, 5c	5 76	Willow, Clothes, large	8 00
Little Giant, 1 lb.	28	Willow, Clothes, small	6 25
Lucky Strike, 10c	96	Willow, Clothes, me'm	7 25
Le Redo, 3 oz.	10 80	Butter Plates	
Le Redo, 8 & 16 oz.	38	Ovals	
Myrtle Navy, 10c	11 52	1/4 lb., 250 in crate	35
Myrtle Navy, 5c	5 76	1/2 lb., 250 in crate	35
Maryland Club, 5c	50	1 lb., 250 in crate	50
Mayflower, 5c	5 76	2 lb., 250 in crate	70
Mayflower, 10c	96	3 lb., 250 in crate	90
Mayflower, 20c	1 82	Wire End	
Nigger Hair, 5c	6 00	1 lb., 250 in crate	35
Nigger Hair, 10c	10 70	2 lb., 250 in crate	45
Nigger Head, 5c	5 40	3 lb., 250 in crate	55
Nigger Head, 10c	10 56	5 lb., 20 in crate	65
Noon Hour, 5c	48	Churns	
Old Colony, 1-12 gro.	11 52	Barrel, 5 gal., each	2 40
Old Mill, 5c	5 76	Barrel, 10 gal., each	2 55
Old English Crve 1 1/2 oz.	96	Clothes Pins	
Old Crop, 5c	5 76	Round Head	
Old Crop, 25c	20	4 1/2 inch, 5 gross	60
P. S., 8 oz. 30 lb. cs.	19	Cartons, 20 2 1/2 doz. bxs	65
P. S., 3 oz., per gro.	5 70	Egg Crates and Fillers	
Pat Hand, 1 oz.	63	Humpty Dumpty, 12 dz.	20
Patterson Seal, 1 1/2 oz.	48	No. 1 complete	40
Patterson Seal, 3 oz.	96	No. 2 complete	28
Patterson Seal, 16 oz.	5 00	Case No. 2, fillers, 15	
Peerless, 5c	5 76	sets	1 85
Peerless, 10c cloth	11 52	Case, medium, 12 sets	1 15
Peerless, 10c paper	10 80	Faucets	
Peerless, 20c	2 04	Cork lined, 3 in.	70
Peerless, 40c	4 08	Cork lined, 9 in.	80
Plaza, 2 gro. case	5 76	Cork lined, 10 in.	90
Plow Boy, 5c	5 76	AXLE GREASE	
Plow Boy, 10c	11 40	MICA AXLE GREASE	
Plow Boy, 14 oz.	4 70	TELFER'S Dry ROAST COFFEE	
Pedro, 10c	11 93	MADE IN DETROIT USA	
Pride of Virginia, 1 1/2	77	Jamo, 1 lb. tin	31
Pilot, 5c	5 76	Eden, 1 lb. tin	27
Pilot, 14 oz. doz.	2 10	Belle Isle, 1 lb. pkg.	27
Prince Albert, 5c	48	Bismarck, 1 lb. pkg.	24
Prince Albert, 10c	96	Vera, 1 lb. pkg.	22
Prince Albert, 8 oz.	3 84	Koran, 1 lb. pkg.	22
Prince Albert, 16 oz.	7 44	Telfer's Quality	25
		Moson	18
		Quality, 20	16
		W. J. G. Tea	37
		Cherry Blossom Tea	37
		Telfer's Ceylon	40

BAKING POWDER
K. C.

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	32 80
With 4 dozen 10 oz. free	
Barrel Deal No. 2	
6 doz. each, 10, 15 and	24 60
With 3 dozen 10 oz. free	
Half-Barrel Deal No. 3	
4 doz. each, 10, 15 and	16 40
25 oz.	
With 2 doz. 10 oz. free	
All cases sold F. O. B.	
jobbing point.	
All barrels and half-	
barrels sold F. O. B. Chi-	
cago.	

