

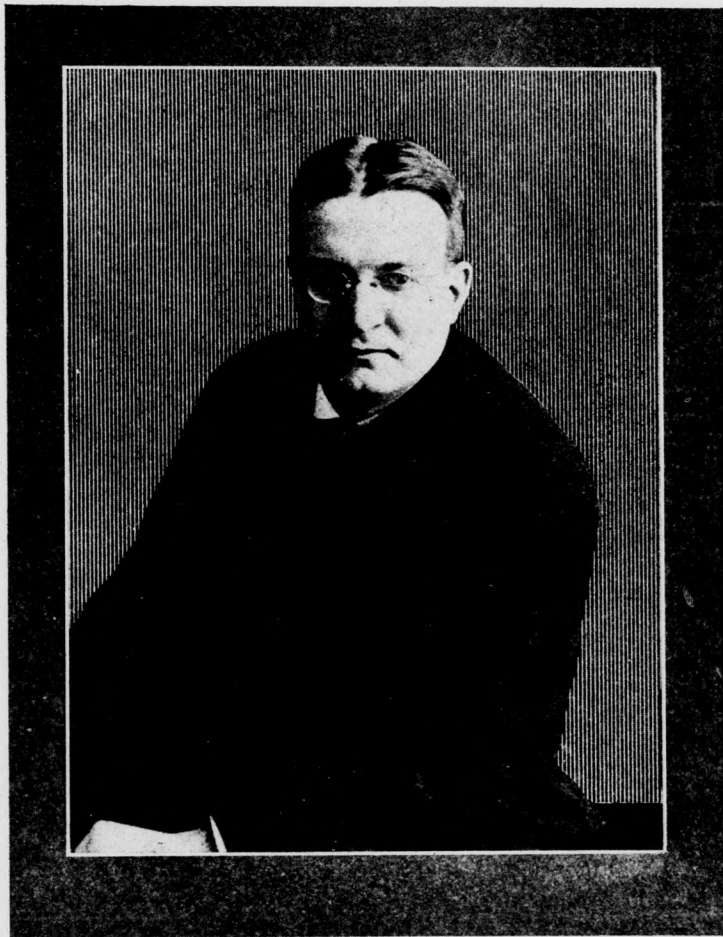
MICHIGAN TRADESMAN

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Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 23, 1916

Number 1718



DAVID GIBSON

Who is called "The original Courtesy Man." Mr. Gibson has done more than any other individual to teach railroads and other great corporations the importance, in a business way, of being courteous to customers. He shows them that courtesy pays.

Resolved—That we all cease trying to get something for nothing—grafting, in other words; that we all do just a little more than we agree to do, rather than just a little less. That honesty is a question of efficiency here on earth, with its rewards in profits now, here on earth. That fear is the root of all evil; for if our neighbor cheats us in his store it is to fortify himself against some element out of his store. That the basis of all life is business life; that business is the system by which we supply our wants and needs; that we are true to political life, true to social life, as we are true to business life. That we think of others as we would have them think of us; that we do as we think, the thought precedes the act; that co-operation is the real brotherhood of man; that the prosperity of one man does not require the poverty of another man; that both the idle man and the dishonest man, whether they be possessed of little or much, are fools in themselves and abominations to their communities.

"A Smile Follows the Spoon When It's Piper's"

Made for a Discriminating Public by a Discriminating House for Discriminating Dealers.

If you wish to secure the agency of the BEST ICE CREAM it is possible to produce, write at once to

Piper Ice Cream Co.

Kalamazoo, Michigan

Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

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The Pere Marquette Railroad runs through a territory peculiarly adapted by Accessibility excellent Shipping Facilities, Healthful Climate and Good Conditions for Home Life, for the LOCATION OF INDUSTRIAL ENTERPRISES.

First-class Factory Sites may be had at reasonable prices. Coal in the Saginaw Valley and Electrical Development in several parts of the State insure Cheap Power. Our Industrial Department invites correspondence with manufacturers and others seeking locations. All inquiries will receive painstaking and prompt attention and will be treated as confidential.

Address

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Freight Traffic Manager,
Detroit, Michigan

ONE MAY DANCE OR PLUNGE INTO THE LAKE AT

RAMONA

IT IS THE VARIETY OFFERED BY THE MANAGEMENT THAT GIVES CHARM TO THE PLACE. IF YOU NEITHER DANCE OR SWIM, THEN TAKE ON SOMETHING ELSE. YOU'LL FIND IT AT

RAMONA

THE HIGH CLASS KEITH VAUDEVILLE IN THE PRETTIEST SUMMER THEATER EVER BUILT IS SCORING A HIT. ONLY THE BRIGHTEST AND CLEVEREST ACTS ARE STAGED AT

RAMONA

Bread is the Best Food

It is the easiest food to digest.

It is the most nourishing and, with all its good qualities, it is the most economical food.

Increase your sales of bread.

Fleischmann's Yeast

secures perfect fermentation and, therefore, makes the most wholesome, lightest and tastiest bread.

Sell Bread Made With

FLEISCHMANN'S YEAST

Boston Breakfast Blend



—Splendid Quality

at a

Moderate Price

Judson Grocer Co.

The Pure Foods House

GRAND RAPIDS, MICHIGAN



NEW DEAL

MORE PROFIT

SNOW BOY WASHING POWDER 24s—Family Size

through the jobber—to Retail Grocers

25 boxes @ \$3.05—5 boxes FREE, Net \$2.54

10 boxes @ 3.05—2 boxes FREE, Net 2.54

5 boxes @ 3.10—1 box FREE, Net 2.58

2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots of 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.

BUFFALO, N. Y., January 3, 1916.
DEAL NO. 1601.

Yours very truly,

Lautz Bros. & Co.

MICHIGAN TRADESMAN

Thirty-Fourth Year

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THE NEW ENGLISH LOAN.

Great Britain touches us once more and \$250,000,000 will come forth from 100,000,000 American pockets. It is not exactly a Midas touch, for it is not gold that the Briton gets—only an angle in the arithmetic of the exchange market. London dislikes to see its sterling bills selling far below the gold par and it has to stand for its Allies. It would be too much of a task to lift French or Russian exchange back to the normal levels. The 5 per cent. secured notes of the British government will go well in this country, and the aggregate of our foreign loans will climb to \$1,500,000,000 presently. Nor is it safe to presume that this loan will be the last great boon to the Allies from the United States. It is quite conceivable that we may lend many hundred million dollars more. Nor do these transactions shorten the available supply of funds in the United States, for the money is expended here, and much more. In its form and character, the loan departs absolutely from all precedent in English financial history; indeed, except for the similar \$100,000,000 loan placed in New York by the French government last month, the pending British loan is a novelty in all government finance. Each of these loans is modelled distinctly on the so-called "short-term notes" of railway or industrial companies, with which our own markets had become familiar during the dozen past years. The salient characteristics of such obligations were their early maturity—usually one to three years from the date of issue—and the fact that they were secured by deposit in trust of other securities owned by the company. A year ago most people would have said that a government would in the nature of things be unable to offer such a loan. Governments do not invest in securities, save in such isolated instances as the British government's control of the Suez Canal. Yet the British government, in placing this two year loan of \$250,000,000, has arranged to deposit in a New York trust company \$300,000,000 negotiable securities—one-third of them stocks and bonds of American corporations, one-third Canadian government and railway is-

sues, and one-third public securities of neutral states.

The British Exchequer has acquired possession of these investment securities through practically forcing English investors to turn over their private holdings to the government, either for cash or as a loan or in exchange for British government bonds. In this way, the requisite "collateral" was obtained. Needless to say, the offer of such special inducements for an American loan is in some ways a humiliating recourse for Great Britain. The most interesting economic aspect of the operation is the shifting of financial power which it marks, from England to the United States. Since the war began, our own country has loaned direct to the British government (including the present transaction, and allowing for only half of the Anglo-French loan) upwards of \$600,000,000; and, in addition, our markets have bought back considerably more than \$1,000,000,000 of American securities previously owned in Europe, mostly in England. Such investments, along with the others represented in the collateral against the pending \$250,000,000 loan, constituted much of London's former power as the financial center of the world. It is true that these heavy borrowings in America have been necessitated, not by the Exchequer's inability to raise the money at home, but by the difficulty of preventing a great depreciation in exchange on London, if Great Britain's purchases of merchandise from us were to be paid for wholly by drafts on London. During the twelve months ending with last June, England imported \$924,000,000 more from the United States than in the last full year of peace, while her shipments to us increased only \$15,000,000. But the situation created by the enormous transfer of investments equally remains as a factor in the economic future.

POLITICAL INVESTIGATIONS.

The history of the wheat trade is strewn with wrecks of men who have tried to control the wheat supply of the world, and if any punishment for such a performance is merited usually it has been incurred. Scarcely now can there be any sharp rise in a commodity without a Government investigator smelling around it, but in most instances there has been a failure to discover definitely the human element. That speculators will get a monopoly if they can, or so control the distribution of a commodity as to advance its price, there is no doubt. The lifts in prices of late, however, appear to have been due to causes beyond the control of any clique of men. Never in history has there been a more clearly defined natural cause for the recent rise in wheat after the

Government report showed such a curtailment in the probable supply. It therefore seems like a waste of good energy to look into the matter as the United States District Attorney is now doing. It should be remembered, however, that this is presidential election year and such an investigation might have considerable value as campaign material. This is undoubtedly the underlying motive back of the present investigation. A Government employe naturally wants to earn his salary, and it is altogether commendable to show zeal in the performance of duty. This time it is a matter touching the weal of millions of people, for the bakers are declaring that a loaf heretofore costing 5 cents must be raised to 6 cents.

The investigation is said to cover not only alleged manipulations in the Chicago market, but similar acts by the manufacturers of flour. It is declared, too, that the books of certain individuals will be seized and that the participants in this conspiracy will be called upon to tell their story. Unquestionably large amounts of money have been made by operators in Chicago and elsewhere, but to the ordinary observer it seems simply a case where certain individuals have kept men in the field observing the progress of the crops, have made up their minds that the yield would be small, have bought from a dollar up and have won their profit. Some of these private investigations appear to be more effective than those of the Department of Agriculture. Anyhow a skilled man having the best information that is obtainable often draws an inference from these private reports which turns out to be correct and then, when the Government report confirms such advices, traders who are short of the market begin to scramble for the goods and the price goes up. It is unlikely that there has been any combination to control the supply of this article of almost worldwide production and consumption.

In view of an assumed shortage of the supply it has been suggested that an embargo be placed on wheat. Certainly there is no reason for such an act thus far, for it is by no means demonstrated that there is not enough to go around. An embargo is a desperate measure and the suggestion at this time is the result of an excited mind over the situation. It is likely, too, that the Allies have on hand a much larger quantity of this cereal than is commonly supposed, for they have shown a great capability of making preparation for future need many months in advance. As to the investigation it is safe to predict that it will damage nobody's purse or reputation.

WHY PAPER IS EXPENSIVE.

Paper is expensive nowadays for a number of reasons. The demand is great. Formerly we imported large quantities of sulphite pulp (a needed ingredient of nearly all papers, newspapers requiring 29 per cent. of it) from Sweden and Norway. We make some here, but not enough. We can't get Scandinavian pulp now; they're all sold out. Chemicals needed in the paper industry have soared in price, and so has copper, of which large quantities are needed for the screens in paper machines. Then, paper makers are very human and like to get the highest market prices for their goods, and in this they appear to have succeeded. And we Americans are just beginning to learn how to utilize our waste products.

The uses of paper are extending very rapidly. Bags made of spun paper are a growing Swedish product, and American manufacturers are beginning to produce them. Coffee bags are made of single strand, open weave, with a sheet of paper pulp inside. Onion bags are being offered. Several firms are engaged in making some very attractive furniture of water-proofed paper reeds woven over wooden and rattan frames. The Swedes are making a three-stranded spun paper rope for general use that is well spoken of. Paper horse-blankets sound queer, but they are being made. Fireproof fabrics sound still more odd, but they are making them, nevertheless, on a paper basis. Cement sacks are announced as coming soon. The Japanese, who are the most expert of all in the utility of paper, are making aviators' suits of oiled paper that are very light and resistant to cold.

BREAD MUST BE ADVANCED.

The country must prepare for an advance in the price of the 5 cent loaf of bread to 6 cents. With the leading brands of flour around \$8 per barrel to the dealer, and with every indication that it will mount higher, the housewife must forthwith concern herself with the problem of the bread-buying situation. If flour prices remain at the present high figure—and our information from the wheat fields of the Northwest leads us to believe that they will go higher—it will be impossible for bakers to sell the small sized loaf at 5 cents.

Nevertheless everybody for a time at least may buy bread as economically, even with the small loaf at 6 cents. Bakers can continue to sell the large size, or 10 cent loaf, at its present price. From the standpoint of quality, taste and economy, that is the size to buy anyhow.

But the world owes every man a right to earn the high cost of living.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Aug. 21—John N. Fauver, for the last three years manager of the Detroit branch of the Prest-O-Lite Co., has resigned to become sales manager of the White Star Refining Co., Avery avenue and Grand Trunk railway.

George Seleske, special city representative for Burnham, Stoepel & Co., surprised his many friends in this city when he announced his plunge on August 1 into the matrimonial sea. The bride was Miss Alma Reno and is well known in Detroit, where she has resided all her life. There are hosts of friends who wish the happy couple a long life of wedded bliss.

George Horrell, manager of the dry goods department of the Walther department store, in Bay City, was in Detroit for a few days last week. Mr. Horrell was on a vacation trip and while in the city improved the opportunity to call on many of his friends.

Work has begun on razing the building at the northeast corner of Griswold street and Jefferson avenue, preparatory to the construction of modern hotel to be known as the Hotel Norton. The present hotel of the same name is opposite the site of the new building and is a rendezvous for Michigan travelers. Work on the new building will begin at once and will be rushed to completion.

A branch bank, the seventh in the city, has been opened by the Dime Savings Bank at 1479 Fourteenth avenue. Grover W. Morlock, well known in local banking circles, has been appointed manager of the new branch.

Jackson, 75,000 in 1920; Flint 100,000 in 1920. Muskegon, Bay City and Detroit out with other rash claims. Will some one please page the village of New Era.

About 2,000 members and friends of the mens and girls' clubs of the Chalmers Motor Co. attended a joint moonlight excursion of the two organizations last Friday night. The trip was made on the City of Toledo to Sugar Island.

Even the Detroit Free Press started to reproduce in print some of Cliff Starkweather's original remarks. It's a safe bet that they will never carry columns enough to print 'em all. Clifford is manager of the local branch of the Buick Motor Co. and also holds the exalted title of Grand Page of the United Commercial Travelers.

Charles Pieczul, dry goods merchant at 2154 Jos. Campau avenue, loses but little time in closing his place of business nights and likewise is a bit late in arriving in the morning. Nothing would cause such a deflection from his usual methods of always being on the job except the arrival of a new playmate at his home. A husky full chested baby boy.

A shoe department has been added to the Goldstrom department store at 1715 Oakland avenue.

S. Korn has been obliged, owing to the increasing business, to seek larger quarters and has succeeded in securing the building adjoining his present location, 1098 Oakland avenue, and will occupy both stores with a general line of dry goods and furnishing goods.

Oscar Hiller, 912 Mack avenue, one of the most successful dry goods merchants in the Eastern section of the city, is burning up the roads tributary to Detroit in a new King eight automobile.

Arved Sederstrom, special city salesman for Burnham, Stoepel & Co., returned from a motor trip to East Tawas last week. Mr. Sederstrom received his early education in the dry goods business in East Tawas and, although one of the younger generation of salesmen in the city, he

is withal one of the most successful.

The following officers were elected at convention of the Michigan Retail Clothiers' Association, held in this city last week: Abe Rosen, Muskegon, President; Howard Ford, Bay City, First Vice-President; Leo Harrington, Jackson, Second Vice-President; Bert Lampkin, Ionia, Secretary-Treasurer. Members of the executive committee: Meyer May, Grand Rapids; Henry Houseman, Grand Rapids; Leo Mareoux, Bay City; John B. Hutchins, Grand Rapids; Max Heaverich, Saginaw; Edward Hickey, Detroit.

We will say this for the retail clothiers, they are not hard to suit.

E. W. Wagner & Co., grain and commission brokers of Chicago, have opened a branch office at 320 Penobscot building. Harry E. Simons, formerly of the Continental and Commercial Trust and Savings Co., of Chicago, will have charge.

Mrs. L. S. Harris, dry goods and furnishing goods, 980 Twelfth street, has announced that she will have a store building erected at the corner of Twelfth street and Forest avenue. Mrs. Harris has found the present quarters inadequate to care for the growing business. The new building will not only provide much needed additional space, but will be one of the most modern stores in that section of the city.

We heard this week of the banner tight wad traveling man. His wife had been in poor health for some time and her condition became so serious a doctor was called in and, after an examination, told the traveling man that by all means his wife must have a change of air. "Well," said the tight wad, reluctantly, "I'll buy an electric fan."

Freddy Opp, confectioner at 2350 Jefferson avenue, East, has blossomed out as a candidate for alderman of the 21st ward. Fred has all the credentials of a high grade alderman, even to the corpulent build. Publicly therefore, say we, our good wishes and vote are to be placed to the credit of the traveling man's friend, Frederick A. Opp of the 21st.

W. F. French, formerly of Chicago, has been appointed purchasing agent of the Bour-Davis Motor Car Co., 249-253 Woodward avenue.

The Maxwell Club, composed of employes of the Maxwell Motor Co., held their first annual excursion Saturday when they gathered at Tashmoo Park. The excursion was made up of employes of the Oakland avenue plant.

One reason for the brevity of the Detroit letters for the past few weeks was because it was much easier not to than to write. Oh, suffering sun's rays!

The Detroit Safe Co. has moved from its former quarters at 50 Lafayette boulevard, where it has been located for twelve years, to the new location at 160 Jefferson avenue, near Woodward.

M. Helperin has arrived at Lakeview from the scorching West and will spend the remainder of the summer disturbing the lake and his father-in-law.

The many friends of Claude M. Beers will be pleased to hear of his promotion to Assistant Cashier of the National Bank of Commerce last week. Mr. Beers has been connected with the Bank as credit man for the past year. Before becoming affiliated with the Bank he was with Burnham, Stoepel & Co. for thirteen years, the last few years as assistant credit man. His promotion comes as the result of close application to his duties and conscientious effort in behalf of his employers. His friends predict further elevation in the banking world for him.

Mrs. M. A. Joly, general dry goods merchant at 2293 Woodward avenue, is in New York on a combined business and pleasure trip.

Eleven thousand employes of the

Packard Motor Co. attended the annual outing at Bois Blanc last Thursday. A programme including athletic events was one of the interesting features of the day. The affair was under the supervision of the Packard recreation league.

Albert E. Sleeper, candidate for Governor, is at least demonstrating that his name belies his actions.

Jewelry thieves with a penchant for stealing jewelry with the aid of a brick, broke windows in the stores of Krell & Stone, 71 Woodward avenue, and Harry Goldberg, 86 Woodward avenue, and escaped with a small amount of loot.

E. A. Wood, wholesale milliner, is in the race for member of the Legislature. Admitting he has sufficient qualifications to make an ideal member his being in the millinery business might prejudice many married men against him.

S. P. Rockwell, one of the best known automobile salesmen in the State, has severed his connection with the Winton Co. in Michigan and has joined the sales force of the Packard Motor Car Co. He will be connected with the Detroit branch.

There are many dire calamities that might occur should a railroad strike be called. Suppose several Detroiters were in Grand Rapids at the time!

Billy Sunday will be with us next month. Billy is the evangelist who knocks the "I" out of learn and is satisfied to leave it that way.

It doesn't require any National legislation to make the child in our family cease working. Union rules would have to be violated trying to get him to do any.

We haven't many air ships in this country, it is true, but that wouldn't prevent several million people from going up in the air in the event of a railroad strike.

Even though the Worden Grocer Company refuses to change Barney's posture they will soon have to change the figures from 44 to 45 years. In anticipation of the event, Detroit extends congratulations.

At that Barney hasn't much on us. We stood in one position behind a closet door for forty-seven years one evening while father's exasperation diminished. We had "borrowed" his dress suit to go to the same party he had planned on attending.

Carl Hauser is back in Detroit after a short sojourn in Bay City for the National Cash Register Co. Carl is in charge of the Western section of the city for the same firm.

Now, then, watch Detonations expand—with Carl's assistance.

James M. Goldstein.

Pickings Picked Up in the Windy City.

Chicago, Aug. 21—The weather again in Chicago is 97 and 100 in the shade. All physicians report business was never so rushing on account of this hot weather.

There is a very much-needed im-

provement for the accommodation of the people in Lincoln Park. For a stretch of one full mile along the outer drive there is no chance for a person to get a drink of water. This the Park Board could remedy by doing a little figuring. Families with children are put to a disadvantage at this point for water.

One visiting Chicago and wishing to spend a few hours listening to very fine music and looking for other recreation will be able to put a number of pleasant hours in at the following places: Bismarck Gardens, corner Grace and Broadway; street car or Northwestern "L," North Side; Green Mill Sunken Gardens, Lawrence and Broadway, street car or Northwestern "L;" Winona Gardens, Foster and Broadway, street car or Northwestern "L;" North Side; Rienza Gardens, Clark and Diversey, street car North Side; Edelweiss Gardens, 61st and Cottage Grove, South Side "L;" or street car.

The talk of the town this week is the Women's Rookie Encampment at Lake Geneva. The women are doing everything along the lines of a regular soldier—digging trenches, getting prepared for war and getting some good exercise. The only objections that are heard about the same are that they don't get time enough to dress properly in the morning. This perhaps, will be a good practice, so that their husbands and sweethearts won't have to wait so long when they return to the city and are about to attend the theater.

A suggestion: Any of the Michigan Tradesman readers or correspondents while in Chicago and in need of a physician's services will find the following named physician at their service at a very reasonable charge: Dr. Warren O. Wheelock, Consumers Co. building, 220 South State street, in the heart of the loop. Mention Michigan Tradesman if in need of his services and you will be well satisfied with results.

Among Chicago's visitors last week were Mr. and Mrs. Joe Gervais. They have been spending a few weeks at South Haven and are taking in Chicago on their way back to Detroit. Mr. Gervais is Secretary of the Detroit Twist Drill Co., formerly Secretary of Cadillac Council, Detroit. While in Chicago they were very much impressed with the improvements made in the city since their last visit, and the only thing to mar their trip was an automobile ride that they about half finished when they had a blow out and were obliged to return to their hotel by street car. Oh, well, they do say Joe owns a car and knows what tire trouble is.

One of the big improvements being talked about now in Chicago is the new Municipal Pier bathing beach. This beach, when completed, will accommodate from 8,000 to 10,000 bathers.

Chicago has two large amusement parks: Riverview is located at Bel-

Blue Valley Butter a Trade Builder Why?

Because of our large output the making of our butter has been developed through years of experience until all butter we make is made under one system. This has been done through years of practice and science, and our science and the great amount of practice enable us to make the best butter, and butter that is always uniform in quality and the same. Consider this, and consider if it has helped others why will it not help you. Order today.



Pasteurized

BLUE VALLEY CREAMERY COMPANY
GRAND RAPIDS, MICH.

mont, Western and Roscoe avenues, on the North Side. This is a very fine place to spend a few hours of an afternoon or evening at a very small cost. The other is the White City, located at 63rd and South Park avenue on the South Side.

Scramble for locations is being made by tenants of the Morrison Hotel building, as the good word has gone forth that they must vacate by Sept. 1, in order to enable the owners to begin the erection and completion of Chicago's newest hotel—the New Morrison. Locations picked out by the tenants have gone up sky high in rentals.

Quite a sight right at this time along Michigan boulevard, Chicago's well-known shopping street, is the different displays of latest fashions. This street is composed mostly of small shops. It is Milady's first thought on her arrival in Chicago to pick up ideas as to the latest style.

A pretty drive that isn't frequented very much by outsiders is known as the Blue Island Drive, Michigan avenue to 55th street, west to Wentworth, south to 95th street, and West to Blue Island. This is a solid stone road all the way out. The drive is about twenty-five or thirty miles.

Charles W. Reattoir.

Boomlets From Bay City.

Bay City, Aug. 21—E. G. Cole, of the Cole-Grimore Mercantile Co., of Augres, was in Bay City Saturday on a business trip.

R. B. Tucker, Long Rapids, has sold his grocery stock to E. A. Marston, who will consolidate it with his general stock.

The Saginaw Coal Exchange held an outing at Wenona Beach Saturday afternoon. By invitation, members of the Bay City Coal Exchange were in attendance. A banquet was served in the evening.

Articles of Association of the Bay City Box & Crate Co. have been ap-

proved by the Secretary of State. The incorporators are John and George Butcher and Seth Babcock and the capital stock is \$60,000.

DeWaele & Son, of Grayling, retail grocers, have sold their stock to A. Trudeau, of Boyne City, who has taken possession and will continue the business at the same location.

Joe Saro, Alpena, wholesale and retail fruit dealer, has purchased the Bostwick block, corner Second avenue and River street, from Mrs. John T. Bostwick. The price paid was \$10,000. Mr. Saro expects to spend \$5,000 in remodeling the block and when ready will use it for manufacturing ice cream and candy.

The Grocers and Butchers' Association of this city, at their meeting last Thursday evening, made further arrangements for the pure food show which will be held in this city this winter under the auspices of the Association. It was decided to hold the event in the armory from November 14 to 18, inclusive. A committee, with M. L. DeBats as chairman, was appointed to look after the details of the show.

Four cargoes of lumber arrived in the city Thursday from Canada with a total of 1,812,399 feet of lumber and 251,000 lath. There was also one cargo of 700,000 feet of lumber for Saginaw parties reported at the custom house in that city the same day.

George D. Blake, of Alpena, has leased the Craney Hotel, in this city. It will be thoroughly remodeled and made modern in every respect and will be re-named the Hotel Adams.

Rev. C. E. Marvin, who has been pastor of the Westminster Presbyterian church on the West side of the river for several years, will retire from the ministry and engage in the hardware business, having purchased a hardware stock in Pontiac.

The State convention of the City Clerks Association was held in this city Thursday and Friday, with about

thirty cities represented. A banquet was served at Wenona Beach in honor of the visiting clerks. Clarence L. Miller, City Clerk of Kalamazoo, was elected President for the coming year. The 1917 meeting will be held at Mt. Clemens.

Frank W. Atkins, manager of the National Grocer Co.'s branch in this city, and party, have returned from a two weeks' trip through the Georgian Bay district in his yacht.

W. T. Ballamy.

The Outcome of the War.

Chicago, Aug. 21—Why should people worry so much about what will come after the war? We are living in an epoch-making period. This country was plunged into the atmosphere of the European war almost over night, without preparation, and it stood the wrench nobly. Now people are wondering what we will do when the war is over. The best thing to do is to make up one's mind to face it, whatever may come, and go on about his business. This country has gone through worse things and can go through whatever time may have in store. One of the great lessons of life that one should acquire early is the injunction of our Saviour. "Sufficient unto the day is the evil thereof." This was embodied in the life of the late C. P. Huntington, and of almost every great man; they never permitted what might come to-morrow to trouble them. If those who live by the sword shall die by the sword that is their lookout. People who live normal lives will continue to live normal lives; they will not and need not worry. What do the people of this country stand in dread of? Has money made cowards of us all? Have the people of this country grown so far away from the life of the pioneer that they can not endure privation? Has the great development of this country

and the accumulated wealth brought forth a Nation of pygmies instead of strong men? Is it poverty they stand in dread of? No, that cannot be it; far from it. Moreover, poverty is not the worst thing that can come to one. A dozen nations will soon emerge from a war which only the Kaiser wanted. Ask any one of the millions of people affected by this great disaster what they prefer, riches with war or poverty with peace. Poverty is not the worst thing that can come to a people. Poverty of itself brings peace, and would bring happiness and health to many who are now rich. But the many who are now rich are not going to lose their riches. If it were true—if they were likely to lose their riches, the whole people would then be in the same boat and only cowards would care. Do the poor believe that the rich will oppress them? This cannot be true, and most people know it. This country has gone through many periods of distress within the last half century and there has been no oppression except the oppression which is constantly going on of the few dishonest who prey upon the ignorance and helplessness of others. People of means do not want to oppress the poor; not even those who are not poor but possess less means. One is as essential as the other. The rich man could not get along; he could not maintain himself or his riches without the poor man, and the poor man cannot get along without the rich man. They cannot destroy all the possessions of the rich, and the rich man cannot take the brains or strength from the poor. Ideas and invention come from the poor. The man who comes out and says—they cannot keep me from making a living; I cannot only exist—I can live—is the man who wins out. The interests of the classes and the masses are mutual. One cannot get along without the other.

La Salle.

See That Your Butter is GOLDEN

It will sell faster, and you'll be able to get bigger prices for it.

Tell your Dairyman to use

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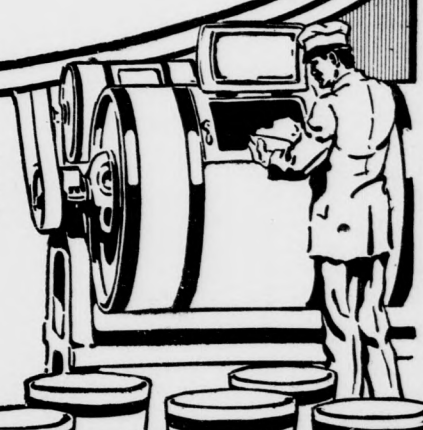
It means bigger butter profits for you.



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



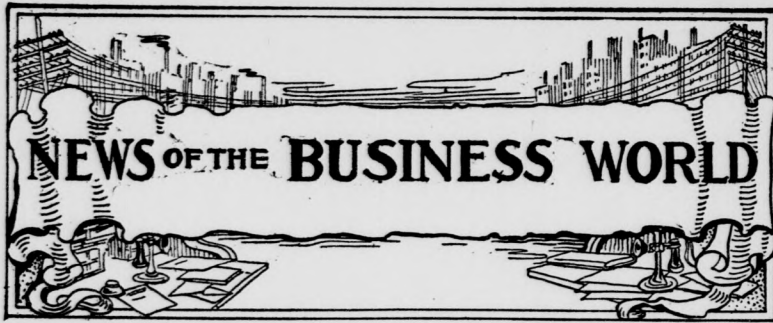
Dandelion Brand



Butter Color

The color with

the golden shade



Movements of Merchants.

Vicksburg—E. H. Miner has engaged in the flour mill business.

Kent City—The Kent City Produce Co. is erecting a large warehouse.

Manistee—The Auto Garage Co. succeeds the National Garage & Sales Co.

Belding—The Richardson Silk Co. is building a large addition to its plant.

Kalamazoo—Bryant's Bakery is remodeling its plant and increased its capacity.

Royal Oak—Charles E. Marvin, recently of Bay City, has engaged in the hardware business.

Manton—Earl Judd succeeds John H. Campbell in the garage and general repair business.

Tecumseh—M. R. McComb, of Ann Arbor, succeeded Charles Broderick in the shoe business.

Detroit—The George W. Franklin Co. has increased its capital stock from \$15,000 to \$30,000.

Lapeer—Elmer Knapp succeeds Arthur Harrison in the bicycle and general repair business.

Marquette—N. R. Duyore will open a grocery store at the corner of Michigan and High streets Sept. 1.

Belding—Bracken & Jonas have closed out their grocery stock and store fixtures and will retire from business.

Grayling—Anthony Trudeau has purchased the grocery stock of Henry DeWaele & Son and will continue the business.

Jackson—J. B. Richards, formerly engaged in the vulcanizing business at Stockbridge, has opened a grocery store here.

Kalamazoo—The Doubleday-Hunt-Dolan Co., printer and book binder, has increased its capital stock from \$10,000 to \$20,000.

Eaton Rapids—Glenn A. Burgess has sold his grocery stock and store fixtures to G. H. Russell, who has taken possession.

Negaunee—The People's Co-Operative Store Co. has been incorporated with a capitalization of \$20,000, to do a general store business.

Lansing—Fire damaged the O. A. Cook grocery and shoe stock at 1133 South Washington avenue to the extent of about \$1,000 Aug. 18.

Leslie—Thieves entered the Carl Robinson drug store during the night of Aug. 18 and robbed the cash drawer of its contents, about \$35.

Detroit—The Retail Adding Machine Sales Co. has been incorporated to deal in adding machines, supplies, etc., with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and \$1,000 paid in cash.

Ypsilanti—The Litho Marble Co. will remove its plant and offices from Detroit here, stock amounting to \$7,000 being sold to local people.

Marquette—J. Q. Lewis & Co. have sold their meat and grocery stock to D. Chubb & Son, who will continue the business at the same location.

Ishpeming—Alex Iadarola is closing out his stock of confectionery at the corner of Division and Second streets and will retire from business.

Muskegon—A. Parish, proprietor of the Oakes Cafe, has sold a half interest to Fred Kurtz and the business will be continued under the same style.

Ontonagon—R. C. Knowlton has purchased the grocery and produce stock of C. R. Turney and will continue the business at the same location.

Hillsdale—L. L. Green has purchased the interest of Albert Albright in the Green & Albright bakery and will continue the business under his own name.

St. Louis—The Seitner Bros Co., of Saginaw and Canton, Ohio, have purchased the Holcomb store building and will occupy it with a department store about Oct. 1.

Brooklyn—Reading & Stout, meat dealers, have dissolved partnership and the business will be continued by W. F. Reading, who has taken over the interest of his partner.

Burton—George C. Rogers, druggist, died at his home Aug. 18, following the shock of a broken hip which he sustained Aug. 17. Mr. Rogers was 71 years of age.

Detroit—The Erman-Pupko Co. has engaged in the dress goods business with an authorized capital stock of \$5,500, all of which has been subscribed and paid in property.

Evart—Dr. J. W. Conover has purchased the Whitney Drug Co. stock and store fixtures and will continue the business under the management of Forest Machum, of Tecumseh.

Lapeer—Forsythe & Zurbrigg have sold their meat stock and store building to John Stotts and David Drope, who will continue the business under the style of the Sanitary Market.

Negaunee—Henry Levine will open a clothing, men's furnishing goods and shoe store in the Kuhlman building, which is now under construction and will be completed about Oct. 1.

Saginaw—A. T. Ward, who conducted a jewelry store here for the past quarter of a century, died at his home Aug. 21, aged 69 years, following an extended illness of rheumatism.

Detroit—The Gerondale Drug Co. has been incorporated with an authorized capital stock of \$2,220, all of which has been subscribed and paid

in cash, to conduct business at 429 Distel avenue.

Bay City—The Style Shop has been organized to deal in men's ready made clothing and furnishings goods with an authorized capitalization of \$5,000, all of which has been subscribed and paid in cash.

Detroit—The Harry M. Freed Co. has been organized to deal in ladies' wearing apparel with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in cash.

Lansing—The Wolverine Auto Sales Co. has been incorporated with an authorized capital stock of \$10,000, all of which amount has been subscribed, \$4,360 paid in cash and \$5,640 paid in property.

Detroit—The National Auto Sales Co. has been incorporated to conduct a garage and deal in automobiles with an authorized capital stock of \$10,000, all of which has been subscribed and paid in cash.

Cheboygan—Dr. W. R. Stringham has sold his stock of drugs to Dr. E. J. O'Brien and Kyran Clune, who have formed a copartnership and will continue the business in the Moloney block, where it has been removed to.

Gladwin—Frank J. Flynn and Sam B. Neely have formed a copartnership under the style of Flynn & Neely and engaged in the grain and produce business. The elevator building they are erecting will be completed Sept. 1.

Ypsilanti—J. B. Culver and M. H. Perry have formed a copartnership and purchased the C. B. Sanderson meat stock and store fixtures and will continue the business under the style of the Culver Cash Market Co.

Lapeer—Fire of unknown origin destroyed the Henderson department store stock, entailing a loss of about \$25,000, the bazaar stock of the Michigan Stores Co., loss about \$15,000, and the drug stock of Henry Heffebower, loss about \$5,000, Aug. 17.

South Haven—John R. Means, pioneer druggist of this city and one of the best known residents of the section, died Aug. 19, at the age of 73 years after a lingering illness. Mr. Means was a prominent musician and a founder and director of Mean's Orchestra, the pioneer musical organization of the city. He organized the first band in South Haven during the Hayes-Tilden campaign in 1876.

Manufacturing Matters.

Saginaw—The Arzo Electric Vehicle Co. has changed its name to the Columbia Motors Co.

Detroit—The New Process Malt Co. has decreased its capital stock from \$40,000 to \$20,000.

Detroit—The Consolidated Car Co. has increased its capital stock from \$500,000 to \$1,250,000.

Hancock—The Hancock Furniture Co. has changed its name to MacDonald Furniture Co.

Kalamazoo—The Kalamazoo Vegetable Parchment Paper Co. has authorized the increase of its capital stock from \$500,000 to \$1,000,000 and the erection of a new paper mill to cost between \$500,000 and \$600,000.

Battle Creek—The Macartney Milking Machine Co. has been organized to manufacture milking devices with

an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed and \$2,500 paid in cash.

Saginaw—The United States Metal Weatherstrip Co. has been organized with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in cash. The company will be located at 720 South Franklin street.

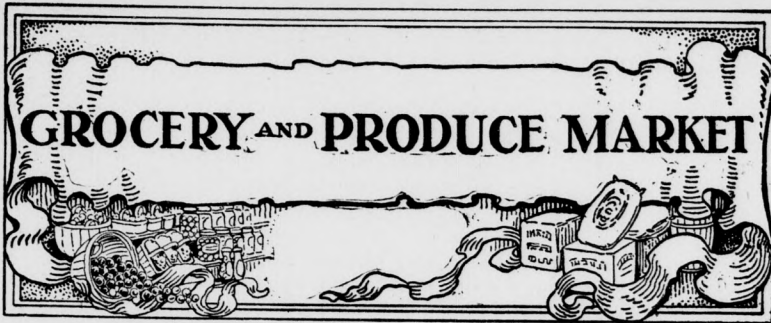
Adrian—The M. M. and E. Manufacturing Co. has been incorporated to manufacture auto parts, supplies and accessories with an authorized capital stock of \$3,000, of which amount \$1,500 has been subscribed and paid in cash.

Detroit—The Armored Motor Car Co. has been incorporated with an authorized capital stock of \$100,000, \$10,000 of which has been paid in cash. The company will manufacture and sell armored motor cars and devices accessory to them.

Corunna—Corunna people are beginning to wonder when the cabinet manufacturing company, which it was announced two months ago, purchased the two factories of the defunct Fox & Mason Furniture Co. here, is going to begin operations. At the time the purchase was announced, it was stated that the plants would be in operation in between sixty and ninety days, but thus far there is no sign of any preparations for opening the plants. The names of the purchasers have not been disclosed.

Lansing—Frank R. Parmenter, 602 West St. Joseph street, has secured a patent on an automatic device for elevating automobiles free from the floor. It is in the form of a track and is placed on the floor of the garage. The auto is driven upon it and is automatically raised by the momentum of the car and is held in a supported position until released by a lever. The device not only does away with the use of the jack, but its use will tend to prolong the life of the tires which are now permitted to carry the weight of the chassis while the auto is standing in the garage.

Coldwater—The death of Alfred E. Pearce, the cigar manufacturer, cast a shadow over the entire city. He had been ill scarcely three days and many of his friends did not know of his illness, peritonitis. Specialists from Toledo operated on him and gave little hope, but the suffering man asked them not to delay. Socially and fraternally, Mr. Pearce was Coldwater's best known citizen and was also a leader in the improvement leagues for boosting of the city. He was a member of all the different Masonic order, past eminent commander of Jacob's commandery. He also took a leading part of organizing the Coldwater lodge of Elks and served as exalted ruler one year. Mr. Pearce took an active part in all city charitable work, especially in promoting the work of the King's Daughters, of whom his aged mother was so long its president, and his sister, Mrs. Rose Day is now the leader. He was a member of St. Mark's church, was born in Coldwater and had lived here all of his life. He leaves a wife, mother and sister and a city of friends to regret his unexpected death.



Review of the Grand Rapids Produce Market.

Apples—Duchess, Astrachans and Transparents command \$1.50 per bu. Bananas—Medium, \$1.50; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.25 up.

Beans—Prices range around \$5 for pea and \$4.25 for red kidney, unpicked.

Beets—25c per doz. bunches.

Blackberries—\$1.50 per 16 qt. crate.

Butter—The market is very firm at advance of 1c per pound, due to the very large consumption and the decrease in receipts. The advance applies to all grades. The butter market is undoubtedly very firm and there have been some withdrawals from storage. There is a very large export demand, considerably of it from Canada, and the market is from 5@6c higher than a year ago. Creamery grades are held at 30½c in tubs and 31½c in prints. Local dealers pay 24c for No. 1 in jars and 21c for packing stock.

Cabbage—\$1.25 per bu.

Carrots—20c per doz. bunches.

Celery—20c per bunch.

Cocoanuts—\$6 per sack containing 100.

Cucumbers—65c per dozen for fancy hot house; 75c for extra fancy.

Eggs—The market is very firm. There is a fine consumptive demand and the receipts are averaging poorer quality on account of the heat. Prices show no change for the week but are very firm. The market is 2@3c above a year ago. Local dealers pay 23@24c for candled, loss off, cases included. Their selling prices this week are 28c for candled extras, 26c for firsts and 25c for seconds.

Egg Plant—\$1.50 per dozen.

Fresh Pork—13c for hogs up to 200 lbs.; larger hogs, 12c.

Green Corn—25c per dozen for common sweet; 30c for Bantam and Evergreen.

Green Onions—Silver skins (black seeds), 20c per doz. bunches.

Green Peas—Telephone, \$2 per bu.

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

Lemons—California, \$8.50 per box for choice and \$9 for fancy; Messinas, \$9 per box.

Lettuce—\$1 per bu. for leaf; \$2 per bu. for head.

Maple Sugar—17c per lb. for pure.

Maple Syrup—\$1.40 per gal. for pure.

Mushrooms—40@50c per lb.

Muskmelons—Indiana Gems, 50c per basket; Indiana flats, 60c; Indiana Standards, 36s, \$1.50; Benton Harbor Osage, \$1.25@2.25 per crate.

Nuts—Almonds, 18 per lb.; filberts, 15c per lb.; pecans, 15c per lb.; wal-

nuts, 16c for Grenoble, 16½c for California; 15c for Naples.

Onions—Home grown \$2 per bu.; California in 100 lb. sacks, \$3.25 for red and \$3.75 for white; Spanish, \$1.50 per crate of either 50 or 72—the only cheap article in the produce trade at this time.

Oranges—Valencias, \$5.25@5.75 per box.

Peaches—Illinois flats, 4 baskets to crate, \$1.40; Benton Harbor, white stock, \$2 per bu. and \$1.50 for 6 basket crate.

Peppers—Home grown, \$1.50 per bu.

Pop Corn—\$1.75 per bu. for ear, 4¼c per lb. for shelled.

Potatoes—New, \$1.50 per bu. Virginia cobbles, \$5 per bbl. Local jobbers find it impossible to secure enough supplies to fill their orders.

Poultry—Mixed fowls now command about 14c; broilers, 22@23c; turkeys, 19c; ducks, 17c; geese, 11c. Dressed fowls average 3c above these quotations.

Radishes—15c for long; 12c for round.

Rhubarb—85c per bu.

Spinach—\$1 per bu.

Tomatoes—Home grown hot house, 50c per 8 lb. basket; out door grown, 75c per ½ bu.

Turnips—25c per doz. bunches.

Veal—Jobbers pay 13@14c for No. 1 and 10@12c for No. 2.

Water Melons—\$3.50 per bbl. of 8 to 10.

Wax Beans—\$2 per bu.

Wax Beans—\$2 per bu.

Whortleberries—\$2@2.25 per 16 qt. crate.

The Grocery Market.

Sugar—There is no change in the conditions from those prevailing a week ago. Cuban holders are showing much less anxiety to dispose of their remaining stocks, as is evidenced by the light exports from the island reported last week and their failure to reduce offerings below 4¼c to any extent. Raw sugars have now declined to almost a cent below the highest point reached in May, which seems a large reduction, in view of the strong statistical position and the considerable length of time before beet sugars are available in volume after the opening of the campaigns in Colorado and Michigan. Considering this interval and the fact that grocers should soon begin buying refined to cover their needs during such period, buying raws to, in turn, cover such sales should soon become more active, and a careful canvass of the market does not indicate that Cuban holders will sell any appreciable amount of sugar except at consider-

able higher prices than those asked at present.

Tea—Conditions in the market for tea show no material change. Normally quiet at this season of the year, the volume of business is even lighter than usual, although somewhat larger than it was a week ago. The general tone is steady, however, and no price changes are to be recorded.

Coffee—The feeling in Brazils seems to be steady to firm and there is no indication whatever of any slump in prices. Mild coffees are unchanged and dull. Java and Mocha grades are quiet at ruling quotations.

Canned Fruit—There is a lull in the demand at present for California fruit, but with the lifting of the embargo by the Southern Pacific every effort is being made to ship as much on contracts as possible before the new freight rate goes into effect on September 1, unless it is in the meantime suspended by the Interstate Commerce Commission. As to prices, jobbers here think they are high enough, and there is no disposition on their part to pay any more. Hawaiian pineapple is very firm with light offerings. Small staple canned goods are unchanged and quiet. Generally speaking, however, the market is in good shape for several of the packs, notably strawberries and cherries, which are short and show a tendency to advance.

Canned Vegetables—So far as tomatoes are concerned there is considerable irregularity as to crop reports, but there is at present no ground for believing that the pack will be exceptionally short. Packers of Southern shoepeg corn have announced that they would deliver 75 per cent. of their orders. Situation is generally firm, but without change for the week. The pea pack is over everywhere, with every prospect of short production. The market is steady to firm.

Canned Fish—Estimates are being made as to the probabilities of the salmon pack, and, while there is naturally considerable uncertainty as to the outcome, there seems little doubt that the pack will fall considerably below that of last year. One of the largest concerns expects that red Alaska will fall short possibly to the extent of 500,000 cases. Medium reds are too early to predict, as the run does not begin until late in August. There are no pink salmon on Puget Sound this year, but there will be a pack in Central Alaska, as there is every other year. Reports from other localities are to the effect that the salmon run is starting late, but it will be impossible to fairly estimate the pack as pinks will continue to be packed for another thirty days. Chums, of course, cannot be estimated at this time. This is, as stated, the off year in Puget Sound, but packers say they expected more sockeyes than have so far appeared. Domestic sardines are firm on account of light catch and imported sardines are in the same condition that they have been in for several months.

Dried Fruits—The transition period between the old and new crops of all dried fruits is being accompanied by

more than the customary anxieties. The efforts of the growers' organizations to better conditions from their standpoint and the efforts of the packers to maintain price levels somewhere near a working basis, to say nothing of the attitude of buyers themselves who are determined to postpone their purchasing as long as possible, are sufficient to complicate the situation. But in addition there is the uncertainty as to freight rates, the possibility of a railroad strike and the curtailed export possibilities. Prunes in particular are affected by these conditions. The position taken by the British government not only makes it impossible to ship to other countries than England, but is making an unprofitable market in that country for even such fruit as might be there. The confiscated cargoes destined to neutral countries in Europe from America, taken into England and sold at prize court auctions there, are being offered at prices well below the parity of the lowest prices being offered on this side. Efforts on the part of certain interests to force the issue have not met with success, and matters are now merely drifting until something develops. Apricots are weak, as despite a short crop there has not been the demand that was expected due to the higher prices asked. The trade is not quite able to understand the delay in naming peach prices, as the fruit will be ready for shipment earlier than usual. Raisins are very dull at ruling quotations. Currants and other dried fruits also unchanged, with currants very firm.

Rice—The situation is strong, but there is no activity at the moment, owing mainly to the limited amount of stock available. Advices from the rice belt continue to reflect unfavorable conditions surrounding the movement of the new crop.

Provisions—The market is firm and unchanged. This includes all smoked meats, which are now in good demand. Barreled pork is unchanged at about the normal price for the season. Dried beef is ruling about 2@3c above normal and is firm and active. Canned meats are unchanged on a little higher basis than usual. Pure lard is firmer at an advance of ¼@½c, due to firmer Western markets. Compound lard is firm and unchanged at a price about 1½c above normal.

Cheese—The market is very firm at an advance of 1@1½c per pound due to the very large export demand. The export demand for cheese would be even larger if shippers could get refrigeration space. The make is about normal for the season.

Salt Fish—Shore mackerel continues scarce and very high and the catch so far has been very disappointing. There have been no developments in the Irish and Norway situation. There is a demand for mackerel even at the very high prices. There have been some sales of future cod at the high price noted last week. Hake and haddock are about 1c higher than normal but the demand in this section is very light owing to the food laws.

Midland—Bendall Bros. have opened a shoe store in the Jones building.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Aug. 21—From a report just received from Allenville we are informed that the Moran band has gone West for a three weeks' trip, being their annual vacation and a much needed rest. They did not state, however, whether it was a rest for the Allenvillites or for the members of the band, but presume it is the latter.

Last week was a record breaker for auto accidents at the Soo, the latest one being that of W. T. Fee-tham, one of our popular jewelers and considered one of the best chauffeurs in Cloverland and known as the driver of the green car which is never mistaken for a ford. William is a good hearted host and always takes a few of his friends with him on a long trip, such as this last one to Albany Island last Sunday. Had it not been for the reporter of the St. Ignace Enterprise, there would not have been any special mention made of the accident. It seems, however, two autos from some point in Canada were on their way to Cedarville and met William's large car coming from the other direction and, the roads not being very wide at this particular point, the two cars came together. It was thought by the spectators that William had unloaded his excess stock, as the road was full of springs and parts of wrecked cars for a while, but that William did not get the worst of it could be vouched for by his being able to drive home after replacing the springs and other parts of his car, he being an expert jeweler, while the cars from Canada had to be hauled to the Cedarville garage for repairs. William tells us that he saw the other cars coming and tried to get out of the way, bringing his car to a stop, but the Canadians deliberately ran into him, with the above mentioned result. The fortunate part of the whole affair was that there was no one hurt in the accident.

T. McMillan, shipping clerk for the Cornwell Company during the past summer, has resigned his position with the D., S. S. & A. Railway. His many friends are pleased to learn of his advancement.

The Soo was again honored in having one of her leading physicians, Dr. R. Bennie, re-elected President of the U. P. Medical Society at the meeting held at Houghton last week. This speaks well for our Soo man.

"A bore is a person who has nothing to do but sit around and visit."