Toothpicks

Birch, 100 packages	2 00
Ideal	85

Traps

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

Tubs

No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	7 50
Medium Galvanized	6 50
Small Galvanized	5 50

Washboards

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

Window Cleaners

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

Wood Bowls

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

WRAPPING PAPER

Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short c't	10
Wax Butter, full c't	15
Wax Butter, rolls	12

YEAST CAKE

Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	1 50
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	85

AXLE GREASE



TELFER'S Dry ROAST COFFEE



1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	23 10

Roasted
Dwinnell-Wright Brands

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



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

SOAP

Lautz Bros. & Co.	
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 ovals 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

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

FOOTE & JENKS' Killarney (BRAND REGISTERED) Ginger Ale

(CONTAINS NO CAPSICUM)

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

A Partial List of Authorized Bottlers: A. L. JOYCE & SON, Grand Rapids and Traverse City, Mich.;
KALAMAZOO BOTTLING CO., Kalamazoo, Mich.; KILLARNEY BOTTLING CO., Jackson, Mich.

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 compris-
ing 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

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

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

Soap Compounds

Johnson's Fine, 48 2	3 25
Johnson's XXXX 100 5c	4 00
Rub-No-More	3 85
Nine O'Clock	3 50

Washing Powders

Armour's	3 70
Babbitt's 1776	3 70
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

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.

Wanted—Any good manufacturer's line to sell in Western Montana, Idaho and Washington or in British Columbia and Alberta. Must be the right goods and at bottom price. References given. W. F. Paxton, Lethbridge, Alberta, Canada. 623

For Sale—Clean stock merchandise about \$3,000. Groceries, shoes, staple dry goods, in said country town. Sacrifice for quick sale. No sales people need answer. Would take good residence property up to \$1,800 to \$2,000. Address Owner, care Michigan Tradesman. 629

For Sale—My patent for improved rotary drill and improved bench drill, patent number 1,156,001. Will bear strict investigation. For further information address K. K. Feinaigle, Creighton, Nebraska. 614

For Sale—Restaurant, lunch room and cigar store in connection; eight-room flat furnished above store. Busy factory town. Established two years. One-half block from depot. Big stock. Reasonable offer will sell. Owner going west. Princess Restaurant, Three Oaks, Michigan. 615

For Sale—Grocery and meat market in town about 1,000. Am doing about \$18,000 annually. Best location in the town. Reason for selling I am going away. Price \$2,000 cash. C. W. Freer, Box 11, Galesburg, Michigan. 616

\$5,800 buys modern meat market. High class trade of \$120 day. Established 20 years. If you are looking for a business that will pay instant returns on investment, here it is. Address D. C. Flint, Girard, Kansas. 617

To Exchange—160 acres heavy virgin timber, birch, maple, hemlock, ash, elm, etc., near railroad in Northern Wisconsin, for good stock, hardware preferred. Address No. 618, care Michigan Tradesman. 618

Gasoline Light Plant for sale cheap. We have just put in electric lights and will sell our gasoline light plant. Good condition. 13 lights. 10 gallon tank. Hollow wire to generator and pipes from there to burners. Cost \$125, will sell to first bidder for \$50. Claude H. Shettel Co., Middlebury, Indiana. 619

Opportunity—To make good money for man with some capital and lots of push, to market an article in daily demand. Address P. D. Keim, Kalamazoo, Michigan. 620

For Sale—In Florida, 15 acres land all cleared and fenced, 6 acres set to orange and grape fruit trees one year old. First-class residence and store building. Store doing nice business. Located near railroad station, church and school. We have several other splendid orange groves for sale in this same part of Florida. Send for full particulars. Address, The American Realty Co., Scranton, Pa. 621

We buy and sell all kinds of real estate and business propositions, no matter where located. Let us handle yours. Templeton & Alsbaugh, Canton, Ohio. 622

For Sale—General stock of merchandise at Collins, Montana. Business has been profitable. This point draws trade from large surrounding country. If interested, apply to B. J. Boorman, Great Falls, Montana. 624

For Sale—Stock of hardware, this city, old established trade. Store well located, low rent. Inventory about \$5,500. A bargain. Templeton & Alsbaugh, Canton, Ohio. 623

For Sale—Good clean up-to-date small stock of dry goods, shoes, ladies' coats and house dresses, men's hats, caps and furnishings; 4 maple coats, 2 floor cases, 1 wax head cloak form, 1 dressing mirror, 1 oval top umbrella case and other fixtures. No trades. Glenan & Co., Kalkaska, Michigan. 625

Wanted To Buy—Good clean stock of drugs, and store fixtures. Must be bargain. Address N. J. Weeks, 507 Clinton St., Kalamazoo, Michigan. 626

For Sale—Millinery stock and fixtures; clean stock; price right; one other in town. Address Lock Box 21, Jonesville, Michigan. 627

For Sale—House and lot. Also candy and cigar store doing good business; will sacrifice same on account of health; worth while investigating. Ed. C. Lemerand, Monroe, Michigan. 516

For Rent—Building at 949 Cherry St. A-1 place for meat market. Next to Maloney's grocery. Enquire G. Heyt, 949 Cherry St., Grand Rapids, Michigan. 599

For Sale—At a bargain including meat market, outfit, McRea cooler, blocks, counters, etc. Address E. E. Rine, Economy Market, Petoskey, Mich. 605

Must Be Sold At Once—Store stock and fixtures. We have a small line of dry goods and a fine stock of groceries. This store is in a fine location and am selling \$12,000 per year. Between \$1,500 and \$2,000 will take this business. If you are interested write us. Reason for selling going into produce business. Nearly all cash business. Come and see. Dillon Bros., New Lothrop, Mich. 592

Meat Market—We have a fine new store for rent; 300 families and twenty-five new homes building; no competition. This is a rare opportunity to start in a new district. Address Villa Park Consumers Co., Elmhurst, Illinois. 593

Saw Mill For Sale—Consisting of rotary and band resaw, two planers and various other machinery. Address Lock Box 17, Mattoon, Wisconsin. 610

For Sale—Established business in implements, wagons, buggies, fruit packages, coopers, coal yard, my own buildings and home at Millburg, Berrien county, six miles east of Benton Harbor, on interurban. Will sell cheap for cash or exchange for a good stock or grain farm. For particulars, write owner, Will Kitron, Benton Harbor, R. F. D., Michigan. 600

For Sale—An established business of gents' furnishings shoes and tailoring in the best location in the city of Detroit. Stock will inventory about \$4,500 or \$5,000. Will sell at 100c on dollar. Lease and good will goes with it. This is spot cash, no trade. A chance for somebody. Reason for selling, other business. Address No. 588, care Tradesman. 588

For Sale—Most modern up-to-date grocery in San Diego, Calif. Closest in grocery, center shopping district. Low rent, long lease. Invoice about \$4,000. Owner compelled to leave city. Address Owner, P. O. Box 193, San Diego, California. 590

For Sale—Drug and grocery store in thriving northern railroad village of 500. Only drug store in seven miles in good farming region in center of resort country. Address No. 594, care Michigan Tradesman. 594

A Real Dairy—In a live town of 10,000, Manhattan, the home of the Kansas State Agricultural College; are doing good business, with bright prospects. Address Abbott & Son, Manhattan, Kansas. 595

Hotel De Haas, 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. De Haas, Fremont, Michigan. 597

Drug Store For Sale—Stock and fixtures, \$1,800. No other pharmacist. L. Gordon, Vermont, Illinois. 598

For Sale—Or might exchange for real estate in city if location suited, \$9,000 stock of clothing, shoes and furnishings; old established business clean and up-to-date, in one of Michigan's best towns of about 1,500. Easy terms or can reduce stock to accommodate purchaser. Address No. 601, care Michigan Tradesman. 601

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

Wanted—To hear from owner of good mercantile stock for sale. Box 1735, Houston, Texas. 608

For Sale—Good clean hardware stock doing good business. Invoice about \$4,000. Address No. 609, care Tradesman. 609

For Sale—Two meat markets located at 112 Michigan street and one at the corner of Walker and Garfield avenues. Good locations and doing fine business. I have three markets and since the death of my brother have not been able to take care of all. One requires all my time. Address Walter Thomasma, 400 Leonard St., Grand Rapids, Mich. 560