All the hotels, private boarding houses and rooming houses at Mackinac Island have been taxed to their capacity the past two weeks and last week about 100 tourists were sent to Petoskey, as they could not secure accommodations at the Island. The management of the Grand Hotel announces that the Hotel will be lengthened by 75 feet and 100 additional new bath rooms added, all improvements to be completed by the opening of the season of 1917. This is the Grand's biggest year since their opening at the Island and is due to the hot weather throughout the country which brought the tourists to the beautiful refreshing breezes up North where one can always find relief from the excessive heat.

"Comparatively little work can convince a man that he needs a rest."

The Woods Craft Shop at the Snows is also one of the busy places this season and few people visit the Snows without visiting this unique place, which is almost opposite Hessel and a short distance east of the Islington Hotel. It is interesting to the tourists taking the walk through the dense woods to discover such a delightful spot as the Woods Craft where all kinds of soft drinks, sodas and light refreshments are served. Here the squirrels are trained to do

numerous stunts and eat out of the hand. Mr. and Mrs. Hopkins are the proprietors and those fortunate enough to pay this place a visit are more than repaid for their efforts.

"The optimist cheers, but the pessimist saves his breath for the purpose of letting out a calamity howl later."

The many friends of William Boyd, proprietor of the Queen's Hotel, in the Canadian Soo, were shocked to learn of his sudden death last week. The deceased has been a resident of the Canadian Soo for the past thirty years and was at one time proprietor of the Grand Hotel also. He was popular with the traveling fraternity and will be greatly missed by a large circle of friends.

Menominee is erecting a large new municipal filtration plant which will be completed by winter.

J. W. Harder, manager of the cloak and suit department at the Leader department store, left last week for New York on a buying trip.

Our popular County Treasurer, Byron C. Campbell, also one of the Soo's leading music dealers, is spending his vacation at Dryburg on his farm. Mr. Campbell likes nothing better than the dear old farm and says nothing compares with that kind of a life.

C. H. Scott, our former Postmaster and President of the Scott Stone Quarry, was one of the happiest men in the Soo last week when he received the news from Washington that he is to be reimbursed \$596, which Mr. Scott was compelled to make good to the Government in 1908 when a clerk in the postoffice embezzled \$2,500 of Government funds. This is what Mr. Scott calls easy money, although it was cold cash at the time.

The Soo loses one of her well-known citizens, Joseph P. Glaude, for a number of years one of Portage avenue's prosperous grocers. Mr. Glaude left last week for Lower Michigan, where he plans to locate permanently in Detroit, Flint or Muskegon. He was one of the police commissioners and was famous at the time of the Retail Grocers' Association a few years ago, as he was chief cook at all of their banquets, which consisted of rabbit pot pies and other delicious dishes especially prepared by Mr. Glaude. He will be greatly missed should the retailers ever reorganize here.

One of the prettiest weddings of the season took place at the Soo last week when Miss Ida Mable Runnels, daughter of Mr. and Mrs. A. E. Runnels, of this city, was united in marriage to Harry M. Smart, of Boston. Many out of town guests were in attendance. The happy couple left on an extended honeymoon throughout the Eastern states after receiving the best wishes of their large circle of friends for a bright and prosperous future.

P. Mulvihill, formerly manager of the Michigan State Telephone Co., at St. Ignace, has tendered his resignation and come to the Soo, where he has accepted a position as foreman in the electrical department of the Michigan Northern Power Co. Mr. Mulvihill comes highly recommended from his former town to his new home at the Soo.

Mr. Ford is still doing business at Gould City, his latest sale being a large touring car to William Lyman, proprietor of the Lyman Hotel.

J. R. Berry, popular grocer at Oakridge Park, was a business visitor here this week. Mr. Berry reports an exceptionally good business this summer, the hot weather having had much to do in bringing tourists down to his vicinity. His store is well stocked and he caters to the wants of the tourists.

Fred Avery, well-known merchant at Drummond Island, is contemplating selling out his business in the

72nd Year



We extend a cordial invitation to all merchants interested to visit us and inspect our line of

Holiday Goods

in Toys, Dolls, Books, Games, China, French Ivory, Brass, Silver, Cut Glass, Novelties.

We have prepared an irresistible display of good things to tempt the appetite of the buyer ever looking for "something different".

Months have been spent in assembling the thousands of items shown in our sample rooms and the number of buyers that have visited us is evidence of the fact that we have what the trade wants.

We have one of the VERY FEW COMPLETE STOCKS OF HOLIDAY AND CHRISTMAS GOODS OF THE WHOLE COUNTRY.

We make prompt shipments and give equal attention to small and large orders, mark all our goods in plain figures, and in every way strive to serve the trade as only a large and low priced wholesaler's stock can serve. We sell to merchants only and have no connection with any retail store.

But it is really necessary for retail merchants to buy early this year as RE-ORDERS cannot be depended upon owing to the ACTUAL SHORTAGE THAT EXISTS IN THE VISIBLE SUPPLY OF THESE GOODS.

In preparation for the great Holiday demands we have assembled and placed on display a HOST of "good things" which no dealer can afford to overlook in

Five, Ten and Twenty-Five Cents Art

Decorative and Useful Merchandise that will enable buyers to compete along the whole line with the FIVE AND TEN CENT STORES in the large cities and if you BUY OF US YOU WILL POSITIVELY SATISFY YOUR CUSTOMERS because we have

THE LINE--THE STOCK--THE PRICES

that are worthy of your attention. Come and see us. Send for Catalog

H. Leonard & Sons

Manufacturers' Agents and Wholesale Distributors

China, Glass, Crockery, Silverware

Bazaar and Holiday Merchandise

Grand Rapids

∴

Michigan

near future and moving to McCarron, where he expects to re-engage in the grocery business. Mr. Avery has been one of Drummond's prosperous merchants for several years and will be greatly missed by the residents of Drummond. Announcement of Mr. Avery's new venture will be made later.

George Laurie, one of our leading cigar manufacturers, has returned from an extended auto trip to Grand Marais and other points in his Oakland roadster. He found the roads in good shape, although passing through some wild country en route, but George did not mind the roads, as he is after the business, which accounts for his success since starting in for himself a few years ago.

All previous records of tourist business at the Shallows have been surpassed this season. Mine host John Metzger has lost about 20 pounds avoirdupois by trying to handle the business satisfactorily, despite the crowded conditions. He has one of the finest bathing beaches in Cloverland.

George Moutsatson, proprietor of the Moutsatson confectionery and ice cream parlor on Portage avenue, has purchased a new soda fountain which is the most up-to-date and expensive in the U. P. It will require from six to eight weeks to install same, but Mr. Moutsatson expects to have same in commission some time in October. The Liquid Carbonic Co., of Chicago, will install the new fixtures. The fountain is constructed wholly of imported white Italian marble, being 16 feet long and containing all the latest devices in this line. The ice cream cabinets and drain boards are of German silver composition. Each glass will be sterilized in hot soda solution, rinsed in cold water and finally sprayed both inside and out.

William G. Tapert.

Flakes From the Food City.

Battle Creek, Aug. 21—As I sit down to pen these items there is faintly discernible in the horizon the outline of a big stick, behind which can be seen a set of fine white teeth, a sharp pair of smiling eyes, looking through a pair of spectacles, and a small roar, as in a departing thunder storm, comes to our ears as we continue to look at the phenomenon. However, September 30 we will have with us in person the owner and user of the above properties to deliver one of his five speeches in Battle Creek in the interest of the coming Presidential election. Battle Creek expects to entertain on that day some 40,000 people and I might state that we will be prepared to do it. We feel highly honored, too, at being the choice among the thousands of cities about the country of one of the five lucky ones in which the Colonel will speak.

Guy Pfander, who for some months has been away from Battle Creek, dropped in on the boys of 253 Saturday evening and reported that he and prosperity were still getting along well. Here's hoping they always will.

Battle Creek Council held its regular monthly meeting Saturday evening and a good hot weather attendance was noted. The only thing that was not noted was the presence of Charles R. Dye and we again ask that if anybody throughout the State will please let 253 know if they happen to see Charlie, we will all rest better.

If any one who reads this item should run across an unused inter-urban car anywhere in the State, we would ask that he kindly notify the local branch of the U. C. T. and see if they will not furnish a little better service between here and Jackson. One car for the last four weeks has had from thirty to forty people stand-

ing up all the way, going and coming, between here and Jackson. The company advertises "no soot and no cinders," but many a person can exhibit a rheumatic foot or many blisters, which is worse than the first evil.

One of Battle Creek's recent acquisitions which has proven a boon to the retailers and consumers is the installing of the office of City Sealer. Battle Creek has for her sealer F. G. Barnard, a wonderful artist in this line of work. Since his installation in the office, Mr. Barnard has made himself known, although not always favorably, all over the State by his remarkable insights and discoveries of fraudulent methods used by all kinds of dealers against the public. The only thing we have to worry about is the fact that some larger city can use such a man as Mr. Barnard and that we will lose him.

At the recently held meeting of the World's Salesmanship Congress, in Detroit, data was given out relative to the organization of salesmen's clubs, to affiliate with the Congress as its foster organization. A number of prominent Battle Creek men have become interested in the movement and it is expected that by the early fall a club will be in full working order here, learning "Better Business through Better Salesmanship," from the speakers the Congress furnish.

Julius West, of the E. C. West & Son grocery firm, of this city, left Saturday for an extensive fishing trip through the Northern part of the State. Much of the three weeks he will be gone, however, will be spent seeing the sights in an auto through the more picturesque sections.

Any of you been fishing yet? They're biting good now and you can get rid of a lot of trouble on the end of a fish pole. Try it!

Sweet memories of zero weather!
Otto L. Cook.

Activities in Some Michigan Cities.

Written for the Tradesman.

Holland's annual fair will be held Sept. 12-15. An innovation this year will be a night fair with fireworks.

The new Bancroft Hotel was formally opened at Saginaw last week. All the furniture for same was made in Grand Rapids.

Grand Haven is nearly surrounded by valuable water frontage and the people there are just beginning to realize how little of this frontage the city really owns or controls. Nearly every public street ends at the river and several of these streets begin and end with a water frontage. But mighty few of these streets are now open to the water and there is hardly a mooring place in the city large enough for steamers of any size.

The Adrian Chamber of Commerce is taking up the matter of establishing automobile tours in the city and vicinity. During a recent grange rally an automobile tour was taken and much confusion and loss of time resulted because of lack of an established route.

Battle Creek will lay about three miles of asphalt street pavement this year.

The Pere Marquette Railroad will build a large addition to its freight house at Holland and will also build a new passenger station there soon.

Adrian used oil on about six miles of its streets this summer.

Vermontville will have a homecoming Aug. 30 to celebrate the opening of the new electric lighting system.

Almond Griffen.



Barney Langeler has worked in this institution continuously for over forty-five years.

Barney says—

My Golly, that Powdered Sugar of ours is selling faster than the dickens.

The rainy weather, and now the hot weather have been very hard on Powdered Sugar, but super-drying it keeps it from caking and getting lumpy.

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E. A. STOWE, Editor.

August 23, 1916

WHAT MR. BOTER CAN DO.

Mayor Tilma has made a good record so far in his administration. His appointments to boards have been a great improvement over most of the appointments of his crafty predecessor. Particularly is this true of Mr. Jardine to the Board of Public Works, Mr. Tietz to the Fire and Police Commission and Mr. Rumsey to the Park and Cemetery Commission. The Tradesman believes that these men were all selected solely on account of their fitness for the respective offices, without regard to political expediency or the effect their appointment would have on the political fortunes of the Mayor.

In striking contrast with these appointments is the action of the Mayor in forcing John S. Boter on the Park and Cemetery Commission, against Mr. Boter's vigorous protest and with full knowledge of the fact that the appointee will be unable to discharge the duties of the office with credit to himself or the city. The appointee realizes his personal unfitness for the work and has repeatedly asked to be relieved, but Mayor Tilma insists on Boter remaining in his present position because of the political influence Boter wields in the Southwestern portion of the city and the assistance he rendered Mr. Tilma in the spring election. Mr. Boter is a man of means and standing and the Tradesman can suggest a way by which he can justify his appointment and square the Mayor in the estimation of the people. Golden & Boter's mud wagons have for years been the greatest nuisance the city has had to contend with. They have scattered hundreds of tons of mud along the principal thoroughfares, which has cost the merchants and manufacturers of this city thousands of dollars every year. In wet weather it is tracked into public places and private offices, necessitating constant resort to the mop. In dry weather it is deposited in the shape of dust and grime in the bearings, joints and gears of machinery and on delicate fabrics, causing losses which no man has any right to inflict on another. Mr. Boter is fully informed as to the nature of this nuisance and, as a resourceful business man, he can easily remedy

it. If he knows nothing about parks and cemeteries—and he insists he is too busy to take the time to post up on the subject—he is an expert on dirt wagons and can so tighten the joints and raise the sides of his wagon boxes as to eliminate the nuisance his vehicles have been to the city of Grand Rapids for many years, caused by both dripping and overloading. If he will do this voluntarily and promptly, he will confer a lasting benefit on a community which has permitted him to accumulate a large and rapidly increasing fortune while exacting too heavy a toll from the people who have suffered from his carelessness. When Mr. Boter has so adjusted his wagons that they cease to be mud scows and breeders of dirt and disease, the Tradesman suggests that he carefully instruct his wagon drivers to cease being boors and road hogs and act the part of men. Under existing conditions they appear to be utterly oblivious to the laws of the State, the ordinances of the city and the rules of the road. They cut short corners—the streaks of dirt they scatter prove that—and they utterly ignore reasonable signals to divide the road. They treat women and children on the crosswalks as though they were animals instead of humans. The Golden & Boter employes are not the only offenders in this respect, but their conduct is such as to merit even stronger words than the Tradesman is using in this connection. Mr. Boter can remedy these things, if he goes about it in the right way. A wholesome reform of this abuse would meet with the hearty approval of the people of Grand Rapids.

It is not very difficult to explain why reports from German sources of the fighting on the Somme should emphasize the horrors of the conflict. The purpose is legitimate enough. There is the desire to bring home to the enemy the fearful cost at which his gradual gains have been made. If the French are ever to free their soil of the invader, so the German implication runs, they must advance to the frontier over the ruins of their own land. If the only way to blast the Germans out of a French village is to destroy the village, it is suggested that the French will think twice before pushing an offensive to that extreme. But there is also apparent in the German reports a not unnatural desire to stir up discontent between the French and their British Allies. This shows in the statement that whereas the French artillery are fairly circumspect about hammering their own towns to pieces and destroying their own people, the British show no such compunction. It is not a very subtle manoeuvre and hardly apt to influence French sentiment. There may be wrath in the French heart at the thought of the price the country is being made to pay, but there is also a savage pride in the way the Parisian papers print pictures of their own ruined towns and villages, and in the stories they give of French artillery officers training their guns on their own chateaux, now occupied by the enemy.

AUSTRIA NEAR COLLAPSE.

Austria-Hungary's collapse or elimination as a military factor may not be imminent, but developments in the war make it apparent that she is growing progressively weaker each day. The steady decline in her military strength has continued without a halt since the Russians began their offensive more than two months ago on a front extending from the Pripet marshes South to the Rumanian border. The sectors defended exclusively by Austro-Hungarian troops have invariably given way before the Russian onslaught and latterly that part of the line in Galicia West and Southwest of Tarnopol, defended jointly by the Germans and Austro-Hungarians and which for weeks resisted all attempts of the Russians to break it by frontal attacks, has finally been compelled to fall back because of the threat of envelopment by the Russians advancing on the North and South, and even from the Southwest. The Teutonic forces in Eastern Galicia are, according to all accounts, in a dangerous position because of the drive of the Russians toward Lemberg from three directions. Gen. von Bothmer's army may be unable to escape to Lemberg before the jaws of the Russian nut cracker closes upon it and either annihilates it or forces its surrender. It has already suffered heavy casualties. Only a miracle, it would seem, could save this army from further enormous losses, even if it escapes surrender or destruction. In the struggle for Lemberg a disaster for Austria-Hungary appears inevitable. The losses she must suffer in casualties and prisoners, she can no longer afford. She has long since passed her maximum in man-power and besides the successive defeats experienced within the past few months must seriously have undermined the morale of her rapidly diminishing armies.

Possibly an even greater blow to the morale of the Austro-Hungarian armies and people than anything that has happened on the Russian front, serious as these have been, is the capture of Gorizia by the Italians and the unchecked advance of the latter on the Isonzo front. Their present situation in that quarter is one of the surest signs of the impairment of the strength and of the morale of the Hapsburg armies. All the strong natural barriers on the Austro-Italian frontier are within Austrian territory, and military engineers, long before the present war began, had turned those natural barriers into a continuous line of fortresses, making them almost impregnable to attack from the Italian side. That that line has been broken finally at a strong point after more than a year of effort, during which the Italians previous to last week had made little impression upon it, points inevitably the conclusion that the dual monarchy's military resistance has weakened ominously and may be near the point of collapse.

Almost coincident with the alarming situation for Austria on the Russian and Italian fronts there is a re-

port that 150,000 Ottoman troops have been transported through Bulgaria and Serbia to Galicia to replace some part of the heavy losses Austria-Hungary's armies have suffered on that front. This may be true, but it would seem Turkey has need of all her fighting men in Asia Minor to turn back or stop the Russian offensive there. Bulgaria, too, may need Turkish reinforcements, if, as some dispatches say, the allied forces on the Macedonian front have started a forward movement with the purpose of cutting off Bulgaria and Turkey from their Teutonic allies. If Austria's condition is as critical as the succession of reverses on her two fronts would indicate and the Entente Allies have begun or are about to launch an offensive movement in the Balkans, the strategy of the Entente Powers would appear to be taking on the predicted form.

Russia and Italy are concentrating their attacks on Austria-Hungary's two main fronts with the purpose of wearing down her power of resistance and taxing her man-power beyond its limits. At the same time the Anglo-French-Serbian armies on the Macedonian front have launched a campaign which will result in cutting off Turkey first from her Teutonic support, and finally Bulgaria. If the communications between these Teutonic allies are severed, the speedy elimination of Turkey and Bulgaria as factors in the titanic struggle appears certain. Meanwhile the Entente Allies on all the other fronts are not decreasing the pressure against the chief Teutonic adversary. Germany is not permitted to withdraw men from any part of the Franco-Belgian or Central and Northern Russian fronts to strengthen the waning resistance of her allies. The war of exhaustion has at last taken on definitely its long-predicted character and events are now hastening toward a decisive point.

GERMAN DYES.

The curiosity of the European war thus far is the arrival of the Deutschland at Baltimore some time ago with dyes from Germany, but hardly less of a curiosity is the history of those dyes and of the conditions in this country into which they come. The distribution among houses friendly to Germany is in progress. The 1,000 tons at first reported has dwindled to 125 or 150 tons but much of the color is so condensed as to count for more than the quantity indicated by the tonnage. The little commercial importance of this affair is indicated by the statement of one house, which says; "We could use easily 100 times the amount we have received." But the Germans are entitled to much credit for this odd enterprise.

If a second-hand ford and a foul mouthed driver whose road hog tendencies make him a menace to other drivers and pedestrians correctly typifies the character of the Detroit candidate for Governor, the people of Michigan would be in a bad way with such a man as their chief executive officer.



Business Conditions Growing Better Out of the War.

No page in history reveals a situation parallel to that in which the United States stands to-day. There never was a time when a nation faced a world at war, separate and apart from the conflict, in a position to accept all the benefits and, thus far, to have none of the disadvantages thrown upon it. As there has never been a war in history the conditions of which were comparable to the war that is now in progress, so there has never been a nation that stood out looking from its own shores on the one side to a fair continent that has been turned into a shambles, a continent that has been ravaged by war. Only so far as North and South America are concerned has there been any part of the world wholly relieved either from the sorrow or the devastation of this conflict; and here stands the United States of America, a great constructive, financial power, looking out upon a scene that is appalling both in its devastation of to-day and in the results for the future, and yet, thus far, absolutely untouched except in a beneficial way.

Now, the measure of responsibility that rests upon this Nation is only comparable to the measure of wisdom, clearness of thought and steadiness of hand that must guide this Nation through this particular period of unusual prosperity, during the period of reconstruction in world conditions and into that period beyond, where all of the world must necessarily again take up its work in the old-time way and find the common level of industrial life and commercial life in the readjustment of matters as between the nations of the earth.

You know how, two years ago, we stood absolutely aghast in this country at the thought of a conflict which would involve the principal nations of Europe. We had in our own minds the overturning of all of the financial conditions that had previously obtained in this country and abroad; we thought of the absolute severance of the commercial relationships which had so long been established. We thought of the flood of our debts to Europe and of the flood of paper which would probably come back to our shores to be paid for in some form or another as the result of the investment of Europe in our securities and loans they had made on this side of the water. And you know how, during the first six months of the war, conditions in this country almost bordered on panic, both in relation to the financial affairs of the country and also commercial affairs.

Now what has happened? Instead of a flood of paper, representing the debts of the United States of Europe, there began to come back into this country, first in a small trickle, then in a larger stream, enlarging month after month as the years have passed, a flood of gold instead of a flood of paper that should be paid for out of the gold that we had; and the result is that never has there been a time in the history of the world where so much of prosperity has been flooded upon a country out of the misery and out of the desolation and out of the sorrow and suffering of the world at large, as has come to the United States of America during the last eighteen months; and the flow is unending. To-day it is little less than it was at the highest peak and without any possible chance, in the near future, of lessening the flood of yellow coin which is coming our way, increasing our wealth by leaps and bounds, putting us into a position as a nation that no nation has ever been put into before, with the sudden acquisition of wealth from unexpected sources. That side of the picture is all right. That is distinctly something that we are beneficiaries of, not of our own making, not born of our wisdom, not gathered because we had anything whatever to do either with the source from which the wealth is coming or the purposes for which it is being used; but we in this country have been standing in that singularly aloof position of being able to supply the needs of a world in need; to give to those countries in Europe that are now belligerent things that they must have to sustain life, and to the nations south of us, the nations that have formerly looked to Europe, something with which they can go on and do business as they were accustomed to do in the past.

With the burden of wealth that has come to this nation and made our business second to none, comes also the burden of responsibility. From a nation of debtors, when we feared first of all that the obligations would come back to us and flood our banks, representing the demands of Europe, our banks are flooded with gold to-day; our deposits are much larger; there is more money in the country than we have need for. The interest rates of the banks have declined and the banks have more money than is required for safety's sake. We have become an international banker instead of an international debtor. The responsibility rests upon the United States. Shall we be able to turn our point of view from that of absorbing everything, which has been our con-

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dition in the past, letting everybody invest his money here, and direct our funds into useful channels in Central and South America, Europe and other parts of the world, where money is needed for development of natural resources, and where the world's betterment alone can be had if the United States of America is generous enough to adopt a broad financial policy with respect to international relations with the countries of the world at large? How else can we discharge our financial obligations to the world?

We as a nation have been built upon the generosity of the nations of Europe. If we absorb as a sponge and give out nothing, only condemnation will come to us in the last analysis, when we are charged with the responsibility of leading the finances of the world at large, and if we in our selfishness decline to let the flow of gold go outside of our own domain. The result will be that we will be choked with wealth; that we will gain a character which wealth, ungenerously applied, always brings to a nation and such a nation will be the most cordially hated nation in the world, if we refuse to turn the tide of gold coming to us into the commercial channels of the world at large.

So far as our commercial conditions are concerned, following July, 1914, there came that stagnation as the result of uncertainty born of conflict which overturned all commercial precedents and overturned all evolutionary policies, when for months in that period labor was unemployed, when business was slack, when prices were depressed; and then suddenly came the turn. Mills that had not been in operation for months were started; furnace fires started in factories that had not been in operation for years. Month after month as time passed on business became more active; industry became more and more involved; night and day the fires of the furnaces of our industrial plants either left their black mark of smoke along the horizon or the red glare of the furnace fires on the clouds by night; and so continuously, month after month, as time has passed, industrial prosperity has increased, with all of the conditions which arise from it, until buying again became virile and active, until the anticipation of the wants of customers was a matter of great study and care on the part of those who had to supply them; where goods were being sought rather than being forced upon the buyer; where as fast as merchandise came into stores it was being distributed to customers of these stores in order that the ultimate consumer might have what his prosperity, due to unusual industrial conditions, made it necessary for him to have in the purchase of commodities. So during these months our industrial prosperity has gone on, mounting in pyramids.

A year ago, when the markets became active, everybody prophesied that there would be stocks that would be piled up on the anticipation of rising markets that would have to be accounted for some day when these markets would decline, after the sud-

den uprising was over, and sooner or later there would be a loss as the result of the gathering of large volumes of merchandise. What has happened? About as fast as merchandise has been taken in it has been put out. The absorbing power of the public seems to be almost unlimited. Prices of raw materials have advanced; manufacturers have taken in stocks of leather, steel and other commodities far in advance of what they have had need for, and they have paid cash for them in order that they might have a supply with which to take care of their trade. In spite of all that, so rapid has been the overturn, business has been so great, the distribution of commodities has been unprecedented, as far as our capital is concerned we have had more money than we have needed for the expansion of our business, and to-day the flood of money in the banks is little less than it was a year ago. We have enjoyed a prosperous condition unheard of not only in our own country, but as far as any nation of the world is concerned. Our shipping—what we have had of it—has been profitably employed. Our economic conditions have suddenly changed, even where partisanship has occasioned an entire and complete overturning of principles that underlie the party life. In the last session of Congress we have had occasion to view a party that has been opposed to introducing a bill for the creation of a tariff commission, passing the bill and having that commission in operation; whereas, two years back, the leader of that party, who to-day is our President, said that he not only was disinclined to agree that a commission to study the tariffs of the country was essential, that it was not in accordance with the principles of his party and he did not believe that such a course would be wise for this Nation. Yet so great have been the overturnings and there has been so much evolution as the result of the two years' European struggle, that all of the partisan political ideas that have actuated American politics in the last half century have been overturned and overthrown and a new set of economic principles has come into use in this Nation.