Will Exchange Farm for General Stock—65-acre fruit farm and summer resort property, located on a beautiful Northern Michigan lake. New seven room house. Will exchange for general stock or any good mercantile line. Address No. 585, care Michigan Tradesman. 585

A Light Manufacturing Business For Sale—On investment of \$1,000 you can make \$2,500 annually; stock and machinery inventories more than I will sell it for. Nicol, 426 Hammond Bldg., Detroit. 575

For Sale—Shoe, feed, seed, grocery business on Eighth street 39 years. Only feed store, town 3,000; double stores, steam, electric; reason for selling old age. Rent reasonable. Philip Stockinger, Bremen, Indiana. 577

For Sale—Meat market; the best little market in the city, right down town; the best of fixtures; good reason for selling; write for information. P. O. Box 496, Battle Creek, Michigan. 581

For Sale—Complete furnishing of Bayport Hotel with well established business. Right price to right party. Apply D. E. Johnston, Prop., Bayport, Mich. 570

For Sale—Clean, up-to-date stock of dry goods and groceries, in good town with electric lights and water works, good farm trade. Box 342, Saranac, Michigan. 576

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Buyer, Milwaukee, Wisconsin. 925

Safes Opened—W. L. Slocum, safe expert and locksmith. 1 Ionia Ave. N. W., Grand Rapids, Michigan. 104

Hardware For Sale—About \$5,000 stock and fixtures in a town of 1,500 population, Central Michigan. Annual business \$20,000 to \$22,000 per year. Stock clean, location best. Furniture and fixtures about \$700. Enquire W. C. Hopson Co., 220 Ellsworth Ave., Grand Rapids, Michigan. 569

For Sale—Long established general merchandise business in village surrounded by fine farms. Money making location. Long time lease. Good reasons. W. F. Beatty, New Lothrop, Mich. 582

For Sale—Clean stock general merchandise in one of best towns 800 population, Central Michigan; finest country around. Will reduce stock to \$2,000 or \$2,500, and sell stock and fixtures at inventory, one-half down, balance on contract. Address No. 583, care Tradesman. 583

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

Shoes—We are stock buyers of all kinds of shoes, large or small, parts of or any kind of merchandise. Largest prices paid. Write at once. Perry Mercantile Co., 524 Gratiot avenue, Detroit, Michigan. 517

For Sale By Owner—Seven thousand acres of fertile land in the Mississippi Valley, Craighead county, Arkansas. Part in cultivation, part cutover and part in virgin timber, not subject to overflow and well drained with natural drainage and canal. Fourteen miles from town of fifteen thousand people. Four miles to Cotton Belt railroad, four miles to Frisco, nine hours run to St. Louis and Kansas City and four hours to Memphis. Standard gauge logging road through the center of the tract. Will sell land and timber but prefer to sell land only. Will put balance of land in cultivation. Will sell this proposition as a whole or in blocks to suit with land cleared ready for the plow, properly fenced and suitable houses. This proposition will net better than 10 per cent. on the investment and will bear a strict investigation. L. A. Goodrich, Box 597, Jonesboro, Ark. 508

Fruitbelt Farms at bargain prices. Catalogue or \$50 selling proposition free. Pardee, Traverse City, Michigan. 543

To Exchange By Owner—320 acres fine wheat ranch, cultivated, Southern Idaho. Price \$12,800, for general merchandise. Address, Box 43, Aberdeen, Idaho. 562

Business Opportunity—Wanted, a responsible firm or individual, experienced in the grain business to establish and operate a second elevator in a live town in the center of the best agricultural district in this State. Located on the T. S. & M. Branch of the Grand Trunk Railway. No better opening in the State for a responsible dealer with available capital. Local capital can be secured if desired. For particulars call on or address the Farmers & Merchants State Bank, Carson City, Michigan. 572

Merchandise Sales Conductor. For closing out entirely or reducing stocks, get Flood, Dexter, Michigan. 18

Auctioneer—Merchandise and real estate auctioneering is my specialty. Magnus Wangen, Hartland, Minn. 453

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

To Trade—A farm for a stock of merchandise. Address Phillip Lippert, Stanton, Michigan. 510

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. Krulsenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 870

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

POSITION WANTED.