Finally, what does it all mean? It means that whenever there are unusual conditions like the conditions which exist in the United States today; whenever there is unusual activity in business; whenever conditions are abnormally grown, there will be a reaction, as inevitable as an immutable law, bringing us back from the high points we have reached to the low points of depression, following the international readjustment of business and political conditions. Wherever there is unusual prosperity, even though conditions in business come back only to normal, there will be a feeling on the part of those who have been so unusually prosperous that hard times are on, because the measure of profit is not what it was, at the highest point when large profits were taken. Every condition involving excess brings about, by its own weight and out of its own conditions, conditions involving loss.

This Nation of ours, abnormally developed as it is to-day, with respect to its wealth and with respect to its commerce, must face that time when its affairs go into the crucible with the affairs of European nations and we must take our part of the grief in the adjustment of these conditions with relation to not only our own group of people, but to the people of the Orient, the people of Europe and of Latin America. Born out of our own industrial prosperity has come an arrogance in the demands of labor which, without question, brooks us no good. When it comes to the time that we must lay our goods upon the world's counter, to be handled in competition with the reconstructed industries of Germany, France, Italy and England, and try to retain the markets which we have already and try to compete with the merchandise of the countries of Europe, there will be a condition such as we have never seen in this country before. Labor must take its part in the readjustment and the reconstruction which will come when the war is over, because this Nation of ours can not maintain an independent position when it puts its goods upon the counters of the world in competition with those of other countries, when labor here is paid more than it is or will be paid in



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the countries of Europe, and when arbitrary exactions from industry are so great as to put our industrial life at such a distinct disadvantage unless we protect our industries to a point where it would almost make it impossible for us to command the world's markets in competition with other countries. If you raise your own protective laws to a point that puts you in a class by yourself and absolutely destroys the parity between nations, you destroy your power of distribution of the commodities you are making and you must face the competition of the world at large.

We have a great railroad strike threatening us to-day. To what is it due? It is solely to the fact that our transportation systems, through the prosperity that has come to us as a Nation as a whole, sharing in that prosperity, have made within the last six months the greatest record for earnings that the transportation systems of America ever made in the past; and labor, saying that they have a part in producing these conditions, that they likewise have a right to share in the benefits that accrue, have asked that they be given a new basic day and a new basis of time for overtime beyond that basic day. Is labor entitled to what it asks? I don't think we in this room can judge, but what will transpire is this: In the threat of tying up the transportation systems of this country by 400,000 men in the trainmen's union, if they are successful they will deprive their fellow workers in the railroad service of the right to earn a daily wage. The mills of the country would be shut down, because supplies could not be brought in and goods could not be put out. The cities of our country would soon find food supplies exhausted, and they would suffer as the result of the impossibility to operate great industries when the transportation systems of the Nation were paralyzed. The danger comes, not in that these men may not be justified in what they are asking, but that there should be the power in any group of laboring men, whether 400,000 or any other number, to tie up the transportation systems of the Nation in a manner that would bring suffering, loss and destitution to this Nation. If our Government is so constructed that such a condition can be brought about by any group of laboring men, and they can impose such loss and sacrifices upon us as a Nation, then our laws are not right and they should be amended so that such a condition can not be imposed upon us.

(Continued next week.)

Any one who wants to work can find a job now, but in 1917, or 1918 or 1920 or 1925, sooner or later, we shall

have again one of our recurring industrial depressions, with soup kitchens, and wood yards and inevitable unemployment commissions, which will investigate and gravely report that the time to prevent unemployment is years before the unemployment comes. Then all will be forgotten and nothing will be done. In the handling of this problem we are not unlike the indolent negro who could not mend his leaky roof so long as it rained and would not mend it in dry weather because to do so was no longer necessary. Each unemployment commission advises that public expenditures be stabilized. Roads, canals, and other public improvements should be constructed in bad times when there is little demand for labor instead of in good times when there is plenty of employment. But it is exactly in hard times that money for public improvements is almost impossible to obtain. It is to-day when employment is steady that our governments and corporations should set aside sums of money to be expended—not immediately, when wages are high and materials expensive, but upon the first approach of an industrial crisis. Such a proposal is worked out in some detail by William Hard in Everybody's Magazine, in a plan which provides that the Federal Government set aside an annual sum for irrigation, drainage and other improvements, but expend only a part of the sum each year, leaving the excess, say 10 per cent., to be used whenever the President shall decide. In the meanwhile all preparations are to be made, so that the working force can be immediately increased upon the first sign of an industrial depression.

When nations are at war they carry their hatreds to ridiculous extremes. Germany proposes to penalize the use of all words of French origin by her citizens. A German name in England, even if its wearer derives from a long line of native English ancestors, is a very uncomfortable possession at present. Now a French writer in the Journal des Debats complains that the French people have too long been using a well-known guide-book with a German name. It is true he alleges certain inaccuracies in this book's text, but at bottom he feels the ignominy of being forced to fall back on an enemy production while viewing the scenic and artistic glories of France. As a patriotic Frenchman he does not want to be forced, hereafter, to view the ruins of Rheims with a German guide-book in his hand. "It were better to remain ignorant of one's country than to see it through such eyes," he says.

It isn't always the clock with the loudest tick that keeps the best time.

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OTTAWA AT FOUNTAIN.

BOTH PHONES 4391



Story of a Dry Goods Dealer's Romance.

Chapter IV.

Written for the Tradesman.

Curtis Lenier, the magazine writer, thanks to his experience as a newspaper reporter, has a highly developed news-sense. And the man with a highly developed news-sense is always alert inwardly, but outwardly calm. Human happenings do not faze him. Murder, suicide, divorce, death—these and all things else that men do under the sun—are but grist come to his mill. His business is not to be perturbed, but to grind. Therefore Lenier appeared to be not in the least surprised that the bandit and bank robber, whose recent exploits had so thoroughly shaken up Centerville's police officials had visited the Moore Dry Goods Store. This store is as everybody knows, prominently located in the center of Centerville's down-town shopping district. More people pass that particular corner than any other single corner, with a single exception. The store carries an ample and alluring line of men's shirts, neckwear, and innumerable other masculine wearables commonly designated by the term haberdashery—much of which is prominently and artistically displayed from time to time in their windows.

According to Moore's account of the incident, the alleged bandit; or, to state the matter more accurately, a man answering the description of the bandit as it appeared in Centerville papers, came into the store Saturday afternoon and bought a negligee shirt and a couple of collars. Elsworth Seaton Moore, owner and proprietor of the store, recalled the circumstances of the sale and related them to his friend Lenier, for it was Moore himself that waited on the customer. He just happened to be on the main floor front, when a man not unlike Tuttle's description of the Chesterfieldian hold-up person stepped in and asked to see a negligee shirt. He even recalled that the customer called for a 15½ shirt, with 34-inch sleeves.

In ninety-nine cases out of a hundred, declared Moore, he would have turned the customer over to Tony Collins, the head of this department, or Elmer Quehl, his assistant; but, for some reason, he didn't do so on this occasion, but himself took the customer in hand. Moore said he showed his party several patterns in popular-priced madras, and then one or two higher-grade fabrics; and even suggested that the customer could find, at that time, some extremely attractive values in pure thread silk

and crepe de chine shirts, if he cared for anything that luxurious; whereupon the customer smiled a bit sardonically and said: "All that sounds mighty nice, and I thank you for the compliment, but I'll take this one." And he designated a blue striped madras of \$1.25 grade, and then selected a medium collar with round corners, size 15½. He gave exact change, and took the parcel with him.

"Did he come in alone?" asked Lenier.

"No; he was accompanied by a young woman, who stood well towards the door while the transaction took place, and apparently had not the remotest interest in the purchase. I didn't notice her particularly at the time, although I seemed to be vaguely conscious of the fact that she was with him.

"This is getting to be exciting," exclaimed Lenier. "Wouldn't it be interesting if we knew whether this chance customer of yours were really the desperate bandit? And if so, wouldn't you like to know something of the tangled skein of untoward circumstances that forced the man into this sort of thing?"

And Elsworth Seaton Moore came somewhat reluctantly out of a deep brown study to answer affirmatively these apparently idle interrogations.

"Tell me about the man," pursued Lenier. "About how old would you guess him to be? How was he dressed? Did he wear 'a derby hat' and 'shabby, gray overcoat'? And, from your knowledge of men, what sort of a fellow did you size him up to be?"

"That's a lot of questions, your honor; but I'll answer them, as nearly as I can, in the priority of their putting. I should say my customer was somewhere in the neighborhood of 30, and must have weighed not less than a 160. I distinctly recall that he wore a black derby hat that had obviously seen better days. His overcoat was gray, loose-fitting—quite too large for him, in fact—and frankly seedy. The fellow had black hair and blue eyes—and on Saturday afternoon, he certainly looked as if he oughtn't to let Sunday come without seeing his barber. He looked as if a change of linen and bath wouldn't be amiss. But in spite of the unkemptness of my visitor, he impressed me as being a whole-souled, manly fellow. He had evidently had a drink not long prior to his visit with me, but he certainly wasn't jingled. His talk was coherent and right to the point. He had a keen, penetrating eye, and a square-built, aggressive jaw. In spite of his down-and-

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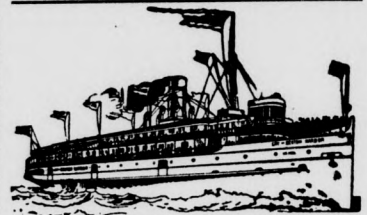
GEO. S. DRIGGS MATTRESS & CUSHION CO.

Manufacturers of Driggs Mattress Protectors, Pure Hair and Felt Mattresses, Link and Box Springs, Boat, Chair and Window Seat Cushions. Write for prices. Citizens 4120. GRAND RAPIDS

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BARLOW BROS. Grand Rapids, Mich.

SPEED—SAFETY—COMFORT



DAY AND NIGHT BOAT
TO CHICAGO
FARE \$2.75

GRAHAM & MORTON LINE
MICHIGAN RAILWAY CO.
Boat Flyers—Twice Daily
Leave Interurban Station, Foot of Lyon St., rear of Paulind Hotel, at
*8:00 a. m., 9:00 p. m.
*Except Sunday—Flyer for Day Boat Leaves Sunday 11:00 a. m.

"Lincoln Mills" Sweaters



The sweater season is on again and stock is moving quite lively—fact is, some lines are already broken. Jobbers are unable to place any duplicate business with the manufacturers this season, therefore we advise merchants who have not covered on this class of merchandise to get busy or later on they will find slim picking. Mail US your order NOW.

Grand Rapids Dry Goods Co.
20-22 Commerce Ave. - Grand Rapids, Michigan

Don't Waste Time



An Extension Telephone at a small cost saves many unnecessary steps.

Call Contract Dept. 4416.

Citizens Telephone Company

out appearance, there was an air of manliness about him I rather liked." "Well, what about the woman? Did you get a good look at her?" asked Lenier.

"It was only as I was handing my customer his parcel that I observed the girl. She was in the act of turning towards the door, having witnessed the consummation of the purchase; and she favored me with a glance. I don't know why, but somehow I got the impression that the girl was sad or troubled about something. There was a kind of wistful, drooping, haunted look about her; and at the same time a strange sort of fire and determination.

"She was dressed neatly—you know I'm rather lame on such matters, so I can't begin to describe her costume; but it was a tasteful unobtrusive get-up; and her hat, I happen to remember, was a rather large affair, with a blue and black plume over the crown."

"About how old would you say, at a rough guess?"

"About 25."

"D'you think she was the man's wife?" asked Lenier.

"Search me! I hope not, however."

"Why?"

"Well," began Moore uncertainly, "I think she is too nice a girl to be hooked up for life to a fellow like that. Don't you?"

"How should I know?" and they both laughed. Presently Curtis Lenier said, as he got up and stretched himself: "Moore, my dear old dry goods distributing person, unless I am much mistaken, the gods of love and of chance, have called at last. It's a faint, far-away call; for you didn't play up like a husky youth in your young days. But anyhow, you've got the cue at last. It isn't much of a cue. But follow it up. I haven't the slightest idea where it will lead you—maybe into the courtroom—but it's worth following.

"Don't waste any time trailing the man. You can't hope to get him as long as he evades the police. But they don't know about this girl—and take it from me, I won't tell them. She's easier. So try to find the girl. Maybe you'll find she's married; and maybe you'll find, even if she isn't married, you don't care to cultivate her acquaintance. But from what you say of her, I'll venture she's a nice girl; and maybe in a peck of trouble this very minute. Perhaps when you find her, you'll find she's the concrete embodiment of just the type of adventure that you've been hungering for all these years. So get busy. And luck to you, old boy; I'm hiking. I've got a thousand words of imperishable literature to write before the day is done."

So Elsworth Seaton Moore and Curtis Lenier went their several ways: Lenier's car eastward on Eighth street, Moore's south on Vine. And all the while, as Moore ducked around drays and trucks, made way for street cars, or waited for the traffic officer's signal to cross intersecting streets, his mind was dwelling on the romantic. Perhaps, without knowing it at the time, he had been very close to adventure. What

if the writer-folk were right after all, and adventure could be had? He devoutly hoped they were right.

Charles L. Garrison.

Professional Samaritans.

"A kind-hearted traveling man furnished the distracted woman with sufficient funds to complete her journey Westward," says an item in the Kearney Times. A lady had lost her purse in the depot and was unable to continue her journey with her baby, as she was among strangers and had no funds to pay her way to Ger- ing, which was her destination.

What is it in the profession or experience of the commercial traveler that makes him kindred to the good Samaritan of Scripture? Primarily, the traveling man must be built just like the rest of us, most of whom go in for charity organization, which places discretion, and calculating caution and reluctant and bickering yielding above indiscriminate giving.

But wherever the commercial traveler encounters distress, his purse flies open, playing in unison with his heart and hand. Never does he stop to send tracers out to discover if the needy may not be unworthy. It is enough that there is distress. He doesn't like distress and has declared war against it. Nowhere in his estimation has it any legitimate place in the scheme of nature, economy or business.

Somehow an indulgent world tolerates this failing of the commercial traveler, this impulsive, uncalculated giving to the wayfarer in need. Perhaps it may have its stimulant in the fact that the traveling man is so much among strangers himself and knows how helpless he would be if he had no certain resources upon which to draw when untoward chance overtook him.

If it be true, as preached, that indiscriminate and impulsive giving begets mendicancy, the commercial traveler will have much for which to answer to the final record-keeper.—Lincoln (Neb.) Daily Star.

Present No Longer Required.

"Papa," said the small boy, "Johnny Burton's goin' to have a birthday party next week and he said he'd invite me. An' I gotta take a present."

"A present?" said his father. "What for?"

"Johnny's birthday," replied the youth. "All the kids take presents."

Things hadn't gone right that day with father and he was in bad humor.

"That's all nonsense," he declared. "Every day or two it's a present here or a present there. If you can't be invited without taking a present you'd better not go."

The boy made no answer. The next day the father regretted his hasty words and said to his son:

"George, I brought a couple of books tonight for you to take to Johnny's party."

"It's too late now, pa," said George gloomily. "I licked him to-day, so he won't invite me."

He Recognized It.

In honor of a visit to his plant by the governor of the state, a manufacturer of alleged automobiles had

a complete car assembled in something like seven minutes.

Some weeks after the feat was heralded in the daily papers the telephone at the factory rang vigorously.

"Is it true that you assembled a car in seven minutes at your factor?" the voiced asked.

"Yes," came the reply. "Why?"

"Oh, nothing," said the calm enquirer, "only I got the car and it required only two minutes to go back into junk."

We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.
OORL, KNOTT & CO., Ltd.
Corner Commerce Ave. and Island St.
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Bell Phone 860 Citz. Phone 2713
Lynch Bros.
Special Sale Conductors
Expert Advertising—Expert Merchandising
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**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, 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.

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

Ipswich No. 1650 Socks

made of tested combed yarn, fast and stainless dye. Heels and toes reinforced, making them very durable.

We believe this to be the best 15 cent sock on the market.

Colors—Black, Tan and Palm Beach.

Paul Steketee & Sons
Wholesale Dry Goods Grand Rapids, Mich.

Lowney's Chocolates

in fancy packages

For Summer Trade

A fresh, complete line in stock all the time
Order by mail or from our representatives

Putnam Factory National Candy Company, Inc.
Western Michigan Distributors GRAND RAPIDS, MICHIGAN

AUTOMOBILES AND ACCESSORIES

Federal System of Roads With Aid of States.

Motorists generally are sanguine that the roads co-operation just established between the National Government and the several states will accomplish a big step toward the evolution of a Federal system of highways connecting the different sections of the country as effectively as the French plan of national routes.

"The most refreshing feature of the Federal aid road act is its freedom from the taint of pork barrel," comments Chairman George C. Diehl, of the good roads board of the American Automobile Association, which worked so persistently for the measure along with the American Association of State Highway Officials.

"An automatic check is placed upon any raid on the United States Treasury," continues the road authority, "in requiring that the states must match each Federal dollar with at least an equal amount. Of course, this means that the state will not squander its money for makeshift construction or repair. No political official has any power over the work at all, and it is a credit to the members of Congress that they have so worded the act as to make the state the smallest unit of co-operation rather than the congressional district or the county. The Federal aid road law is fundamentally as sound as any measure that could be enacted, and its only weakness is in its failure to require iron-clad assurance from the states that the roads will be properly maintained. Abundant and beneficent results should flow from this legislation during the next few years."

Putting this great new policy into operation involving an outlay of \$85,000,000 of Government money has made of the United States office of public roads and rural engineering about the busiest bureau in the Government service. While the Federal aid road law designates the secretary of agriculture as the executive officer for carrying out the act, he will very largely meet this requirement through the agency of the public roads office, of which Logan Waller Page is the director.

The first step in getting the work under way was the issuance by the secretary of agriculture of a formal certificate to the secretary of the treasury, the state highway department and the governors of states, showing the exact amount which each state will receive for the first year of the law's operation. Rules and regulations for the administration of the act have been completed in tentative form, and these are to be dis-

cussed with state highway officials at a conference to be held in Washington, August 16, so all the states may have an opportunity to set forth their position with reference to each and every point before the secretary of agriculture adopts and promulgates the rules and regulations in official form.

Expanding the organization to inspect and safeguard the tremendous expenditure of Federal funds is a task of no small magnitude, for while the Federal aid act leaves to the states the making of surveys and plans, and the actual supervision of the work, yet it requires of the Federal Government very thorough inspection and approval at every stage of the work. This means that a relatively large force of engineers must be employed, and their distribution so arranged as to take care of projects in all parts of the country with the greatest possible economy of time and money, consistent with efficiency. Many appointments will be made from an examination for the position of senior highway engineer that closed August 8.

"As examples of the multitude of details that must be worked out," says Mr. Page, "I might mention that we are called upon to answer hundreds of enquiries covering every phase of the operation of the new road law. We must establish an adequate accounting organization for handling the Federal expenditures, and to keep track of the joint state and Federal outlays; we must expand our filing system; see that all doubtful points of law are construed by the law officers of the Government, and we must work out all of the forms and procedure to expedite the co-operation between the state highway departments and the Department of Agriculture. In spite of these many vexing details and the magnitude of the undertaking, as a whole, we expect to have actual road work under way in at least a few of the states before winter sets in."

Gabby Gleanings From Grand Rapids.

Grand Rapids, Aug. 21—V. L. Tissera, the jobber of Ceylon tea who has been coming to Grand Rapids regularly for the past twenty-three years and is well known here, is recovering from a critical operation and relapse at St. Luke's hospital, Chicago. Mr. Tissera writes his Grand Rapids friends that he is so gratified over the encouraging words he receives from this city that he lies in the hospital looking fondly out on Lake Michigan, because the lake leads to the place where his good friends are.

Alfred J. Brown, President of the A. J. Brown Seed Co., is recovering from the effect of a broken bone in his left wrist, which compelled him

to abandon his proposed business trip to California last month.

Ed. B. Seymour, book-keeper for the A. J. Brown Seed Co., is taking a fortnight's vacation, which includes the trip from Detroit to Duluth and return on one of the largest liners on the lakes. He is accompanied by his wife.

There may or may not be some members of our Council who have never made the acquaintance of A. J. Warner, and for the information of those who may not know him we wish to say he is that lengthy gent who goes up and down the pike, trying to convince folks that the Hirth-Krause brand of foot gear is just the proper brand to blow their dough on. He succeeds in making them believe it, too. As a result, he calls forth very often some extremely complimentary remarks from the man in the office. We are not telling you all this, gentle reader, just to give Andy a bit of free advertising. To get down to "brass tacks," it has recently developed that he is a "crook" and should be watched. You are, therefore, hereby warned not to sit with him when alone, nor enter your name on a hotel register in any hotel in the jurisdiction in which he travels as an applicant to occupy one of two beds in a double room, for it comes to us on good authority that Andy laid awake until 3 a. m. recently waiting for a supposed room mate to roll in, only to learn the next morning, through the hotel clerk, that his partner backed completely out because he thought that tall, goon looking, black eyed gentleman looked to him like a "crook". For further particulars, ask "Andy."

After all we can't see a whole lot of difference in the modus operandi whether we extract money from our victims through the medium of fairs or raffle off an automobile—except that the former method gets it in larger chunks.

Now that assessment No. 133 is called, would it not be a good idea for you to get out your check books and pay up? By so doing you will avoid the possibility of letting it slip by, make it much easier for you secretary and thus increase his efficiency for service in other directions than looking after and drumming up delinquent members. You will also be putting yourselves on record as living exponents of that little word promptness, with which you should all be more or less familiar. The interest on two dollars at 6 per cent. for one month is one cent and it is just as easy to be ahead of the game as to be behind. Those of you who are in the habit of putting payment over until the eleventh hour—and some who wait until about the steeth hour—can't you get busy, pay up early and help wind up No. 133 on time and with a clean slate?

Those are kind words, Mr. Stowe, and we thank you for them.

G. V. McConnell was in Chicago last week and signed up a contract with his house for another year at a substantial increase in salary. As this is the beginning of his ninth year, Mack must stand in pretty well with

AUTO THIEVES

Many automobiles have been stolen the past few weeks. One of the boldest robberies occurred on the night of August 10th, in which the automobile belonging to D. A. Jolliffe & Son, of Plymouth, was stolen some time during the night from a cement garage located a short distance from the residence. The thieves undoubtedly got in through a window, removed the bars to the door and ran the automobile out by hand and away from town. It was a large car from the Detroit Company.

Also, a Ford automobile belonging to Glen Gillespie, Assitant Prosecuting Attorney, at Pontiac, was stolen a few days ago. The Citizens' Mutual Automobile Insurance Company has offered a reward for the arrest and conviction of the thieves.

The above Company now has over 11,000 members. They have the reputation of adjusting their losses promptly; they made no assessment last year and have made none this year, and still have about \$22,000 cash on hand in banks to meet claims. The Company furnishes protection first, from theft, second, from fire, and third, from liability.

The cost is only \$1.00 for policy plus 25 cents per H. P., making \$6.50 on a Ford, and other cars in proportion.

If your car is not insured write without delay to

W. E. ROBB, Secretary
Howell, Mich.

TRUCKS FOR SALE

at
A Great Reduction in Price

Ten new 2-ton trucks, furniture stake, coal platform and panel bodies. Bargain prices. Liberal terms. Immediate deliveries. Also have some low price 3/4-ton delivery trucks especially adapted to use on rough and sandy roads. Citizens 7691 or Trucks, care Michigan Tradesman.

Week's Special in Used Autos

Paige, 4-cylinder, electric lights and starting fine condition; special . . . \$395
Overland, 4-cylinder, foredoor; special 95
Hupp, 4-cylinder, running fine; special 185
Overland, 4-cylinder, 1912; special . . . 195
Regal light 7-passenger, electrically equipped; special 495
Ford 1913, electric lights, 2 new tires; special 245
Brush runabout, very reliable; special 75
Whiting roadster; special 175
Krit roadster, unusually good; special 245
Chalmers 30 speedster, very class; special 395
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At the long established and reliable place.

Easy terms no extra charge.
Dwight's Used Auto Ex. 230 Ionia, N. W.

United Trucks

1 1/2 to 6 ton all
worm drive

United Trucks are the best business and profit builders a dealer can secure. They are standardized in construction and are capable of performing beyond the requirements usually made on similarly rated trucks as to capacity and endurance.

You will be interested in the particulars when you hear about them. Write, wire or visit us personally.

The United Motor Truck Company
Grand Rapids, Michigan

Use Half as Much
Champion Motor Oil
as of other Oil
GRAND RAPIDS OIL CO.

Swinehart

Solid and Pneumatic Tires built for strength and wear-resisting qualities.
For Sale by Dealers.

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

his house, as well as with the boys on the road. We rejoice at your success, old scout.

The most important item for this week is about the U. C. T. picnic set for Saturday, August 26, at Jenison Park. Chairman VanderMeer will be at the depot of the Michigan Railway to furnish all with round trip tickets. A special rate of 40 cents for the round trip has been secured for the kiddies. A mighty good programme of amusements and sports has been arranged by the committee, including a ladies' slow walking contest, a hundred dash contest, ball throwing contest and sucker contest. This latter is something we cannot give any explanation of, but it will certainly be funny. There will be a prize for the heaviest couple and also one for the lightest—for the men there will be an egg carrying contest, a needle threading contest and a smoking contest (smoke in this world, not in the next), also an indoor ball game. Arrangements have been made for the big feed and band concert at noon (Fred Beardslee, please take notice). The prizes will be all worthy of the occasion and the committee states there will also be some booby prizes (Harwood, take notice).

Mr. and Mrs. Charles M. Lee and Mr. and Mrs. John D. Martin motored out to the Y. M. C. A. camp for boys at Barlow Lake last Sunday, had dinner with the boys and saw them take their afternoon swim, returning home in the cool of the evening.

Mr. and Mrs. H. W. Harwood are entertaining Harry's mother, who comes every summer from her home in Britton, Conn., to spend a few days with them.

Did you read the article on page 6, Aug. 16 issue of the Tradesman, Valid Reasons for Liking the U. C. T.? Every member of our organization should cut that article out, carry it with him and read it to prospective members and a vote of thanks should be given our good friend, E. A. Stowe. No man outside of our order has had a better opportunity to judge the progressiveness of the traveling man in the past forty years than has E. A. Stowe. Admitting the fact that there are just as good traveling men who are not members of the United Commercial Travelers as members within our folds, yet we who have for years worked under the influence of the teachings of "Unity, Charity and Temperance" (U. C. T.), know the fraternalism, broadens and strengthens our manhood and teaches us to be better prepared for the long journey to the Eternal City.

We are glad to see our old friend, Brubaker (Cronic Kicker) sit up and take notice of doings again. Keep coming. You are welcome all the time. The writer took occasion a few years ago to stop at Mears, and hunt up the Cronic Kicker and we found him a good big hearted fellow, fully alive to all the possibilities and pleasures of life. Ja Dee.

You and Your Town.

Written for the Tradesman.

No matter how little to do and see
There is in your town—on your street;
No matter how lively the place may be;
No matter how dirty—or neat;

If you think it's nothing at all to you
Whether anything happens or not,
So long as the business you manage to do
Pays you to stay in the spot;

If you have no feelings of sorrow or pride
For the looks of the town, or its name,
If you're just that selfish you're satisfied
With playing your own little game;

Why, then, here's what I think of you,
And I'd say the same to your face;
I don't care a darn how much business
you do,
I call you a town disgrace!

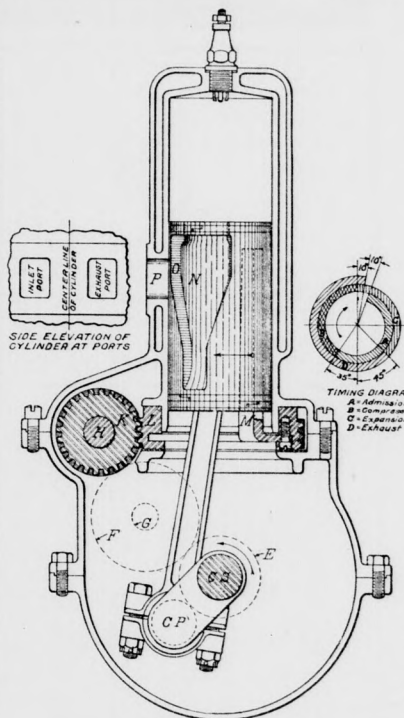
Why don't you take off your coat and
join
With the rest of the population?
This isn't a day of each one for the coin,
It's a day of co-operation!

Frank Farrington.

Replies are not always answers.

CLARK-ANDERSON

The Very "Last Word" in Motors



PROVED CLAIMS

YOUR CHANCE

MORE POWER—Parts are mechanically operated with perfect precision, and remain at full opening more than twice as long as in the valve motor.

ECONOMY—All cylinders receive same amount of mixture under all conditions, enabling use of leaner mixture with less frequent changes.

BALANCE—All cylinders work alike all the time.

SILENCE—Operated entirely by noiseless spiral gears, and always in balance.

The fellow who is satisfied with himself and his present condition—contented to "let well enough alone"—never gets anywhere.

He has every chance the other fellow has; but through indifference or lack of courage he lets the foresighted man with imagination grab the big chance and get away with the big profits.

Any man can be foresighted by using his imagination in his daily reading—by studying to-day's news from the viewpoint of to-morrow's demands and possibilities.

Get right now into the biggest paying business in the world while stock is selling at par in a company that looks better than any of the wonderful dividend payers looked in the beginning.

Full Description of Motor, and Details of Organization Furnished on Request

Universal Valveless Four Cycle Motor Co.
405-6-7 Murray Bldg. Grand Rapids, Michigan
Citizens 7645

Pullman Tires

PULLMAN TIRES are made of long fibre cotton fabrics, which undergo natural drying and rigid strength tests, and of refined rubbers of the highest quality. The carcass, or wall, is extremely durable, withstands temperature variations without overstrain, and gives free-air-action; consequently comfort and buoyancy to both light and heavy cars. The Pullman tread is extra thick and unsurpassed in toughness. These two qualities make this tire especially adapted to stand up under the grind of sandy roads. The Non-Skid is unique and effective—prevents skidding and insures uniform speed by clinging to solid bottom on muddy, wet thoroughfares.

3,500 Miles Guarantee

PULLMAN TIRES are guaranteed to render a minimum service of 3,500 miles, and to be free from imperfections in material and workmanship.

Wholesale Distributors:
Brown & Sehler Co.
Grand Rapids, Mich.

We have an interesting proposition to make to dealers.

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.

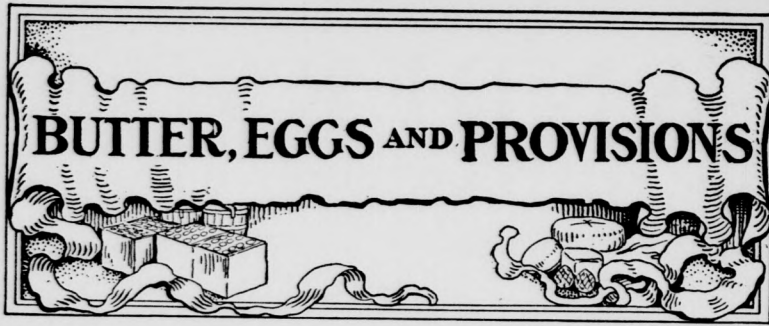
The Great Western Oil Co.
Grand Rapids, Michigan



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

THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES

326 W. MADISON ST. CHICAGO
ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



Michigan Poultry, Butter and Egg Association.

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

Natural Flavors in Foods Must Be Preserved.

Dr. Street in his annual report for 1915 gives me my text when he says: "Allowing for all possible differences of judgment, it was clear that some of the finest appearing fruit was quite deficient in taste and flavor, showing that when quality is to be considered mere size and appearance are by no means the determining factor."

Henry T. Finck, apostle of flavor, gastronomic expert and one of the few writers on pure food subjects who has never allowed his fad to become an obsession, says: "Not only have we a right to enjoy the pleasures of the table, but it is our moral duty to do so. The highest laws of health demand of us that we get as much pleasure out of our meals as possible."

This is the reason why we must give more attention to flavor, and why the food official should seize the opportunity to lend a helping hand to the farmer or horticulturist who is endeavoring to devise means for getting his naturally ripened products to the consumer in the best possible condition; why he should give serious thought to the problems of the canner and offer the co-operation necessary to the development of methods of canning which will conserve flavor as well as food; why the official should be interested in the problems of the cold storage warehouseman who is learning so well how to prolong the life of foods.

What is flavor anyway? The dictionary says that it is "the element in the taste of a substance which depends upon the co-operation of the sense of smell."

It is probable that flavors are chiefly due to the presence of exceedingly minute quantities of volatile substances, which we have designated as esters, ethers and aldehydes. These substances are elaborated in the cells of the ripening fruit, where nature, the master chemist, performs wonders in synthetic chemistry which are far beyond our powers, weak imitators of nature's work, to produce.

The fine flavors of meats are quite different from those of the fruits and depend chiefly upon the presence of extractives. Beef bouillon is full of flavor, but shy of food values. The beef from which it was produced is nearly tasteless, but it is still rich food. A long continued diet of flavor-

less meat is not desirable. The eater may be well fed, but the probability is that he will not be well nourished. Whether the influence of flavor on digestion is psychological or is determined by more definite, although as yet little understood, reasons, we have got to admit its value.

One of the practical men whom it is almost impossible to reach, because of the superior plane to which by his own bootstraps he has lifted himself, is the so-called French chef and tyrant who wreaks his vengeance on the poor individuals who have to eat food of his preparing. The expert cook should be restrained by force or law or an indignant public from destroying, making or maltreating natural food flavors with the miserable mixtures he calls sauce piquant, chaud-froid sauce, al'auore, salmis sauce, sauce bigarrade. Any committee which may undertake to establish offhand methods for the conservation of food flavor should begin in the kitchen of the expert cook, because that is the place where food flavor is destroyed and undefined, ill-determined, immoral masks for flavor elaborated.

I suggest for serious consideration the following points: The fresh fruit and vegetable supply of the large cities is lacking in flavor because it is immature when picked. Most fruits, especially the small fruits, are of finest flavor only when fully ripe and when they come to maturity on the parent stem. The Government, most effectively aided by the State officials of Florida, has done splendid work in stopping the shipment of immature oranges and grape fruit. A similar solution of the cantaloupe and melon, problem is especially requested of the authorities at Washington. Our problem is not to prevent the shipment of immature fruit or vegetables but rather to do out part in solving the great problem of quick transportation and immediate distribution. And to study that question we must step outside our regular line of duty and join hands with the economists who are studying the great problem of marketing the food supply.

Our next point of attack should, I believe, be the manufacturing plant. We have been very insistent that the product of the canner and packer should be free from mould and low in bacterial count. We have required the elimination of decayed and over-ripe raw material. At the same time we have undoubtedly made it more difficult for the manufacturer to place in his package the perfect flavors of full maturity. We must get back into the field of the farmer who reserves to himself the right to do as



Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids, Michigan

Owned by Merchants

Products Sold Only by Merchants

Brands Recommended by Merchants

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

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.

Make Us Your Shipments

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

Kent Storage Co. Grand Rapids, Mich.

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

Peaches

Don't wait too long before writing us. You will have to look to Michigan for your supply this year. Buyers are already active in this section buying up the orchards of the growers who do not market with us.

Write us now. Our fruit and pack is as good as you can buy and arrangements in advance will save you money and trouble.

Fennville Fruit Exchange
Fennville, Mich.

he pleases and who insists that a tomato is a tomato, whether it is green or rotten, so long as it grew on a tomato vine, and that cream is cream just so long as the butterfat it contains may be churned out into butter.

Cold storage has been condemned offhand as a destroyer of the flavor of eggs. But cold storage never did one-half the damage to the eggs that the careless methods of handling at the farm have done.

Perhaps the greatest problem of all of the food industries is that which confronts the buttermaker. The creamery is loudly condemned because of the low grade of butter it turns out, when, as I see it, practically all the criticism against the butter maker should be directed against the farmer who produced the cream under unsanitary conditions and held it for too long a time at high temperature and exposed to damaging influences. It is not possible to conserve food flavor in butter or in any other product unless it is possible to put the flavor in in the first place.

May it not be practical to establish a permanent Government bureau on the conservation of food flavors and to include as working members men from all the representative industries which, however great our interest may be in their control, are themselves far more vitally concerned in the development of better methods of work and of a finer flavored product than we can ever hope to be?

Harry E. Barnard,
Food Commissioner of Indiana.

Packer Hide Selections.

Native steers are steer hides free from all brands and graded in weights as follows: Heavy hides about sixty pounds; light hides, between fifty and sixty pounds; extreme light hides, under fifty pounds and down to overweight kips, thirty-five pounds cured. Texas hides come from branded range steers from Texas, generally, but not necessarily. They are graded in the same way as native steers, and are used mainly for sole leather. Some fed stock pass for range steers. Butt branded steers have a brand on the rump, generally on one side only, although it makes no difference if they are branded on both sides. The brand must not extend over eighteen inches up from the butt of the hide, else they are Colorados. They are graded in three weights: Heavies, over sixty pounds; lights, fifty to sixty pounds; extreme lights, twenty-five to fifty pounds; Colorado steers are side branded stock, marked on one or both sides. They are longer in the brisket, producing a greater spread across the shoulders than is found in Texas steers. They are graded the same as butt brands. Branded cows are simply what the name implies. They are not selected for weights, being sold flat in this respect. Native cows are free from brands and graded

into two weights; over fifty-five pounds and under fifty-five pounds, the former termed heavies and the latter lights. Native bulls are free of brands, bulls and stags sold flat.

Prices of Meat Animals.

The level of prices paid producers of the United States for meat animals (hogs, cattle, sheep and chickens) increased 4.3 per cent. from March 15 to April 15; in the same period of the past six years the average increase has been 2.8 per cent. On April 15 prices of these meat animals averaged about 19.1 per cent. higher than a year ago, 6.1 per cent. higher than two years ago, and 14.4 per cent. higher than the average of the past six years on April 15.

Hog prices per 100 pounds averaged to producers of the United States \$8.21 on April 15, compared with \$6.48 a year ago, \$7.80 two years ago, and \$7.40, the average of the past six years.

Beef cattle per 100 pounds averaged \$6.66, compared with \$5.96 a year ago, \$6.29 two years ago, and \$5.58, the average of the past six years.

Sheep per 100 pounds averaged \$6.61, compared with \$5.60 a year ago, \$4.96 two years ago and \$5.16, the average of the past six years.

These averages are based upon reports to the Bureau of Crop Estimates.

Head Cheese Without Rinds.

It will not be necessary to use rinds if you follow this formula for head cheese: To twelve salted pig heads use ten pounds of cheek meat, hearts or neck trimmings; in fact, any meats may be used that are not worked up into other sausages. When cooked cut into dice or narrow strips and add a few tongues cooked and cut into strips. For 100 pounds of meat use eight ounces of pepper, three ounces of coriander, two ounces whole mustard seed, one ounce cloves and one ounce cinnamon; mix well and add some of the broth in which the meat has been cooked, stuff into beef bungs, drop in the kettle for fifteen minutes, then into cold water for fifteen minutes; press tightly between boards. This will give you a good article without the use of rinds.

The Put-It-Offs.

My Friend, have you heard of the town of Yawn,
On the banks of the River Slow,
Where blooms the Wait-Awhile flowers fair,
Where the Sometime-or-Other scents the air?

It lies in the Valley of What's-the-use,
In the province of Let-'er-slide;
That tired feeling is native there,
It's the home of the listless, I-don't-care,
Where the Put-it-Offs abide.

The Put-it-Offs smile when asked to work,
And say they will do it To-morrow;
And so they delay from day unto day,
Till death cycles up and takes them away,
And their families Starve, Beg or Borrow.

Some merchants need larger quarters and some need more quarters.

Vose Pianos

THAT'S ALL
WE CHALLENGE COMPARISON IRRESPECTIVE OF PRICE
SEE US AT WEST MICH. FAIR
SEPT. 18--22
THE HERRICK PIANO CO. WAY FROM THE DEPOT 35 NO. IONIA AVE.



How Much Comes Your Way That Gets Away?

Every auto that whizzes past your door, Mr. Dealer, will stop somewhere for gasoline. Why don't you stop them at your door? It's easy enough, if you use the right signal.

Autoists have long ago learned that a Bowser "Sentry" Pump is

The Sign of a Progressive Grocery Store

the same as a clock, out in front, calls attention to the jewelers, or a striped pole signalizes the location of a barber shop.

In addition to their advertising value



outfits are money-makers. You make a profit on gasoline and on other sales made to those who would not otherwise stop.

Buy gasoline in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.

This "Red Sentry" Equipment is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request for descriptive matter and information concerning anything along this line won't obligate you in the least.



S. F BOWSER & COMPANY, Inc.
Fort Wayne, Indiana

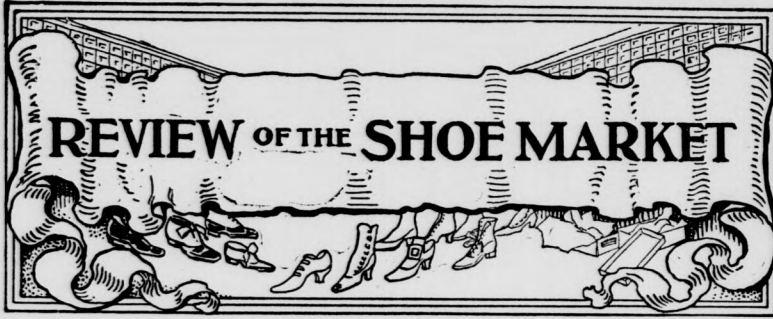
Sales Offices in All Centers and Representatives Everywhere

SEND US ORDERS

ALL KINDS FIELD SEEDS

Medium, Mammoth, Alsyke, Alfalfa Clover, Timothy, Peas, Beans

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.



Intensive Cultivation of the Local Field.

Written for the Tradesman.

Undoubtedly the path of development for the average retail shoe dealer lies in the direction of intensive, rather than extensive, cultivation of his local field. This is evident from the fact that the average retail shoe dealer's trade has already approximated the limits of extensive growth. For instance an exclusive shoe store of a certain sized city—put the population at anything you like from twenty-five thousand to half a million people—will expect its customers to be, in the main, of the city. Beyond the city it will not expect to draw its patrons—unless, indeed, it be an exceptional large and enterprising concern, with a large annual appropriation for newspaper and other forms of advertising, wherein it hopes—and may reasonably expect—to interest and capture outside trade. The small suburban shoe shop operates within a definite field. If there are, say, five thousand people in its suburb, the growth of its possible patronage will grow extensively only as the suburb grows. And so the small town store, which has a mixed trade—townsfolk and country people—can naturally expect to reach people dwelling about so far out in the country; for somewhere out in every direction there is an invisible line where the pull of the shoe store in town A is counteracted or neutralized by the pull of a similar shoe store in town B, town C, etc. So the physical trade realm of the shoe store—no matter how large or small the store, and no matter where it is located—is definitely limited. Somewhere there is a line beyond which it cannot hope to pass in attracting trade. Most stores, I verily believe, have just about reached the limit of their expansive or extensive development. There may be exceptions, of course, but I am speaking now in broad terms.

If this proposition is true, then the only remaining line of development is what we term intensive development. And everybody knows, in a way, what intensive cultivation of a field is. It's where you spade deep, enrich the soil, alternate crops scientifically, aid nature in every conceivable way by artificial heat, moisture and the like, so that nature does through your intelligent co-operation nine or ten times as much as she would do without it. The American farmer is beginning to learn that the size and value of the crop—and especially the annual net earnings of the year's work—do not depend upon the number of acres. It has taken

the truck gardeners, with old-world methods of utilizing space and forcing processes, to show our American farmers a few valuable tricks in cultivating the earth's surface. This plan of intensive cultivation is being applied on a larger scale. The method can also be carried over and used by merchants in all sorts of different lines. But in a special sense it can, and ought to be, employed by retail shoe dealers.

To be real frank, which is most always the best way to be, shoe dealers of most of our communities—the large towns and cities alone excepted—have thus far merely scratched the surface. Beyond the actual present consumption of shoes, findings and footwear accessories, there is a vastly larger and ever so much more profitable potential realm of consumption into which shoe dealers may, and should enter. Only it's up to them to do the entering. This business, as I have intimated, is latent and potential. It must be developed, cultivated, made articulate. To do this requires insight, individual initiative, aggressiveness. It will require exploitation, advertising, salesmanship and store efficiency. All of which will proceed on the absolutely correct assumption that the people of the average community are now demanding and consuming less than they ought to require and consume in the way of shoes, findings and footwear accessories.

In the larger towns and cities, as I intimated, the discrepancy between the present actual consumption of footwear and the amount that the people ought really to consume, is not so great as it is in the smaller communities. Nevertheless there is a decided discrepancy even in the larger towns and cities. Which is only another way of saying that, no matter where you are located, there is more business for your shoe store than you now enjoy. And the way you are to get it is to brush up on what I term intensive methods.

For instance it is a fact that many people—women as well as men, but men more than women—stint themselves in the matter of shoes more than in any other single feature of their personal attire; and this in spite of the fact that one's footwear is one of the most important features



R. K. L. Star Line Shoes

The "All Solid" School Shoe
For Boys



No. 8390 Boys'—
Sizes 2½ to 5¼
No. 8390½ Youths'—
Sizes 12½ to 2
No. 8808 Little Gents'—
Sizes 8½ to 12

School opens next month. Your trade will want good durable shoes for school wear. Be prepared for this business by having a full line of R. K. L. "ALL SOLID" BOYS' SHOES on your shelves. Lack of sizes will mean loss of sales. Order now.

We carry them in stock—ready to ship.

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

Real Talking Points

The unusual interest which the trade is showing in this line of shoes—the repeat orders—the steadily increasing demand, all point to it as the year's greatest trade winner. Progressive dealers everywhere consider the

Bertsch Goodyear Welt

shoe line as their best profit-maker. Because of its REAL VALUE this line offers more REAL TALKING POINTS than any other similar line offered you to-day. It will draw trade to you and make it PERMANENT because it has SATISFACTION built into it—it is attracting the attention of dealers everywhere.

You should investigate this line—it is built for such trade as you sell. It will "take" at first sight with those particular customers who are hard to please.

They will at once see the style and service-giving qualities.

The BERTSCH is trade-puller and a satisfaction giver from first to last and its merits mean repeat orders.

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

of his dress, whether viewed from the standpoint of appearance or health. Shoes that are perceptibly the worse for wear; shoes that have lost something of their original shape through hard service, although they are not what you would call worn-out shoes; shoes that are still fairly good and yet passe—can very quickly kill the effect of the rest of one's costume. This is so manifestly true, that one is never well dressed unless one is dressed well at the feet.

And different occasions call for distinctly different types and kinds of footwear—provided, of course, one desires to conform at all to the requirements of good taste. Afternoon wear, street wear, evening wear, and all manner of special and occasional wear—all demand different sorts of shoes—and these for men, women and children. For instance, take the sensible and now almost universally-favored low-cut type of shoe for hot weather wear; one should have at least three pairs of low-cuts at a time in order to be prepared for every emergency—gun metals, tans and white oxfords. And if one is going off on a vacation, he will require still other kinds of shoes, depending upon the nature of his vacation. If it is a fishing trip on the lakes or in the mountains or Northern woods, he will want heavy, substantially-built shoes; if it is to some fashionable watering place, sport shoes, dancing pumps and the like.

There are several good and substantial reasons why people should have on hand a number of pairs of shoes at a time. In the first place, there is the matter of actual footwear economy. It has been proved by scientific tests that two pairs of shoes worn alternately will last longer than two pairs of shoes of identically the same grade worn a pair at a time, but worn continuously. Shoes get a chance to "rest." They air out. The perspiration has a chance to dry. The lining is thus ventilated, and the life of the shoe prolonged. Not only so, but this alternating of shoes is resting and refreshing to the feet. This is especially noticeable in hot weather. If people who have sensitive feet—and there are just lots and lots of people with sensitive feet—knew how refreshing it is to change their shoes, they would not go on suffering as many of them do. Why doesn't the retail shoe dealer put them wise to this simple, practical little expedient? The answer is, Some retail shoe dealers are doing that sort of thing. They are the fellows who see possibilities in the intensive development of their business. And they are going after more trade among the people who are already patrons of their shoes. Now it's a fine thing to increase one's shoe business 10, 25 or 40 per cent. in a year. And there are two ways of doing it.

First, get 10, 25 or 40 per cent. more customers this year than you had last; or—and this is the most practical method—sell your present customers 10, 25 or 40 per cent. more merchandise than you did last year. In either case you get the extra profit on that percentage of increase in your trade.

Now in the matter of findings and footwear accessories. I am sure there is no one who believes that we have anything like touched the hem of the garment of possibilities in these lines. How many of your customers have a pair of trees? How many of them have polishing brushes, let alone convenient polishing outfits? How many of your lady customers tree their slippers? Do you sell extra lace ties to the men who buy low-cuts? This is a day of preparedness. Are you utilizing the preparedness idea in pushing findings?

This intensive development of the retail shoe business of our country is the coming thing. You'd better hurry up and get in on it.

Cid McKay.

Commends the Tributes to the Late Mr. Barlow.

Omena, Aug. 21—I have read with the greatest pleasure Mr. Remington's tribute to Mr. and Mrs. Barlow—the two dates are significant—they have continued to be what they appeared to be unto the end. Your splendid editorial also greatly interested me. You have for a generation been engaged in boosting good men—living or dead—the greatest possible service that can be rendered to the ethical standards of a community. If good men are lifted up and bad men are passed by silently or even with rebuke, the proper classification is made, the proper ideal established, the golden standard of truth, justice, courtesy and kindness is set up, and men—especially young men—come up to the standard or try to. The reason you have so many sterling business men in Grand Rapids—out of all proportion as compared with other cities—is, I believe, this splendid standard you are continually setting forth. A man who is looking for standards finds them and follows them. Mr. Barlow was a good man to point men to. He was all there, all the time—straight, clean, intelligent, courageous and modest. "Blessed are the pure in heart, for they shall see God." That is, they will have eyes clear enough to recognize and like God and all of His goodness.

I thank you for the further courtesy you have shown me in printing what words I had to say at the funeral.
Dan F. Bradley.

It is a good thing to take counsel with other and wiser men in regard to important steps, but don't be the vacillating kind of chap who is unable to decide anything for himself.

Schwartzberg & Glaser
Leather Co.
Shoemakers and Shoe Store
Supplies
240 Pearl St. "Near the Bridge"
Both Phones Grand Rapids, Mich.