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

HELP WANTED.

Wanted—At once capable, honest and energetic young man with good knowledge of the business to manage carpet and drapery department. Send recommendations. Apply to the Mills Dry Goods Company, Lansing, Mich. 606

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THE NOTE TO ENGLAND.

Chief Justice Taney once declared, for Lincoln's information, that under the Constitution the President could not suspend the privilege of the writ of habeas corpus. President Lincoln, however, felt that since the basic structure on which the Constitution rested was in peril, certain of the privileges it guarantees might have to be sacrificed. He wrote, "Are all laws but one to go unexecuted and the Government itself to go to pieces lest that one be violated?"

Something like this condition confronts our State Department in the matter of its recent note to Great Britain. The fact is, Germany started this war by violating vital restrictions placed upon her by the law of nations and the laws of humanity, and she has never hesitated to override the rights thereby guaranteed when, by so doing, she seemed to be serving her immediate interests. Should Germany win, peoples engaged in future wars may not safely assume that obligations of international law will be respected. Conventions may meet, as did those at Geneva, at Paris, or The Hague, but the justified fear will remain that when the clash comes that side will win which is the quickest to disregard the treaties previously made. Germany's success would convert the foundation of the house in which international law resides into quicksand, at least in war times, when stability is peculiarly needed.

On the other hand, the Allied peoples are dying, by the hundred thousands, that the law of nations may live. They are, to pursue our figure, spending billions to strengthen the foundations of its dwelling place. When the Constitution itself was in danger, Lincoln did not hesitate to suspend some of the rights it guaranteed to preserve the instrument as a whole. When Germany is trying to dynamite the abode of international good morals, we should not be too severe on Great Britain, which is trying to save the structure, if she rearranges some of the furniture to our present inconvenience. Our State Department should not assume towards the Court of St. James the attitude of a lawyer sacrificing no points lest he diminish his client's chances for the ultimate collection of large damages. By such a course, we may increase our opportunity for future profits, but injure our National self-respect. For years to come we should find in books, in magazines, in most unexpected places, references to the narrowness of our Americanism in the face of great world problems, all of which would sting us to the quick and weaken our pride in the greatest of all our possessions—the fact that we have been born American citizens.

No, let us rather deal with London in these matters now in controversy as would a judge who is great enough to find in the books sufficient precedents to decide the case before him in accordance with the principles of humanity, sound reason, and eternal justice. For it is more important to preserve the law of nations than any

one of the laws of nations, and the present is no time to lay unnecessary burdens upon those who are engaged in this fundamental task.

If these principles be correct, our State Department has not started out any too well. For instance, Secretary Lansing tells Sir Edward Grey that England's blockade is "indefensible." Yet he has not heard the other side and cannot be certain what defence may be raised. Lawyers who think their opponents have no case and no defence often find the defence against them strong enough to throw them when they finally get into court. Besides, it is quite clear that there are several excellent defences, both for the blockade and the embargo, not in form, but of substance, such as raise considerations never before adjudicated. It is not judicious to prejudge a case before the other side has been heard. We are certainly not acting in the broader spirit for which this communication contends by using such language and such tone.

Status of the Bean Market.

The speculative element seems to be very friendly to the bean market, while the demand from the general trade is very quiet. The price of beans at times has been higher here in Michigan than in most of the outside markets.

Secretary of State Vaughan reports an estimate of three and one-half million bushels of beans in Michigan this year, against four and one-half million last season, with an average yield of nine bushels to the acre, against sixteen bushels to the acre in 1914.

With the lack of export demand this year and the curtailed consumption by the high price, it would seem that we have plenty of beans to go around—and there will be some left at the end of the season.

The price has reached a point where it is impossible for the canning industry to pack these beans in tin cans and sell them at a profit. They are not offering them generally to the trade to-day through their salesmen.

A great deal of interest has been shown the past week in red kidney beans, owing to the Cuban order, which was placed in New York, but this order has been filled and without a question some of the red kidney beans which have been purchased from the farmers at the high price will be sold at a loss in the near future.