"Brandau-Brand"

Service Shoes
FOR SHOP AND FARM

Manufactured by
Brandau Shoe Co. - Detroit, Mich.



School Days-School Shoes

Now is the time you want a full line of sizes in the right styles of good shoes for the young people.



Our misses' and growing girls' shoes have the trim, neat appearance that appeals to the eye of the particular miss, and the service that satisfies.

Our stout shoes for boys fit the feet as well as the eye, and are made to stand hard knocks.

Write for our salesman to call, or let us send samples and quote prices.

HIRTH-KRAUSE COMPANY

Hide to Shoe
Tanners and Shoe Manufacturers

Grand Rapids, Michigan

This One is Gray The LATEST BATTLESHIP Gray



Clean as a Whistle
Fine Kid
Goodyear Welt
No. 5253

at

\$3.85

Other very much up-to-date shades are "FIELD MOUSE BROWN" and BLACK and PEARL Combinations.

All are now in stock. Test them out now, early, you will be pleased.

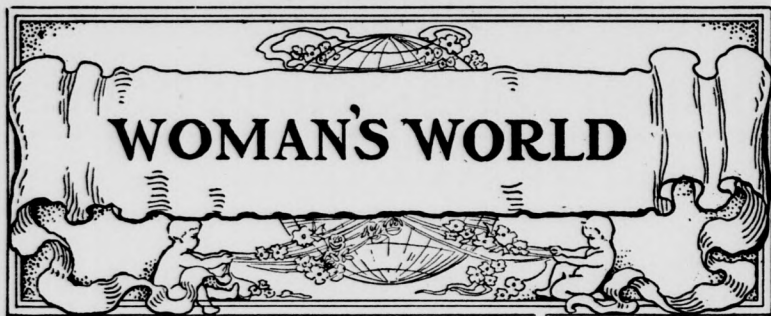
Samples sent

Grand Rapids Shoe & Rubber Co.

The Michigan People

We Lead in Specialties

Grand Rapids



Indirect Help the Merchant's Wife Can Give.

Written for the Tradesman.

This is not saying that every merchant's wife should work in the store. There are excellent reasons why the married woman who has the care of a home and of small children should pause and consider before she decides to help directly, by her own regular and continued labor of muscle or brain, in making the living for the family. It is hard on her and bad for the work she does, to divide her energies between two separate and distinct fields of effort. She can not be efficient in both places. She is likely not to be efficient in either, and to fall into slack and hurried ways of doing things that are unsatisfactory to herself and to every one else concerned. She is neither a good housekeeper nor a good store helper, yet she labors under constant strain and in a few years may break down from overwork.

There is another phase to the matter. It spoils some men to help them too much. They settle back and don't try. A strong man in good health, who feels that the whole responsibility of financial maintenance rests on his shoulders, may make more by his own exertions than both he and his wife would make working together. The shrewd, far-seeing wife at least gives her husband a good fair chance to demonstrate his ability to earn the livelihood, before she insists on putting her own shoulder to the wheel. The old arrangement by which the husband makes the living and the wife keeps the home, has much to recommend it, despite many tendencies which in these days are urging women, married as well as single, into the ranks of wage-earners.

So, whether or not a merchant's wife should help directly in the store is an individual question, to be decided by individual conditions and circumstances. But there are indirect ways in which every merchant's wife can render great assistance in her husband's business. This indirect help he has a perfect right to expect. The man of average ability can hardly hope for success without it.

It means everything that a man shall be physically and mentally fit for his job. A well-ordered household and a happy home life, regular meals of wholesome food properly cooked, sound sleep—and a man goes to his work at his best, and has ambition and purpose. With a slatternly or ill-tempered wife, housekeeping at sixes and sevens, and hastily snatched meals, sometimes even pre-

pared by himself, few men can maintain more than low percentage of efficiency.

It is good for a man to have some tasks to do about the house, particularly if no help is hired; but bad for him to be loaded down with domestic cares. The wife who has health and strength should try to do her part. In special emergencies both must be willing to make sacrifices. If the baby is sick, a considerate husband will cheerfully be broken of his rest, and help in caring for the little one. But the kind of management is needed that reduces all illnesses, of children and grown-ups alike, to the minimum.

Perhaps it hardly needs to be said that the merchant's wife should keep her expenditures within the limit of what can be afforded, the same as if he were working on a salary. That his resources are somewhat elastic, that he can drain his cash drawer and let his unpaid bills mount up—proves a pitfall of ruin for many a dealer. Extravagant living sometimes is the direct cause of a bankruptcy. Being in business doesn't justify a scale of living too high for the actual income.

A wife should have the right mental attitude toward the store. To hear some women talk, you might think that a man who considers it necessary to attend closely to business is laboring under a delusion. He might just as well take things easy if only he would. Such misguided ones always are ready to pull their husbands away from the store on every flimsy pretext that can be invented. There are other women, thriftily inclined, who never realize that a man may work too hard and apply himself too incessantly. The right kind of a wife knows that a store won't just run itself, and she puts business before pleasure. But she has her good man correctly sized up, and if she sees he is becoming over-strenuous, she persuades him to take needed rest and recreation.

A merchant's wife helps or hinders by the way she treats customers in social life and wherever she may meet them. Naturally this counts most in a small village, where everybody knows everybody else, but even in very good-sized places it has an important bearing. I have known wives who were models as home-makers and economists, who never could learn the value of a customer. They were cold and tactless and lacking in business instinct. Some go to the other extreme and commercialize all their friendships and work so openly for trade that they are dreaded by their acquaintances. The real help is ren-

ECZEMA also EXTERNAL CANCER

Treated by methods that make results we promise before you pay. Eczema cases may be treated by our method at home when you know our hot compress system.

PURITAN INSTITUTE, Incorporated
77 Sheldon Ave. Grand Rapids, Michigan

New Joy for the Palate
MAPLEINE
Flavoring

The outstanding qualities of Mapleine are in its deliciousness and its universal use. Mapleine is used for everything—in Icings, Soft Drinks, Candies, Cakes, etc.

Your customers will be pleased

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

GUARANTEED
PURE

Bel-Car-Mo
BRAND
Peanut Butter

MANUFACTURED BY
THE BEL-CAR-MO-NUT
BUTTER COMPANY
GRAND RAPIDS, MICH.

Large 10c, 15c and 25c
Sanitary Glass Packages
Nice Profit for Dealer

Sold by All Wholesale Grocers
See Quotations in Grocery
Price Current

DOUBLE YOUR MONEY

Put in a line of

PILLOWS

Get this Leader Assortment:

3 Pairs Leader Pillows	@	\$3.00
3 " Boston "	@	4.50
3 " Special Geese Pillows	@	6.75
3 " X X B Pillows	@	9.00

12 Pairs for \$19.00, in best grade ticking.

Grand Rapids Bedding Co.

Grand Rapids, Mich.

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

WHITE HOUSE

DWINELL-WRIGHT CO.
BOSTON—Principal Coffee Roasters—CHICAGO

COFFEE

Fragrant—Delicious
Satisfactory

BOSTON ROASTED

BEST GROCERS

In 1, 2, and 3-lb.
sealed tin cans only.
Never sold in bulk.

SUITS WHEN OTHERS DISAPPOINT

It's been a smashin' good seller all summer—as evidenced by a steady stream of cars, loaded to the muzzle with "White House" leaving the factory yard. There's every indication that the close-at-hand autumn will drive us pretty hard to keep up with the insistent demand for more.

DWINELL-WRIGHT CO. BOSTON—CHICAGO

Distributed at Wholesale by
JUDSON GROCER CO.
GRAND RAPIDS, MICHIGAN

dered by the wife who is cordial to all well-meaning people, and who arouses no needless antagonisms.

In the matter of reciprocity with other dealers, the wife's discretion plays an important part. If the grocer buys dry goods of you, you must get at least a part of your supplies of him, even though you might prefer to take your money and go where you please. Of course there are cases where the game isn't worth the candle. You can't employ a poor dentist or an unskillful physician just because he buys at your store. But when the objection is only a little inconvenience or the foregoing small preference, don't omit to reciprocate patronage, and don't grumble and feel abused because your husband wants you to do it.

The wife can assist in keeping friendly relations with the help. Have you ever noticed how some merchants' wives are loved by all the helpers in the store, and how others are as cordially detested? The employees never will stand for a haughty, stuckup, overhearing manner in the wife of the boss. On the other hand, heartfelt kindness and friendliness to the workers and their families, while it should be given from disinterested motives alone, does not fail to bring a large return in loyalty and zeal.

The wife who is the trusted confidante renders a great service, although she may never do an hour's work in the store nor sell a dollar's worth of goods. Her sympathy and encouragement are invaluable. She may be able to make excellent practical suggestions for improving the service or enlarging the business. Simply talking over his plans with her may cause the merchant to see for himself the flaws in those which are not feasible. She may speak the effectual word of caution against undue risks.

This interest in her husband's business affairs, to meet his needs in the fullest measure, must be continuous and unflinching—as dependable as the appetizing meals which await his coming. And it must be a genuine interest and manifested in a natural, spontaneous manner. There is no man not a freak who will not respond gladly by giving his full confidence. But overzealous efforts in this line, spasmodic and short-lived and with the sense of duty too plainly in evidence, are apt to prove disappointing to both sides.

The wife who has her husband's confidence must keep an absolutely discreet tongue, never divulging business secrets large or small, even to most intimate friends. Otherwise she would be a heavy handicap rather than a helper. Quillo.

Getting Helpful Suggestions From Customers.

What is the characteristic feature of your store service?

What is the one out-standing quality that makes it different from other stores in the community handling similar lines?

Have you ever given this matter any really serious thought?

Have you ever honestly tried to see your business as other see it?

Did you ever try to put yourself in the position of the customer, and then look yourself over?

These questions suggest a difficulty that becomes more apparent the more you dwell upon it: namely, the difficulty of getting a true perspective from the inside.

"Say, I wish you'd look my business over," said a photographer friend of mine, who operates one of the largest and most profitable studios in the Middle West, "and tell me frankly just what you think of it. I'm afraid I'm too close up to the proposition to see it as it is."

My photographer friend realized very sensibly the difficulty of which I write.

But there are ways of getting at the facts in the case—provided one really desires to get the facts.

You can, for instance, ask your department heads to write out their ideas on the subject; or, better still, ask each of the clerks to commit his views to writing; or, best of all, take the public into your confidence, and get a symposium of views from the people who patronize your store.

Ask them how they are pleased with the lines, in general; with the style, quality, and price of the merchandise; with the service they receive; with the arrangement and display of the several lines; with the whole scope and spirit of the establishment.

Solicit constructive suggestions along the line of definite and practical improvement.

In order to make it worth their while, work out some simple, feasible plan whereby some substantial reward will accrue to those making suggestions that are really valuable.

A unique and profitable advertising campaign can be worked up, accomplishing the two-fold purpose of advertising your merchandise and at the same time calling out constructive criticism and practical suggestions, the latter of which alone may be worth the entire cost of the campaign.

What you want—or, at all events, should want—is a definite merchandising ideal that fits the popular mind and purse.

The parson who habitually shoots over the heads of his flock, isn't getting anywhere; and the same thing may be said of the merchant who doesn't cater advisedly to the requirements of his trade.

After all, you know, your store isn't your store, it's the people's store; and you ought to run it according to their ideas of what a store ought to be.

The people provide for overhead expenses, allow you a profit for superintending the business for them, and then pay all the bills as they come in.

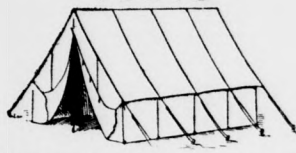
That being the case, they ought to have a voice in determining the kind of store their store is to be.

And that's just the reason you ought to solicit their ideas.

Frank Fenwick.

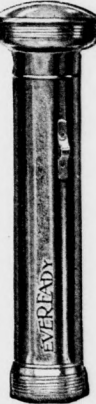
A Philadelphia man earns a living by going around and waking people up at stated hours each morning. He should do a rousing business in that town.

TENTS



All sizes and prices. Write for catalogue.
CHAS. A. COYE, INC. Grand Rapids, Mich.

**EVEREADY
FLASHLIGHTS**



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.

C. J. LITSCHER ELECTRIC COMPANY
Wholesale Distributors
41-43 S. Market St. Grand Rapids

**Grand Rapids
Store Fixture Co., Inc.**

Better equipped than ever to "outfit" your store with new or used floor or wall cases, scales, cash registers, coffee mills, refrigerators and soda fountain supplies.

The Place, 7 Ionia Ave., N. W.

**Signs of the Times
Are
Electric Signs**

Progressive merchants and manufacturers now realize the value of *Electric Advertising*.

We furnish you with sketches, prices and operating cost for the asking.

THE POWER CO.
Bell M 797 Citizens 4261

WEBB ACADEMY
(Incorporated)

You can save from *twenty to thirty per cent in time* in this school.

REGULAR COURSES—College Preparatory, Grammar, Intermediate, Primary.

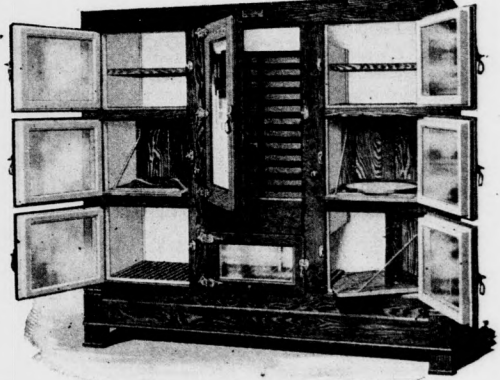
SPECIAL COURSES—German, French, Latin, Spanish, Oratory, Voice, Elocution, Physical Culture, Defective Speech, Piano, Violin, Bookkeeping, Business Correspondence, Penmanship, Civil Service, Private Tutoring, Practical Dressmaking.

Call Citizens Phone 9281 or write Wm. E. Webb, Director

**B & B Ice King
Refrigerators and
Refrigerator Counters**

For the Grocer and Marketman

Absolutely the finest produced. Sold on easy monthly payments. Send for free catalog No. 38.



Beauty,
Durability,
Economy,
Efficiency,
Safety and
Satisfaction.

None Better at
Any Price

Ligonier Refrigerator Co.
210 Cavin Street Ligonier, Indiana



Michigan Retail Hardware Association.
 President—Karl S. Judson, Grand Rapids.
 Vice-President—James W. Tyre, Detroit.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

Make Your Window Space Pay You Dividends.

Written for the Tradesman.

Here is a business proposition that most merchants sense in a sort of hazy way, but that some fail to clearly consider.

What you pay for store rent isn't paid for so much ground on which the store is built, or for so much floor space, or for so much window display. I can go out into the suburbs of Carisford and rent for \$8 a month a brick store handsomer and larger and better in very way than a frame shack on Main street which would cost me \$50 a month.

The difference in price is due solely to the difference in location. It's the location that makes the suburban store dear at \$8 a month and the Main street store cheap at \$50. That is, the location will make the Main street store cheap at \$50 a month if the merchant co-operates with his location.

Carrying the proposition a step further, out of that \$50 a month the merchant pays \$8 for floor space and ground space, and the remaining \$42 for his frontage on the best business street in the city—in other words, for his store window and the crowds which pass and which may be tempted to come in.

It's up to the individual merchant to make that store front worth the \$42 which it is costing him.

Of course, it is or may be costing him considerably more than that; but I have taken a small store to bring out the point which is just as true of the best located store in New York or Chicago.

I asked a merchant once what form of advertising he considered the most profitable.

"Our very best advertising," he said, "is window display. And," he added, "it's the cheapest."

He had not figured out the financial side of the proposition as we have just done. To him, the six inches of space he used in the local daily represented a monthly outgo of \$10 cash or thereabouts, while the show window was something which cost him nothing. He had it there, and might as well use it and make it attract business. Nevertheless, he was working along the right line in a practical sense, for he filled that window with punchful displays—the sort of displays that made the passerby halt

suddenly and take at least a second look.

Merchants handle their window display advertising with varying degrees of efficiency, and, naturally, they get varying results. The merchant who declares that window displays aren't worth bothering with probably doesn't bother enough with his. As a general rule displays are subject to variation in the human quantity. A good display may be staged and then a poor one; good displays may be put on almost uniformly, but left until long after they have lost their pulling power; displays may be changed with businesslike frequency and regularity, but for all the good they do might just as well be left indefinitely. This last statement is perhaps too far-reaching: I have rarely seen a window display that didn't pull business. The fact remains, however, that a good many displays that pull a certain amount of business could pull double, treble or quadruple the amount if the window dresser put more work and thought into them (and, in some instances, less goods).

Therein lies a frequent failing. The window trimmer decides to put on a washing machine display. He lugs a washing machine into the window, puts on a price card, and hangs up some posters. That's good as far as it goes; but it could go further. One merchant put on a washday window. He showed the machine and the wringer in operation, a cloth half run through the wringer. He showed soap, and a patent clothes reel with clothes hanging from it, and a clothes basket, and all the little details that go to make up a complete wash-day equipment. And his show card had this slogan:

We'll Make Blue Monday Bright Monday For You.

"You!" in this instance may have been the passer-by who stepped into the store and said to the nearest clerk: "Send that whole outfit right up to my house." "You!" as the average passer-by saw it was himself. The appeal was strong, and it was direct, to the individual.

Paints lend themselves very readily to window display. It is fatally easy to pile a lot of paint cans and color cards in a window and make them look pretty good. Often this is done, and usually it produces some results. As a matter of fact, the advertising material furnished by the paint manufacturers is so good and so shrewdly designed that it would be a mighty poor dealer who couldn't produce some results with it.

Yet there are lots of opportunities in paint display for the injection of originality, or for the adaption of

ideas already utilized by dealers in other places. The original ideas must be worked up by the window trimmer or hardware merchant himself. Often they're the simplest little things. A clerk, told to get up a paint display, put in the usual cans and the usual color cards. Then he got a piece of painted board, pretty well weatherbeaten; and he repainted

HELP WANTED—Experienced Hardware Clerk. Prefer one with Farm Trade Experience. Also want *Lady Stenographer*. Steady Job.
VAN DERVOORT HARDWARE CO.
 LANSING, MICH.

AGRICULTURAL LIME BUILDING LIME
 Write for Prices
A. B. Knowlson Co.
 203-207 Powers' Theatre Bldg., Grand Rapids, Mich.

Sand Lime Brick

Nothing as Durable
 Nothing as Fireproof
 Makes Structures Beautiful
 No Painting
 No Cost for Repairs
 Fire Proof
 Weather Proof
 Warm in Winter
 Cool in Summer

Brick is Everlasting

Grande Brick Co., Grand Rapids
So. Mich. Brick Co., Kalamazoo
Saginaw Brick Co., Saginaw
Jackson-Lansing Brick Co., Rives Junction

Holland Ladder & Mfg. Co.
 Holland, Mich.
 High Grade Ladders of all kinds.
 Write for Catalogue and Prices.

McCray Refrigerators for Grocers Write at once for catalog No. 70 that describes fully the McCray line of Refrigerators for Grocers and Delicatessens and 61 that describes McCray Meat Market and General Storage Refrigerators.
McCray REFRIGERATOR CO.
 644 Lake St. KENDALLVILLE, IND.

REYNOLDS

APPROVED BY THE NATIONAL BOARD OF FIRE UNDERWRITERS
 TRADE MARK
H.M.R.
 ESTABLISHED 1868
 OF FIRE UNDERWRITERS

SHINGLES

Reduces Fire Insurance Rates

Will Not Ignite from Flying Sparks or Brands!

Sold by All Lumber Dealers

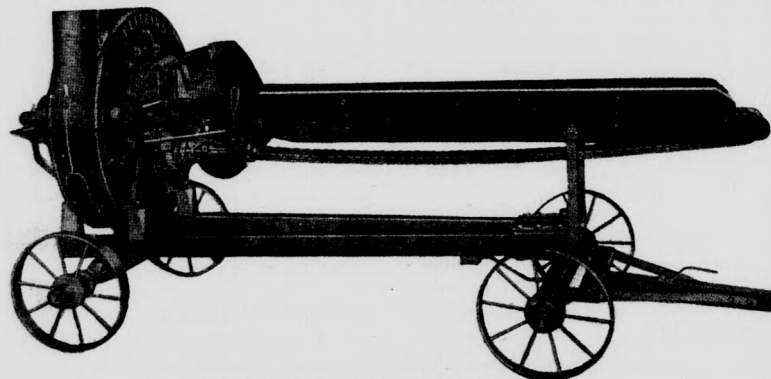
H. M. Reynolds Asphalt Shingle Co.
 "Originators of the Asphalt Shingle"
 Grand Rapids, Mich.

Foster, Stevens & Co.

Wholesale Hardware

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

"Blizzard" Ensilage Cutters



CLEMENS & GINGRICH CO.
 Distributors for Central Western States

1501 Wealthy St.

Grand Rapids, Michigan

half of it, three glossy, hard, substantial, beautiful coats, and he put the board in the very center of the display, and with it a show-card that asked:

Does Your House Look Like
This or This?

That stunt was original with the first man who did it, and there are still lots of places where it hasn't been tried. It's a very simple thing, yet it just hits the passer-by between the eyes, so to speak—makes him stop and look—and think.

That's what a good window display ought to do for every person who sees it—it ought to make him think. But, more than that, it ought to make him think in the direction of the goods the merchant is trying to sell. Not perhaps of the goods themselves, primarily, so much as of the results they will produce for him.

Here and there a window trimmer says, "A window display must attract attention" and he builds his display with no other end in view. Here's a familiar instance. A merchant puts a cage of rabbits or a hen and half a dozen chicks in his show window. Such a display will gather a crowd in a deserted village. I've never known it to fail to block the sidewalk in the deadest sort of town.

Yet as a display the rabbits or the chicks must fail because they don't lead on to the goods the merchant has to sell, or the results he can produce for you if you buy something from him. For instance, the chick display would be logical and effective if it were coupled with a showing of grit

and oyster shell, poultry regulator, chick food or something of that sort. It might emphasize a display of poultry netting or something else in poultry accessories. But if you use your chicks to attract attention to such lines, beware the further pitfall of using unhealthy, droopy-looking chicks. They attract attention to the display, but they spoil the ultimate effect.

Putting punch into your window displays is largely a matter of putting thought into the preliminary work. It will pay the window trimmer in the hardware store to know thoroughly the goods he is to advertise. It will pay him to know individual customers, and learn of odd or unusual stunts which have been done with everyday devices he is selling. Then it will pay him to keep track, through the trade papers, of what other window trimmers are doing to advertise hardware lines. After that, it is up to him to adapt what he knows and to think out new ideas for catching the eye and convincing the customer. For in window display both these things are essential to successful work.

Victor Lauriston.

Right of Brother to Use His Own Name.

Battle Creek, Aug. 21—The rights of brothers to use the name "Kellogg" in the manufacture and sale of breakfast foods, candy and surgical apparatus will come up for judicial determination following a suit instituted in the Calhoun Circuit Court by Dr. J. H. Kellogg against his brother, W. K. Kellogg, the Kel-

logg Toasted Corn Flake Co., the W. K. Kellogg Cereal Co., and other allied interests of W. K. Kellogg and his son, J. L. Kellogg.

The suit, filed through Attorney Ira A. Beck, representing Dr. Kellogg, seeks to have his brother and nephew restrained from shipping corn flakes outside the United States, from selling toasted bran flakes under the name of Kellogg, from bringing harassing suits in other states, from using the secret and confidential processes of making foods devised by Dr. Kellogg, and from making candy and surgical apparatus under the name Kellogg, and the suit also asks for an accounting of the profits made from the business, and seeks damages.

Attorney Beck states that the suit is started because W. K. Kellogg made a brutal and uncalled for attack on Dr. Kellogg in the Supreme Court of New York when the Kellogg Toasted Corn Flakes Co. sought to prevent by injunction the Kellogg Food Co. from selling prepared foods or goods of the same kind as the Toasted Corn Flake Co. made. The suit included flaked cereal foods, candy, confections and beverages, packed in cartons and bearing the name of Kellogg.

Dr. Kellogg succeeded in having the first New York suit dismissed because the Kellogg Toasted Corn Flake Co. had not complied with the laws of New York as a foreign corporation. Later a second suit was brought, and in the suit just started in Circuit Court the Kellogg Food Co. and Dr. Kellogg asks that the bringing of this kind of suit be stopped.

The bill just filed here sets up that W. K. Kellogg and John L. Kellogg have recently organized the Kellogg laboratories, and the Kellogg Candy Co. for the purpose of competing with Dr. Kellogg and "pirating" his business by putting up inferior foods under the Kellogg name.

A history of the food business is given in the bill, telling how Dr. Kellogg started in 1873, and that W. K. and John L. have both been associated with him in the management of this business.

Particular complaint is made against the Toasted Bran Flakes put out by the Kellogg Food Co. after Dr. Kellogg had put out a food of this description.