Beans are food for the middle and lower classes. On the basis of today's market a bushel of beans at Oklahoma City is costing the consumer as much as a barrel of flour, four times as much as a bushel of potatoes; and a pound of beans fills about even with a pound of beef steak.

I make these comparisons that you may understand the reason why beans are not purchased more freely by the housewives who figure on the cost of living and not the kind of food she feeds her family.

Ernest L. Wellman.

Never hit a man when he's got you down.

Late News of Interest to Travelers.

Norman Hazeltine, who has been connected with the Hirth-Krause Co. for the past five years, one-half of the time in the house and one-half of the time on the road as traveling representative in Southern and Central Michigan, was married yesterday to Miss Irma Flanagan. The ceremony took place at the residence of the bride's mother, 322 Paris avenue. Among those from outside who were present at the wedding were the father and mother of the groom from Boston and Mrs. Hodges, the groom's aunt, from New York. Mr. Hazeltine is unusually successful in his chosen occupation and merits the congratulations of his friends, his house and his customers in his new alliance.

The Cushman House, under the present management charges the traveling salesman who has a guest 75 cents for an extra meal. If he requests to be checked out while he is registered at the house, he is credited with only 50 cents. What is sauce for the goose is evidently not sauce for the gander.

The Wildermuth House, Owosso, now closes its dining room at 8:30 in the morning and no one can obtain breakfast after that hour. If a traveling salesman happens to arrive in Owosso late at night and wishes to sleep a little late in the morning to make up for lost time, he cannot get breakfast after 8:30 at the Wildermuth. The breakfast is charged to him, however, whether he is permitted to eat it or not.

The territory formerly covered by Frank M. Gardner for the Hirth-Krause Co. has been divided between F. M. Brock, of Ionia, and C. W. Hawkins, Brock taking the northern half and Hawkins the southern portion.

A Manistee correspondent writes: R. W. Timmerman, who has for the past two and a half years been employed as mail carrier from the local post office, has resigned and accepted a position as traveling salesman for McLean, Black & Co., of Boston, Mass. He has gone to Detroit to take up his new work, but will continue to have his home in Manistee.

A petition has been filed asking for a receiver for the Whitcomb Hotel, St. Joseph. The Whitcomb is one of the best known hotels of east coast of Lake Michigan and the petition comes as considerable surprise. It is said that assets are amply sufficient to cover all indebtedness.

Late Michigan Banking News.

The Grand Haven State Bank has filed a suit for recovery against Joseph Kendzior and Pauline Kendzior for several hundred dollars transferred them in a loan secured by a mortgage on a certain described farm in Robinson township said to have been worth \$8,000. It appears that in March, 1914 the couple came to the Bank and executed a promissory note for \$800 secured by mortgage on the farm. They gave the names of Joseph and Pauline Kendzior, transacting all additional business at the time in due form. In October, 1915 the same

couple returned and executed a note and mortgage for \$1,200 upon a certain described farm in Robinson township under the names of Frank and Anna Kedzior. The reference to the county records showed that a transfer of the property named in the first mortgage had been made to Frank and Anna Kedzior for a consideration of \$8,000 by deed made and executed in Chicago. Frank and Anna Kedzior are said to have drawn \$600 of the loan and \$600 was placed on deposit, not as yet having been drawn. The Bank charges the couple with having made the transfer for the purpose of defrauding the plaintiff.

Robbers wrecked the safe in the Columbiaville State Bank last Thursday night, securing \$4,000 in cash and made their escape. A heavy rain obliterated all tracks that might have given a clue as to the manner and direction of their departure and sheriff's officers are baffled. Only one person heard the explosion, which shattered the vault and wrecked the bank building. Mrs. Joseph Lambert, who lives across the street from the Bank, was aroused by the report and came to the door only to be met by a masked man who threatened her with a revolver and ordered her back into the house. As soon as she had recovered from her fright, she notified, D. H. Butler, Cashier of the Bank, who, in turn, reported the robbery to Sheriff Carrigan, at Lapeer. Practically all cash on hand at the Bank was taken and the officers were compelled to seek assistance from a Lapeer bank for funds with which to transact business the next day. None of the papers in the vault were touched so far as could be learned.