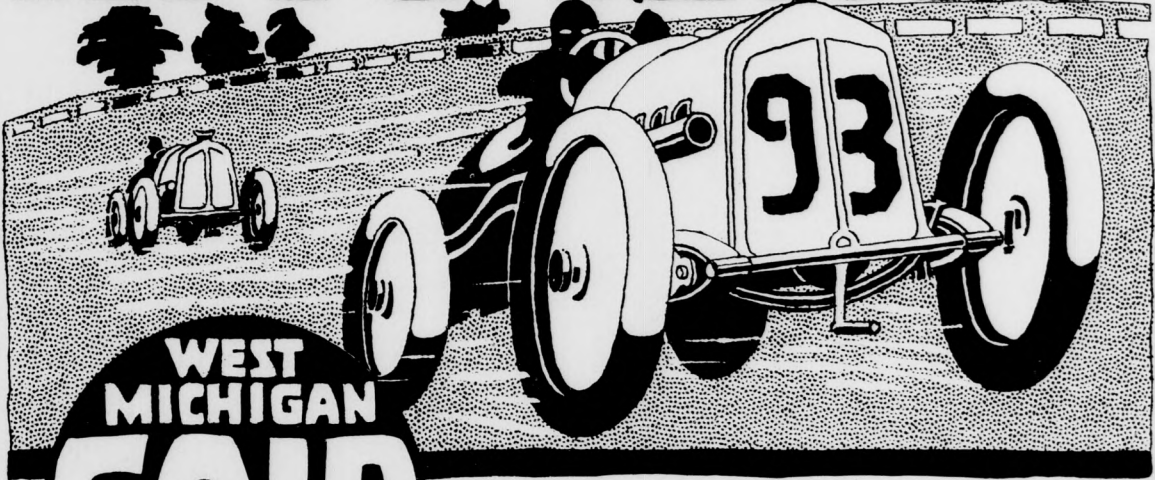
This is not the first misunderstanding over the use of the name Kellogg. A similar suit was started against Dr. Kellogg several years ago, but after the case had been heard in Circuit Court, a settlement was reached whereby, it is said, the Kellogg Toasted Corn Flake Co. paid Dr. Kellogg \$10,000 for the right to sell flakes under the name Kellogg in the United States, and a working agreement was drawn so both companies could continue in business. The violation of this agreement by W. K. Kellogg is the occasion of the present litigation.

To Hold Food Show in November.

Bay City, Aug. 21—The Grocers and Butchers' Association, at their meeting last Thursday evening, made further arrangements for the pure food show which will be held in this city this winter under the auspices of the Association. It was decided to hold the event in the armory from November 14 to 18 inclusive. A committee composed of M. L. DeBats, Adolph Blanchard, Charles Schmidt, E. W. Funnel, John Staudacher and William List was named to look after the details of the show. It will be their duty to secure the exhibitors. It is planned to secure as many jobbers and manufacturers of food articles as possible.

E. C. Schultz was elected President of the organization to fill the vacancy caused by the resignation of the former official. Adolph Blanchard was elected Vice-President.

AUTO RACES



WEST MICHIGAN

FAIR

SEPTEMBER 18-22

BEST IN THE MIDDLE WEST

25 SPEED DEMONS OF THE DIRT TRACK

TUES. AFTERNOON SEP. 19



Hotel "Don'ts" Endorsed by Commercial Travelers.

At the convention of the Grand Council of Wisconsin, U. C. T., the following list of "don'ts" was endorsed and recommended to the consideration of members when visiting hotels.

1. Don't forget that the hotel is conducted for the accommodation of its guests, and that you can do your share in assisting to make it a most desirable stopping place for your fellow guests.

2. Don't forget that the proprietor respects the wishes of his guests, and that he in return should receive the same consideration from them.

3. Don't forget that the proprietor will be glad to co-operate with you, and that it is your duty to make known to him your legitimate wants while a guest in his hotel.

4. Don't forget that your carelessness or that of another may detract from the welfare of the hotel, and thus mar the pleasure and comfort of other guests.

5. Don't forget that personal hygiene is an important factor, not only in safeguarding your own health, but in protecting the health of others as well.

6. Don't forget to acquaint yourself with the hotel rules and regulations adopted by the State Board of Health for the safety and comfort of hotels which have the full force and effect of law.

7. Don't forget that loud talking, noises or other disturbances about the hotel during the sleeping hours are objectionable to the proprietor and those who desire to rest.

8. Don't expectorate on the floor. Use cuspidors or other receptacles provided.

9. Don't forget to do your part in assisting to keep the toilet or privy used by you in a sanitary condition.

10. Don't throw waste or rubbish into the toilet, or urinal, which may clog the sewer pipes.

11. Don't forget that fresh air is essential in your sleeping room, and that it can be adequately ventilated by raising the bottom and lowering the top of the window an inch or more, according to weather conditions. Such a method will result in a sufficient circulation of air.

12. Don't forget that plumbing in your sleeping room must not be subjected by you to frost. Windows near radiators should not be left open in extremely cold weather.

13. Don't use towels or bedding for shining shoes.

14. Don't use washbowls or water pitchers for toilet purposes.

15. Don't use drinking water glasses or drinking water pitchers for preparing medicine for local application.

16. Don't conceal soiled clothing or rubbish of any kind in the dresser drawers in your sleeping rooms.

17. Don't forget to locate exits to fire escapes before retiring.

18. Don't forget to take all precautions against the possibility of creating fire.

19. Don't find fault with the service rendered without sufficient cause.

20. Don't find fault to servants, report directly to management.

21. Don't kick to your fellow traveler concerning unsatisfactory hotel conditions, make your complaint directly to the proprietor.

22. Don't leave dirty water stand in bowls or pitchers.

23. Don't write addresses or phone numbers on bedroom walls.

24. Don't deface any hotel property.

25. Don't strike matches on walls or furniture.

26. Don't waste hotel stationery.

27. Don't fail to stamp mud or snow off of feet before entering hotel.

28. Don't forget that you can do your share and make it possible to secure desirable conditions sought by all concerned.

29. Don't forget that closet seats are provided with hinges, and that it is your duty to take every precaution to keep them from becoming soiled.

Ray of Hope For Flint.

Flint, Aug. 21—After being handicapped by wretched hotel service and inadequate hotel accommodations for years, this city now seems likely to have a hotel in the near future which will be worthy of our coming metropolis. The Statler family has obtained an option on an entire block of land in the business center of the city and has under consideration the purchase of the property and the immediate erection of a first-class hotel—something which Flint has never yet possessed.

And many a man has spent his life in making a reputation—and the other half in trying to live it down.

The Hotel Geib

Eaton Rapids, Mich.
L. F. GEIB, Propr.

AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection

THE CUSHMAN HOTEL

PETOSKEY
LEADS ALL THE REST
RESORT SEASON NOW ON

Kindly drop card for reservation

HOTEL CODY

EUROPEAN
GRAND RAPIDS, MICH.

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

At Harbor Springs, Mich.

The

Emmet House

is a good place to stop

Open all year \$2.00 per day

Now under management of Will Cartwright, you will be treated right. Come on Fishing, the Perch are biting.

Grand Rapids
MERTENS
Rates \$1.00
With Shower \$1.50
Meals 50c
WIRE FOR RESERVATION
A Hotel to which a man may send his family

Snyder's Restaurant

41 North Ionia Ave.
4 Doors North of Tradesman
Special Dinners and Suppers 25c

Hotel Charlevoix

Detroit

EUROPEAN PLAN

Absolutely Fire Proof

Rates, \$1 for room without bath;
\$1.50 and upwards with bath.

Grinnell Realty Co., Props.

H. M. Kellogg, Manager

THE RATHBONE HOUSE AND CAFE

Cor. Fulton and Division

It's a good place to stay and a good place to eat. You have service when you want it.

If you will try us out once we'll make things so comfortable for you that you'll come again soon.

Hotel Hermitage

John Moran, Mgr.

EUROPEAN PLAN

Grand Rapids, Mich.

Rates without bath 50, 75 and \$1.00

Rates with bath \$1.00 and \$1.50 per day

CAFE IN CONNECTION

Bell



System

A memorandum carefully prepared, covering the salient features of an agreement, will make it possible to close a deal of any magnitude by Long Distance Telephone.

Get your facts and figures before you; ask the other party to put them down as you give them to him, and when this is done and you both agree—what more is there to do? And think of the short time it takes. That's

The Telephone Way

Michigan State Telephone Company

THE COUNTY FAIRS.

In the newspapers and in various public places announcements are beginning to appear about agricultural fairs to be held here, there and yonder. Some start out the latter part of this month and the first of next will see them in full force. Most of them are really very interesting events and occasions, having a deservedly large patronage. Of course, every county has a fair and a good many of the larger towns have made it an established custom. One of the direct and positive benefits is that it affords an opportunity for the people from miles around to meet and have a social time together, looking over the various attractions, having an outing and getting a day of pleasure. It is a good thing for them to get away from their work and as well to meet each other socially, exchange ideas and opinions, even perhaps as they descend to what is commonly referred to as gossip. It is interesting for the mothers to know how many of the neighbors' children have had the measles and for the men to learn that some one has paid the mortgage on his farm or bought a few more acres.

Aside from the strictly pleasurable and enjoyable features, a matter of very large importance and one which might easily be made more of is the exhibition of farm stock, products, etc. The size of the premium is not so important as the number of entries there are in the contest to get it. The ribbon accords the distinction and the honor. It is really a very substantial accomplishment to have raised the best horse or cow, to have made the best loaf of bread or a cake and to have stood first in any competition. The point of value comes in promoting more intelligent work and inculcating a desire for improvement all along the lines. It may take a little more time and attention to raise the best, but in the end it is profitable. Well enough is not sufficient for real success in farming or any other activity. The strife all the while should be for a steady gain and improvement, a greater excellence, getting closer to perfection. The competitive feature of the fairs is the one which deserves to be encouraged and out of which the most substantial good will come.

News of Michigan Banks.

Munising—The First National Bank of Alger County recently completed twenty years of public service in and for the people of Munising and Alger county. In commemoration of that event the Bank has recently distributed handsome booklets entitled "Alger County and Munising, Michigan."

Saginaw—At a meeting of the directors of the newly-organized Saginaw Trust Company, August 30 was fixed as the date for a meeting of the stockholders of the company, at which, it was announced the capitalization of the company will be increased. The present capitalization is \$150,000 and although definite figures were not obtainable, it is believed that that will be at least doubled.

Benton Harbor—Officials of the Benton Harbor State Bank face arrest for violation of a city ordinance. They engaged workers to cover the entire mileage of city sidewalks with stencil signs in black ink. Indignant protests from women who soiled their dresses and whose children dirtied frocks was the chief cause of action against the officials.

Lansing—D. E. Bates, President of the Industrial Exchange Bank of this city, 32 years of age, is said to be the youngest bank president in Michigan. Bates is Secretary-Treasurer of the Reo Motor Car Co. and of the Reo Motor Truck Co.

Marquette—John Whiting, of South Hampton, Mass., who has made his home in Marquette for several years, has been arrested on a charge of obtaining money under false pretenses, preferred by the Marquette National Bank. It is alleged that Whiting passed a check for \$100 at the Marquette National Bank a few days ago, which, when sent to a bank at South Hampton for collection, was returned with the inscription "no funds" written across it. Whiting has attracted some attention here because of several peculiarities, one of which, his habit of going without a hat even in the dead of winter, made him well known to all Marquette people. Whiting is a draughtsman of some ability. He has thoroughly explored the country in this section of the Upper Peninsula, and has made accurate maps of some parts of the country. His map of Presque Isle is considered to be one of the best ever drawn. He is a great believer of out-of-door life. Last winter he took several long snow-shoe trips and this summer he has been traveling extensively on a motorcycle. For some time he camped near Presque Isle, sleeping on the beach without shelter except his blanket.

Liquidating Company Wanted.

The most urgent need of the Grand Rapids market at this time is a liquidating company which can take hold of a mercantile stock—such as the Fair Store stock, for instance—and handle it solely with an eye to securing the largest possible returns for the creditors. The corporation should be headed by a man with adamantine will and sturdy determination—keen enough to detect the tricks of wily bankrupts and strong enough to stand up against the machinations of those who would dissipate the assets and swell the liabilities of a business in liquidation.

Public Menace.

The "Vote for Leland" ford automobile which has been on the streets of Grand Rapids for some days should be suppressed by the police. It is handled by a reckless driver who is a foul of mouth as he is careless in the manipulation of the machine. Whether the vagaries of the driver are due to liquor, inexperience or utter recklessness, the Tradesman is not fully informed, but the combination is a menace to the peace of the city and the comfort and safety of respectable drivers.

Late State Items.

Dowagiac—Simon Oakum, shoe dealer, was married Aug. 20 to Mrs. Mollie O'Linic at the home of her sister, at Cassopolis.

Eaton Rapids—Ira McArthur has sold his cigar stock and lunch business to Clayton Dernier, who will continue the business.

East Jordan—The East Jordan Cabinet Co. is planning the erection of a modern plant to replace the one recently destroyed by fire.

Elwell—Dr. Thomas J. Tenney, formerly of Hastings, has engaged in the drug business in connection with his medical practice.

Marion—H. C. Pritchard and T. A. Bamorough have organized the Pritchard & Bamorough Paint Co. to manufacture a patent paint suitable for use on all kinds of material.

Leroy—C. Alfred Johnson has sold his potato warehouse to the Miller Michigan Potato Co., of Grand Rapids, for which corporation Mr. Johnson will buy potatoes during the season.

Battle Creek—C. F. Hicks has sold his drug stock to Goodale & Baxter, who will continue the business at the same location, 70 West Main street. This store will be conducted independently of the chain of stores owned and conducted by the Helmer-Goodale Drug Co., of which company Martin H. Goodale is a member.

Detroit—Extensive remodeling of the six-story brick building at 14-16 Gratiot avenue is stipulated in a lease of the premises just taken by A. E. Wood & Co., manufacturers of ladies' hats and millinery supplies. The lease is given by H. L. Bowles & Co., owner of the property and is for ten years. The rental for the entire period is understood to amount to close to \$200,000. The same lessees formerly occupied the premises, but, owing to a fire in April this year, the firm was obliged to take other quarters. The building is to receive an entirely new front of white tile. A large addition is to be constructed in the rear and a thorough remodeling is to be given each of the floors, the work including new elevators, plumbing and heating systems. The work is to be started April 1, 1917, when the lease of the present tenant terminates. A. E. Wood & Co. will occupy with their millinery business, one-third of the first floor, the basement, the addition that is to be constructed and all of the floors above the first. It is understood that H. L. Bowles & Co. will occupy the remaining two-thirds of the first floor with a lunch room.

Automobile Thief Arrested.

John T. Loomis, whose management of the Motor Mart in this city recently resulted in a fiasco, is under arrest at Detroit charged with stealing an automobile belonging to George Osting, of Grand Rapids, who was on a tour at the time. Loomis was apprehended and arrested at Ithaca, where he was about consummating a sale of the stolen machine for \$400 and a ford. He confessed to having previously sold a stolen machine in Lansing for \$600 and another stolen machine in Chicago for \$815. All of the stolen machines were 6 cylinder

Buicks. The proceeds of his stealings were mailed each time to Holden Joslin, 123 Home avenue, Grand Rapids. The latter is given in the directory as President of the Ripley Corset Co. He is the man who promoted the Coronet Corset Co. in this city some years ago and obtained stock subscriptions by false representations.

Could Afford To Give Away Ford Cars.

The reduction in the price of ford touring cars from \$440 to \$360 is to be followed by similar reductions each year until the price is a flat \$100, according to a statement recently made by an attache of the general offices of the ford establishment. The present factory cost of a ford is about \$86, including tires. The sale of repairs now amounts to quite as much as the sale of cars; in fact, the manufacturer could afford to give ford cars away if the purchaser would bind himself to purchase all his repair parts of ford agents. A Grand Rapids ford owner has expended \$119 in purchasing repairs for his machine so far this year. He has had no accidents, the purchases representing nothing but parts which he has been compelled to replace by new devices in order to keep the machine going.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Aug. 23—Creamery butter, extras, 31c; first, 28@30c; common, 26@27c; dairy, common to choice, 23@28; poor to common, all kinds, 20@22c.

Cheese—No. 1 new, 17@17½c; choice 16@16½c.

Eggs—Choice, new laid, 30c; fancy hennery 34@36c.

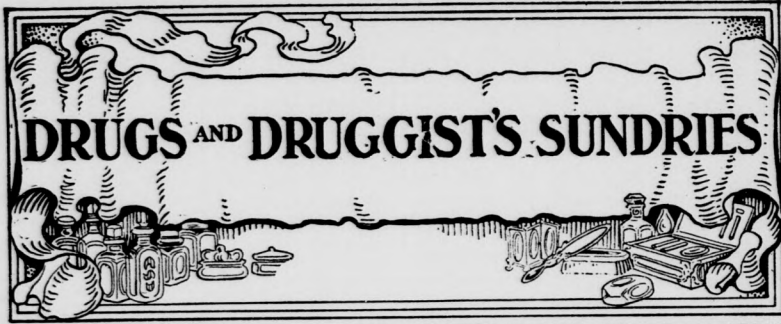
Poultry (live)—Fowls, 16@18c; broilers, 19@22c; old cox, 13@14c; ducks, 17@18c.

Beans—Medium, \$5.75; pea, \$5.50, Red Kidney, \$6.00; White Kidney, \$6.00; Marrow, \$6.25.

Potatoes—\$3.25@3.50 per bbl. Rea & Witzig.

British newspapers voicing a suspicion that the Germans are responsible for the rising price of wheat might look into the record of the Society of Equity, a body of Northwestern farmers boasting wide membership, which is appealing to the Dakotas, Minnesota, and neighboring states to hold the wheat crop until a price of \$1.60 per bushel can be obtained for it. It is not likely that the society is German-officered, and it is far from likely that it will have any effect in keeping the wheat in granaries. Since their experience with certain prophets in the first days of the war, who asserted that \$2 wheat would be the logical sequel of the closing of the Dardanelles to Russian exports and of small crops in certain other parts of the world, the farmers will hardly be misled by visions of inflated returns. Some have hinted that the talk of \$2 wheat at that time was begun by interests eager to save themselves from a flood of wheat at the markets, who persuaded many farmers to hold their product until the opportunity for the most favorable prices had passed.

Louis Wingier has engaged in the grocery business at Moseley. The Worden Grocer Company furnished the stock.



Michigan Board of Pharmacy.

President—E. T. Boden, Bay City.
 Secretary—Charles S. Koon, Muskegon.
 Treasurer—George F. Snyder, Grand Rapids.
 Other Members—Leonard A. Seltzer, Detroit; Ellis E. Faulkner, Delton.
 Next Meeting—Grand Rapids, Nov. 21, 22 and 23.

Michigan State Pharmaceutical Association.

President—C. H. Jongejan, Grand Rapids.
 Secretary—F. J. Wheaton, Jackson.
 Treasurer—John G. Steketee, Grand Rapids.
 Next Annual Meeting—Grand Rapids, June 19, 20 and 21, 1917.

Michigan Pharmaceutical Travelers' Association.

President—Fred L. Raymond, Grand Rapids.
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

DRUG STORE COMPETITION.

How Far the Grocery Trade Should Tolerate It.

At the annual convention of the New York Retail Grocers' Association, in Ithaca this week, one of the chief subjects to be discussed will be the encroachments of the drug store chains on the legitimate field of the retail grocer; especially that form of the movement known as the "one-cent sale." Evidently the Association will pass resolutions condemning such manufacturers as place their goods in the hands of such druggists, and how much further the resolutions will go cannot be foretold.

There isn't the slightest basis for blaming the grocers for their feelings in matters of this kind, but there is a good deal of ground for criticising the remedies which associations sometimes adopt in the hope of bringing about reform. For instance, it is aggravating for a grocer to find a drug store selling food products at any price; especially so at prices which are actually lower than the retailer can purchase them from the manufacturer, let alone the jobber.

It is not very good judgment for a manufacturer to so allow a minority of retailers to handle his products as to cause friction and dissatisfaction on the part of the great majority, and it would seem that a reasonable presentation of such considerations would persuade a manufacturer to discontinue questionable practices. If retailers would firmly stand up for their own interests and refuse to handle goods with which they were dissatisfied, most manufacturers would speedily come to a decision as to which side of the distributive field they would train on; for there isn't much doubt that the mass of retailers are of far more distributive value to a manufacturer than a few price cutting drug stores, however much temporary advertising value they may have.

Now, why, in the name of common sense, should a wholesale grocery house refuse to sell goods to a legitimate retail drug store; least of all, sugar, which it uses in a wide variety of ways entirely within the realm of drug stores? But suppose it had sold sugar to a drug store, or, canned foods, or fly paper, or vinegar, or lemons or anything else? What matters it to the jobber—or reasonably to the retail grocer—what the general line of merchandise sold in a store is, so long as that store is a legitimate competitor of the bulk of his customers. He might properly question his right to sell the grocer's customer—for it deliberately robs the latter of the right to sell the merchandise he bought to be sold again—but why he can sell one retailer and not another, is greatly open to question.

Everyone likes fair play, and so long as the grocer is unfairly dealt with—as he is in the matter of cut prices or when the man he buys from sells his competitor at preferential prices—he will have sympathy from the outside world as well as in the craft. But when he undertakes to draw sharp lines between different retailers he is going somewhat awry from his rightful function. As fairly say that the retail stores on the north side of the street shall be in one class and those on the south side in another, and because a manufacturer sells one he must not sell the other. Or let the decree go forth that there shall be no more grocery stores in town. Complaints based on such logic are greatly different from the blacklist.

That it is aggravating cannot be denied, but it is not for an association, or even legislation, to say that the grocery store of to-day may not sell drugs to-morrow or vice versa. There is no distinct line of groceries as against drugs, so far as storekeeping merchandise goes; the same article in some cases may be both. Because a wholesaler or a manufacturer of an article handled by both sells it to both is by no means unfair trading, although the way he sells it and allows it to be resold may be very distinctly so.

The average food product manufacturer usually counts on a possible 350,000 retailers as his outlet, but if he finds that another 100,000 druggists can also sell his goods shall he be estopped from letting them do so? A certain food product manufacturer of the writer's acquaintance who had been for years tied down to the 350,000 retail grocers recently went into another line of manufacture, somewhat along the line of confectionery,

and found that about 800,000 retail shops of various kinds were handling the product. Just because something less than half of them happen to be grocers, shall he refuse to sell candy stores, or drug stores, or peanut stands, or vending machines, or anything else that can help him get his goods to the consumer?

There are doubtless very practical limits within which a retailer can diversify his lines, but practicability will settle the matter without much outside guidance. For any one of the factors to take the position that one group of retailers and not another may handle a product is going rather further than any self-respecting manufacturer will follow. And if the grocer does not relish being turned down, he will prudently "stick to his last."

But any action by retailers based on their supposed "rights" are likely to be alike ineffective and silly. For instance, it would be absurd to take action based on an idea that a product may be sold in "grocery" stores and must not be in "drug" stores. There is nothing unfair about that proposition whatever, although there may be a great deal of question as to the prudence of selecting any given line of distributors.

Just what is a "drug" store is rapidly becoming a widely controversial question. Nor is it less difficult to decide just what is a grocery store. A certain well-known and successful grocer once declared to the writer that groceries were anything he chose to sell over his counters and it mattered little to him whether he was called a grocer or a confectioner, or a fruiterer, or a hardware dealer, or a baker; in fact he sold goods which were properly to be classed within all these lines. And the same thing is equally true of most grocers. To an extent they are druggists and pharmacists; just as the druggist nowadays sells beverages, books, stationery, candy, canned foods, photographic supplies and hundreds of things not at all related to the pharmaceutical craft.

And yet, out in St. Louis, the President of the Local Retailers' Association, at a recent meeting, reported that he had brought to the attention of a wholesale house a charge that they were selling sugar to drug stores, stating that the grocers did not mind so much the fact of selling sugar as the possibility of selling canned goods, etc., which was apt to follow and, thereupon, the head of this house had informed him that he was not aware of the practice, but would see that it was stopped at once.

Sometimes a soft answer gives one a reputation for being mushy.

Greedy Surgeon Got His Pay.

Velpeau, the great French surgeon, successfully performed a serious operation on a little child. The mother, overjoyed, called at the surgeon's office and said

"Monsieur, my child's life is saved and I do not know how to express my gratitude to you. Allow me, however, to present you this pocketbook embroidered by my own hands."

The great surgeon smiled sarcastically. "Madame," he said, "my art is not merely a matter of feeling. My life has its necessities, like yours. Allow me, therefore, to decline your charming present, and to request some more substantial remuneration."

"But, monsieur," asked the woman, "what remuneration do you desire?" "Five thousand francs."

The lady quietly opened the pocketbook, which contained ten notes of one thousand francs each, counted out five of them and, politely handing them to the amazed physician, retired with the remainder.

No Cause For Penalty.

An irate female person, kept waiting in a drug store for a prescription while the clerk was busy fixing up chocolate sodas for a couple of nice girls, wrote to the editor of a newspaper asking if she could collect damages. The editor didn't know, so he referred the question to the religious editor, who said: "Yes, if she could show that the clerk was thus engaged on sundaes, otherwise no."

There's nothing like being ready when opportunity knocks.

Malt and Hop Tonic

"Should quickly be found
When the storm comes around."



Grand Rapids
BREWING CO.
For Sale by all Wholesale Druggists



"The End of Fire Waste"

COMPLETE APPROVED

Automatic Sprinkler Systems

Installed by

Phoenix Sprinkler & Heating Co.

Grand Rapids, Mich
115 Campau Ave.

Estimates Free

Detroit, Mich.
909 Hammond Bldg.

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

- Cheese
Flour
Evaporated Peaches
Rolled Oats
Bulk Starch
Some Soaps
Sardines

DECLINED

Index to Markets

By Columns

Table with columns A through Y listing various grocery items and their prices. Includes items like Ammonia, Axle Grease, Baked Beans, etc.

1

Table with column 1 listing items like AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, etc.