Liquidating Parsons & Holt, of St. Charles.

Saginaw, Nov. 16.—Upon the death of the late Mr. Parsons who was one of the partners of Parsons & Holt, St. Charles, I was appointed administrator of his estate.

Upon looking closely into the affairs of the store, I was of the opinion that there was sufficient assets with which to meet its liabilities. The surviving partner, Mr. Holt, has been in ill health for a long time and has not been able to give the business the attention that it needed.

Fearing that their affairs might become badly involved, I called a meeting of a majority of the creditors in amount, consisting of Symons Bros. & Co. and the National Grocer Co., of this city, and the John V. Farwell Co., of Chicago. At the meeting it was deemed advisable for Mr. Holt to retire from the management and for an independent manager to be appointed. We secured Mr. Holt's consent to this plan and are now working under this agreement.

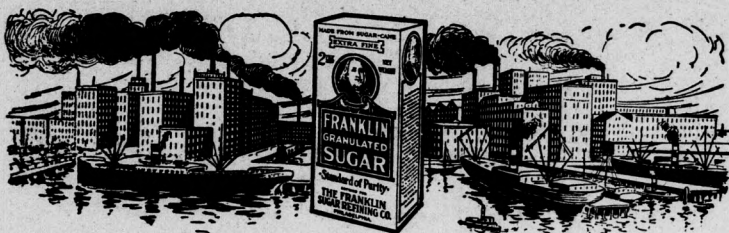
The duties of the new manager are to turn the stock into cash and collect the accounts due the store as expeditiously as possible, and under the agreement he is to make a pro-rata distribution among all the creditors once a month, and the current bills must be paid in cash.

The appraisers' inventory showed a little over \$12,000 of merchandise and \$5,000 of good accounts, against liabilities of \$8,200.

Henry T. Robinson, Admin.

SITUATIONS WANTED.

Wanted a Position—As clerk, any kind. Three years experience in candy and tobacco store, or would like to learn good trade. Can give best of references, Lee J. Lemerand, Monroe, Michigan. 630



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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.

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Christmas Confections



The trade will soon be thinking in terms of holiday candies and sweets. There is no article sold in the grocery store which forms the basis of so many different kinds of confection as pop corn.

"LITTLE BUSTER"

comes in 16 full ounce package, four ounces heavier than its nearest competitor. The grains are smaller, giving more to the package. When popped the volume is larger, thereby giving the customer the largest value obtainable. This cannot but please your trade.

Induces Other Sales

"LITTLE BUSTER" will not only sell himself if properly displayed, but will take from the store with him, sugar, lard, butter, salt, vinegar, chocolate, flavoring and a number of other articles which are necessary in the preparation of pop corn confections. "Little Buster" is ideal for decorating and trimming the Xmas trees. Big flaky grains.

LITTLE BUSTER pays you a handsome profit. Sold by all jobbers. Order a case today.



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CONTAINS NO
ALBUMEN (Sometimes called
white of egg) OR ANY ADUL-
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THEREFORE

It Complies With ALL PURE
FOOD LAWS, both State and
National.



Sold and pushed by grocers throughout the United States who appreciate fair dealing by the Manufacturers and who like to give their customers full value for their money.

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The millions who now use Ceresota Flour once used other kinds, and were induced to try this famous flour and continue using it Because they like it better, Because it makes better bread, Because it makes more loaves.

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GRAND RAPIDS, MICHIGAN

Announcement Extraordinary

Buyers who know the ragged and broken state of Holiday lines in general will read this announcement with amazed relief.

We enter the final thirty days of the 1915 season with a selection of Holiday Goods more complete than in any former year---95 per cent as great as at the height of the showing sixty days ago.

The enormous quantities of Imported Toys, Dolls, China and Fancy Goods which have been flowing in to us from Rotterdam during recent weeks, have fortified our lines in the only places at which they had begun to show signs of breaking.

Our December catalogue will show that our lines are still WELL-BALANCED in all price ranges and in all departments. At the date of issue, our stock contains an apparently ample supply of every item therein shown.

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Exclusive Wholesalers of General Merchandise

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