2

Table with column 2 listing items like Clams, Corn, French Peas, Gooseberries, Hominy, Lobster, Mackerel, Mustard, etc.

3

Table with column 3 listing items like CHEWING GUM, COCOA, COFFEES ROASTED, etc.

4

Table with column 4 listing items like McLaughlin's XXXX, CONFECTIONERY, GALVANIZED WIRE, etc.

5

Table with column 5 listing items like Peanuts, CRACKERS, BULK GOODS, etc.

6

Table of goods including Sugar Fingers, Sugar Crimp, Vanilla Wafers, Butter, N B C Square, N B C Round, Soda, N B C Soda Crackers, Premium Sodas, Saratoga Flakes, Oyster, Dandy Oysters, N B C Oysters Square, Shell, Specialties, Adora, Nabisco, Festino, Lorna Doone, Anola, Minerva Fruit Cake, CREAM TARTAR, DRIED FRUITS, Apples, Apricots, Citron, Corsican, Currants, Peaches, Raisins, California Prunes, EVAPORATED MILK, FARINACEOUS GOODS, Beans, Farina, Pearl Barley, Peas, Sago, Tapioca, FISHING TACKLE, Cotton Lines, Linen Lines, Poles.

7

Table of goods including FLAVORING EXTRACTS, Pure Vanilla, Terpeneless, Pure Lemon, FLOUR AND FEED, Grand Rapids Grain & Milling Co., Winter Wheat, Purity Patent, Fancy Spring, Wizard Graham, Wizard Bran, Wizard Buckw't cwt, Rye, Valley City Milling Co., Lily White, Light Leaf, Graham, Granena Health, Gran. Meal, Bolted Meal, Voigt Milling Co., Voigt's Crescent, Voigt's Royal, Voigt's Flourist, Voigt's Hygienic Graham, Watson-Higgins Milling Co., New Perfection, Tip Top Flour, Golden Sheaf Flour, Kern's Success Flour, Marshall Best Flour, Kern's Wisconsin Rye, Worden Grocer Co., Quaker, paper, Quaker, cloth, Kansas Hard Wheat, Voigt Milling Co., Calla Lily, Worden Grocer Co., American Eagle, American Eagle, American Eagle, Spring wheat, Roy Baker, Mazeppa, Golden Horn bakers, Wisconsin Rye, Bohemian Rye, Judson Grocer Co., Ceresota, Ceresota, Ceresota, Voigt Milling Co., Columbian, Worden Grocer Co., Wingold, Wingold, Wingold, Wingold, Wingold, Bolted, Golden Granulated, Wheat, White, Oats, Michigan carlots, Less than carlots, Corn, Carlots, Less than carlots, Hay, Carlots, Less than carlots, Street Car Feed, No. 1 Corn & Oat Fd, Cracked Corn, Coarse Corn Meal, FRUIT JARS, Mason, pts., per gro., Mason, qts., per gro., Mason, 1/2 gal. per gro., Mason, can tops, gro., GELATINE, Knox's Sparkling, Knox's Acid'd doz., Minute, 2 qts., doz., Minute, 2 qts., 3 doz., Nelson's, Oxford, Plymouth Rock, Phos., Plymouth Rock, Plain, GRAIN BAGS, Broad Gauge, Climax, Stark, A, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, HIDES AND PELTS, Green, No. 1, Green, No. 2, Cured, No. 1, Cured, No. 2, Calfskin, green, No. 1, Calfskin, green, No. 2, Calfskin, cured, No. 1, Calfskin, cured, No. 2, Pelts, Old Wool, Lambs, Shearlings.

8

Table of goods including Tallow, No. 1, No. 2, Wool, Unwashed, med., Unwashed, line, HORSE RADISH, ICE CREAM, Piper Ice Cream Co. Brands, Bulk, Vanilla, Bulk, Fancy, any flavor, Brick, Plain, Brick, Fancy, JELLY, 5lb. pails, per doz., 15lb. pails, per pail, 30lb. pails, per pail, JELLY GLASSES, 1/2 pt. in bbls., per doz., 1/2 pt. in bbls., per doz., 8 oz. capped in bbls., per doz., MAPLEINE, 2 oz. bottles, per doz., 1 oz. bottles, per doz., 1 6oz. bottles, per doz., 16 oz. bottles, per doz., 32 oz. bottles, per doz., MINCE MEAT, Per case, MOLASSES, New Orleans, Fancy Open Kettle, Choice, Good, Stock, Half barrels 2c extra, Red Hen, No. 2 1/2, Red Hen, No. 5, Red Hen, No. 10, MUSTARD, 1/2 lb. 6 lb. box, OLIVES, Bulk, 1 gal. kegs 1 10@1 20, Bulk, 2 gal. kegs 1 05@1 15, Bulk, 5 gal. kegs 1 00@1 10, Stuffed, 5 oz., Stuffed, 8 oz., Stuffed, 14 oz., Pitted (not stuffed), 14 oz., Manzanilla, 8 oz., Lunch, 10 oz., Lunch, 16 oz., Queen. Mammoth, 19 oz., Queen. Mammoth, 28 oz., Olive Chow, 2 doz. cs., per doz., PEANUT BUTTER, Bel-Car-Mo Brand, 25 lb. fibre pails, 10, 14 lb. fibre pails, 10 1/2, 10 lb. tin pails, 11, 23 oz. jars, 1 doz., 2 2b. tin pails, 1 doz., 3 00, 7 oz. jars, 2 doz., 1 80, 11 oz. jars, 2 doz., 1 35, PETROLEUM PRODUCTS, Iron Barrels, Perfection, Red Crown Gasoline, Gas Machine Gasoline, V. M. & P. Naphtha, Capitol Cylinder, Atlantic Red Engine, Summer Black, Polarine, PICKLES, Medium, Barrels, 1,200 count, 9 25, Half bbls., 600 count, 5 25, 5 gallon kegs, 2 20, Small, Barrels, 10 50, Half barrels, 6 25, 5 gallon kegs, 2 50, Gherkins, Barrels, 14 00, Half barrels, 6 75, 5 gallon kegs, 2 75, Sweet Small, Barrels, 21 00, Half barrels, 11 50, 5 gallon kegs, 4 20, PIPES, Clay, No. 216, per box, 2 00, Clay, T. D. full count, 80, Cob, 90, PLAYING CARDS, No. 90, Steamboat, 75, No. 15, Rival assorted, 25, No. 20, Rover, enam'd, 1 50, No. 572, Special, 1 75, No. 98, Golf, Satin fin., 2 00, No. 808, Bicycle, 2 00, No. 632, Tourn't whist, 2 25, POTASH, Babbitt's, 2 doz., 1 75, PROVISIONS, Barreled Pork, Clear Back, 23 00@24 00, Short Cut Clr, 20 00@21 00, Bean, 21 00@22 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, 14 @14 1/2, Compound Lard, 11 1/2@12, 80 lb. tubs, advance, 1/2, 60 lb. tubs, advance, 1/2, 50 lb. tubs, advance, 1/2, 20 lb. pails, advance, 3/4, 10 lb. pails, advance, 7/8, 5 lb. pails, advance, 1, 3 lb. pails, advance, 1.

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Table of goods including Smoked Meats, Hams, 14-16 lb., 13 1/2@19, Hams, 16-18 lb., 13 @18 1/2, Hams, 18-20 lb., 17 @18, Ham, dried beef sets, 29 @30, California Hams, 14 @14 1/2, Picnic Boiled, Hams, 19 1/2@20, Boiled Hams, 29 1/2@30, Minced Ham, 13 @13 1/2, Bacon, 19 @24, Sausages, Bologna, 10 1/2@11, Liver, 9 1/2@10, Frankfort, 12 @12 1/2, Pork, 11 @12, Veal, 11, Tongue, 11, Headcheese, 10, Beef, Boneless, 20 00@20 50, Rump, new, 24 50@25 00, Pig's Feet, 1/4 bbls., 1 05, 3/4 bbls., 40 lbs., 2 10, 1/2 bbls., 40 lbs., 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, 19@20, Beef, middles, set, 60@70, Sheep, 1 15@1 35, Uncolored Butterine, Solid Dairy, 13 1/2@17 1/2, Country Rolls, 15 @21, Canned Meats, Corned Beef, 2 lb., 4 50, Corned Beef, 1 lb., 2 40, Roast Beef, 2 lb., 4 50, Roast Beef, 1 lb., 2 50, Potted Meat, Ham, Flavor, 1/4s, 48, Potted Meat, Ham, Flavor, 1/2s, 90, Deviled Meat, Ham, Flavor, 1/4s, 48, Deviled Meat, Ham, Flavor, 1/2s, 90, Potted Tongue, 1/4s, 48, Potted Tongue, 1/2s, 90, RICE, Fancy, 7 @7 1/2, Japan Style, 5 @5 1/2, Broken, 3 1/2@4, ROLLED OATS, Rolled Avenna, bbls., 6 20, Steel Cut, 100 lb. sks., 3 15, Monarch, bbls., 5 95, Monarch, 90 lb. sks., 2 85, 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, 1 doz., 4 20, Durkee's, small, 2 doz., 5 00, Snider's, large, 1 doz., 2 35, Snider's, small, 2 doz., 1 35, SALERATUS, Packed 60 lbs. in box, Arm and Hammer, 3 00, Wyandotte, 100 1/4s, 3 00, SAL SODA, Granulated, bbls., 1 75, Granulated, 100 lbs. cs., 1 85, Granulated, 36 pkgs., 1 75, Common Grades, 100 3 lb. sacks, 2 60, 70 4 lb. sacks, 2 50, 60 5 lb. sacks, 2 50, 28 10 lb. sacks, 2 35, 56 lb. sacks, 40, 28 lb. sacks, 20, Warsaw, 56 lb. sacks, 26, 28 lb. dairy in drill bags, 20, Solar Rock, 56 lb. sacks, 27, Common, Granulated, Fine, 1 15, Medium, Fine, 1 25, SALT FISH, Cod, Large, whole, @ 9, Small, whole, @ 8, Strips or bricks, 9@13, Pollock, @ 5 1/2, Smoked Salmon, Strips, Halibut, Chunks, Holland Herring, Standard, bbls., 18 50, Y. M. wh. hoop 1/2 bbls., Standard, kegs, 1 05, Y. M. wh. hoop Milchers, kegs, Herring, Med. Fat Split, 200 lbs, 8 00, Laborador Split, 200 lb, 10 00, Norway 4 K, 200 lbs., 16 50, Special, 8 lb. pails, 70, Trout, No. 1, 100 lbs., 7 50, No. 1, 40 lbs., 2 25, No. 1, 10 lbs., 90, No. 1, 2 lbs., 75.

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Table of goods including Mackerel, Mess, 100 lbs., 16 50, Mess, 40 lbs., 7 00, Mess, 10 lbs., 1 85, Mess, 8 lbs., 1 56, No. 1, 100 lbs., 15 50, No. 1, 40 lbs., 6 70, No. 1, 10 lbs., 1 75, Lake Herring, 100 lbs., 4 00, 40 lbs., 2 35, 10 lbs., 58, 8 lbs., 54, SEEDS, Anise, 18, Canary, Smyrna, 6, Caraway, 28, Cardomon, Malabar, 1 20, Celery, 45, Hemp, Russian, 7, Mixed Bird, 9, Mustard, white, 22, Poppy, 36, Rape, 10, SHOE BLACKING, Handy Box, large 3 dz., 3 50, Handy Box, small, 1 25, Bixby's Royal Polish, 85, Miller's Crown Polish, 85, SNUFF, Scotch, in bladders, 37, Maccaboy, in jars, 35, French Rapple in jars, 43, SODA, Boxes, 5 1/2, Kegs, English, 4 1/4, SPICES, Whole Spices, Allspice, Jamaica, 9@10, Allspice, lg. Garden, @11, Cloves, Zanzibar, @24, Cassia, Canton, @14 1/2, Cassia, 5c pkg. doz., @35, Ginger African, @ 9 1/2, Ginger, Cochin, @14 1/2, Mace, Penang, @90, Mixed, No. 1, @17, Mixed, No. 2, @16, Mixed, 5c pkgs. dz., @45, Nutmegs, 70-80, @35, Nutmegs, 105-110, @30, Pepper, Black, @20, Pepper, White, @28, Pepper, Cayenne, @22, Paprika, Hungarian, Pure Ground in Bulk, Allspice, Jamaica, @12, Cloves, Zanzibar, @28, Cassia, Canton, @26, Ginger, African, @18, Mace, Penang, @1 00, Nutmegs, @30, Pepper, Black, @24, Pepper, White, @32, Pepper, Cayenne, @25, Paprika, Hungarian, @45, STARCH, Corn, Kingsford, 40 lbs., 7 1/4, Muzzy, 48 lb. pkgs., 5 1/2, Kingsford, Silver Gloss, 40 lb., 7 1/4, Gloss, Argo, 24 5c pkgs., 90, Silver Gloss, 16 3lbs., 6 1/2, Silver Gloss, 12 6lbs., 8 1/4, Muzzy, 48 lb. packages, 5 1/2, 16 3lb. packages, 5 1/2, 12 6lb. packages, 7, 50lb. boxes, 3 1/2, SYRUPS, Corn, Barrels, 30, Half barrels, 32, Blue Karo, No. 1 1/2, 2 doz., 1 80, Blue Karo, No. 2, 2 dz., 2 10, Blue Karo, No. 2 1/2, 2 doz., 2 40, Blue Karo, No. 5, 1 dz., 2 40, Blue Karo, No. 10, 1/2 doz., 2 30, Red Karo, No. 1 1/2, 4 doz., 4 10, Red Karo, No. 2, 2 dz., 2 40, Red Karo, No. 2 1/2, 2 dz., 2 90, Red Karo, No. 5, 1 dz., 2 80, Red Karo, No. 10, 1/2 doz., 2 70, Pure Cane, Fair, 16, Good, 20, Choice, 25, Folger's Grape Punch, Quarts, doz. case, 6 00, TABLE SAUCES, Halford, large, 3 75, Halford, small, 2 26, TEA, Uncolored Japan, Medium, 20@25, Choice, 28@33, Fancy, 36@45, Basket-fired Med'm, 28@30, Basket-fired Choice, 35@37, Basket-fired Fancy, 38@45, No. 1 Nibs, 30@32, Siftings, bulk, 9@10, Siftings, 1 lb. pkgs., 12@14, Gunpowder, Moyune, Medium, 28@33, Moyune, Choice, 35@40, Moyune, Fancy, 50@60, Ping Suey, Medium, 25@30, Ping Suey, Choice, 35@40, Ping Suey, Fancy, 45@50, Young Hyson, Choice, 28@30, Fancy, 45@56, Scrap, All Red, 5c, 5 76, Am. Union Scrap, 5 40, Bag Pipe, 5c, 5 88, Cutlas, 2 1/2 oz., 26, Globe Scrap, 2 oz., 30, Happy Thought, 2 oz., 30, Honey Comb Scrap, 5c, 5 76, Honest Scrap, 5c, 1 55, Mail Pouch, 4 doz., 5c, 2 00, Old Songs, 5c, 5 76, Old Times, 1/2 gro., 5 50, Polar Bear, 5c, 1/2 gro., 5 76, Red Band, 5c, 1/2 gro., 6 00, Red Man Scrap, 5c, 1 42, Scrap, 5c pkgs., 48, Sure Shot, 5c, 1/2 gro., 5 76, Yankee Girl Scrap, 2oz, 5 76, Pan Handle Scrap, 1/4gr, 6 00, Peachey Scrap, 5c, 5 76.

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Table of goods including Oolong, Formosa, Medium, 25@28, Formosa, Choice, 32@35, Formosa, Fancy, 50@60, English Breakfast, Congou, Medium, 25@30, Congou, Choice, 30@35, Congou, Fancy, 40@60, Congou, Ex. Fancy, 60@80, Ceylon, Pekoe, Medium, 28@30, Dr. Pekoe, Choice, 30@35, Flowery O. P. Fancy, 40@50, TOBACCO, Fine Cut, Blot, 1 45, Bugle, 16 oz., 3 84, Bugle, 10c, 11 00, Dan Patch, 8 and 16 oz., 33, Dan Patch, 4 oz., 11 52, Dan Patch, 2 oz., 5 76, Fast Mail, 16 oz., 7 80, Hiawatha, 16 oz., 60, Hiawatha, 5c, 5 40, May Flower, 16 oz., 9 36, No Limit, 8 oz., 1 86, No Limit, 16 oz., 3 72, Ojibwa, 8 and 16 oz., 40, Ojibwa, 10c, 11 10, Ojibwa, 8 and 16 oz., 42, Petoskey Chief, 7 oz., 2 00, Petoskey Chief, 14 oz., 4 00, Peach and Honey, 5c, 5 76, Red Bell, 16 oz., 3 84, Red Bell, 8 foil, 1 92, Sterling, L & D, 5c, 5 76, Sweet Cuba, canister, 9 16, Sweet Cuba, 5c, 5 76, Sweet Cuba, 10c, 9 50, Sweet Cuba, 1 lb. tin, 4 50, Sweet Cuba, 1/2 lb. foil, 2 25, Sweet Burley, 5c L&D, 5 76, Sweet Burley, 8 oz., 2 45, Sweet Burley, 16 oz., 4 90, Sweet Mist, 1/2 gro., 5 76, Sweet Mist, 5c, 11 10, Telegram, 5c, 5 76, Tiger, 5c, 2 40, Tiger, 25c cans, 6 00, Uncle Daniel, 1 lb., 60, Uncle Daniel, 1 oz., 5 23, Plug, Am. Navy, 16 oz., 32, Apple, 10 lb. butt, 37, Drummond Nat. Leaf, 2 and 5 lb., 60, Drummond Nat. Leaf, per doz., 96, Battle Ax, 32, Bracer, 6 and 12 lb., 30, Big Four, 6 and 16 lb., 32, Boot Jack, 2 lb., 90, Boot Jack, per doz., 96, Bullion, 16 oz., 46, Climax Golden Twins, 49, Climax, 14 1/2 oz., 44, Climax, 7 oz., 47, Climax, 5c tins, 6 00, Day's Work, 7 & 14 lb., 38, Creme de Menthe, lb., 65, Derby, 5 lb. boxes, 28, 5 Bros., 4 lb., 66, Four Roses, 10c, 90, Gilt Edges, 2 lb., 50, Gold Rope, 6 and 12 lb., 58, Gold Rope, 4 and 8 lb., 58, G. O. P., 12 and 24 lb., 40, Granger Twist, 6 lb., 46, G. T. W., 10 and 21 lb., 36, Horse Shoe, 6 and 12 lb., 43, Honey Dip Twist, 5 and 10 lb., 45, Jolly Tar, 5 and 8 lb., 40, J. T., 5 1/2 and 11 lb., 40, Kentucky Navy, 12 lb., 32, Keystone Twist, 6 lb., 45, Kismet, 6 lb., 48, Maple Dip, 16 oz., 32, Merry Widow, 12 lb., 32, Nobby Spun Roll 6 & 3 58, Parrot, 12 lb., 32, Patterson's Nat. Leaf, 98, Peachey, 6, 12 & 24 lb., 43, Picnic Twist, 5 lb., 45, Piper Heldsieck, 4 & 7 lb., 69, Piper Heldsieck, per dz., 96, Polo, 3 doz., per doz., 48, Red Cross, 30, Scrapple, 2 and 4 doz., 48, Sherry Cobbler, 8 oz., 33, Spear Head, 12 oz., 44, Spear Head, 14 1/2 oz., 44, Spear Head, 7 oz., 47, Sq. Deal, 7, 14 & 28 lb., 30, Star, 6, 12 and 24 lb., 43, Standard Navy, 7 1/2, 15 and 30 lb., 34, Ten Penny, 6 and 12 lb., 35, Town Talk, 14 oz., 32, Yankee Girl, 12 & 24 lb., 32.

SPECIAL PRICE CURRENT

12

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Cigars, Twine, Vinegar, Wicking, and Woodenware.

13

Table with 2 columns: Item Name and Price. Includes categories like Cigars, Twine, Vinegar, Wicking, and Woodenware.

14

Table with 2 columns: Item Name and Price. Includes categories like Butter Plates, Wire End, Churns, Clothes Pins, Egg Crates and Fillers, Faucets, Mop Sticks, Pails, Toothpicks, Trans, Tubs, Washboards, Window Cleaners, Wood Bowls, Wrapping Paper, and Yeast Cake.

15

TELFER'S ROASTED COFFEE



List of coffee products and prices: Jamo, 1 lb. tin \$1.10; Edeh, 1 lb. tin \$1.00; Belle Isle, 1 lb. pkg. \$1.00; Bismarck, 1 lb. pkg. \$1.00; Vera, 1 lb. pkg. \$1.00; Koran, 1 lb. pkg. \$1.00; Telfer's Quality 25 \$1.18; Mosan \$1.19; Quality, 20 \$1.16; W. J. G. Tea \$1.37; Cherry Blossom Tea \$1.37; Telfer's Ceylon \$1.40.

AXLE GREASE



1 lb. boxes, per gross \$ 70
3 lb. boxes, per gross \$ 23 10

BAKING POWDER

10c, 4 doz. in case ... 85
15c, 4 doz. in case ... 1 25
25c, 4 doz. in case ... 2.00
50c, 2 doz. plain top ... 4.00
80c, 1 doz. plain top 6 50
10 lb. 1/2 dz., pln top 13 00
All cases sold F. O. B. jobbing point.
Special Deal No. 1.
12 doz. 10c, 12 doz. 15c,
12 doz., 25c ... 49 20
Barrel Deal No. 2
3 doz. each 10, 15 and
25c ... 32 80
With 4 dozen 10c free
1/2 Barrel Deal No. 3
6 doz. each, 10, 15 and
25c ... 24 60
With 3 dozen 10c free.
Half-Barrel Deal No. 3
4 doz. each, 10, 15 and
25c ... 16 40
With 2 doz. 10c free.
All barrels sold F. O. B. Chicago.



Royal

10c size 90
1/2 lb cans 1 35
6 oz cans 1 90
1/4 lb cans 2 50
1/2 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50



FITZPATRICK BROTHERS' SOAP CHIPS

White City (Dish Washing) ... 210 lbs. 3c per lb.
Tip Top (Caustic) ... 250 lbs. 4c per lb.
No. 1 Laundry 88% Dry ... 225 lbs. 5 1/4 c per lb.
Palm Soap 88% Dry ... 300 lbs. 6 1/4 c per lb.

SEND FOR SAMPLES

The Only Five Cent Cleanser

Guaranteed to Equal the Best 10c Kinds

80 Cans \$2.90 Per Case

SHOWS A PROFIT OF 40%

Handled by All Jobbers

Place an order with your jobber. If goods are not satisfactory return same at our expense.—FITZPATRICK BROS.



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.

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Roasted Dwinell-Wright Brands



White House, 1 lb.
White House, 2 lb.
Excelsior, Blend, 1 lb.
Excelsior, Blend, 2 lb.
Tip Top Blend, 1 lb.
Royal Blend
Royal High Grade
Superior Blend
Boston Combination

Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Lee & Cady, Kalamazoo; Lee & Cady, Saginaw; Ray City Grocer Company, Bay City; Brown, Davis & Warner, Jackson; Goddard, Durand & Co., Battle Creek; Fielbacu Co., Toledo.

SALT



Morton's Salt
Per case, 24 2 lbs. 1 70
Five case lots 1 60

SOAP

Lautz Bros.' & Co.
[Apply to Michigan, Wisconsin and Duluth, only.]
Acme, 70 bars 3 05
Acme, 100 cakes, 5c sz 3 60
Acorn, 120 cakes .. 2 50

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Climax, 100 oval cakes 3 25
Gloss, 100 cakes, 5c sz 3 60
Big Master, 100 blocks 4 00
Naphtha, 100 cakes .. 3 90
Oak Leaf, 100 cakes 3 60
Queen Anne, 100 cakes 3 60
Queen White, 100 cks. 3 90
Railroad, 120 cakes .. 2 50
Saratoga, 120 cakes .. 2 50
White Fleece, 50 cks. 2 50
White Fleece, 100 cks. 3 25
White Fleece, 200 cks. 2 50

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 25
Wool, 10 oz. bars ... 6 50

Tradesman Company

Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

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
Queen Anne Scourer 1 80

Soap Compounds

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

WASHING POWDERS.

Gold Dust
24 large packages 4 30
100 small packages .. 3 85

Lautz Bros.' & Co.

[Apply to Michigan, Wisconsin and Duluth, only]

Snow Boy

100 pkgs., 5c size 3 75
60 pkgs., 5c size 2 40
48 pkgs., 10c size ... 3 75
24 pkgs., family size .. 3 20
20 pkgs., laundry size 4 00

Naphtha

60 pkgs., 5c size 2 40
100 pkgs., 5c size 3 75

Queen Anne

60 5c packages 2 40
24 packages 3 75

Oak Leaf

24 packages 3 75
100 5c packages 3 75

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Stock dry goods, groceries and fixtures on account of other business. In coming oil town. Invoice about \$2,500. Box 151, Morrison, Okla. 411

For Sale—One of the greatest opportunities in Western Montana for a first-class grocery man to take over a business doing from \$100,000 to \$125,000 per annum. Will sell all or retain an interest. Capital required \$8,000 to \$10,000. Address Box "C" Deer Lodge, Montana. 414

For Sale—At a bargain, stock of merchandise, store and house. Wm. Sweet, Cedar, Michigan. 416

Would Locate and Finance—Any high-grade manufacturing proposition showing large profits. Submit proposition in writing to E. Drexel Castleton, Hotel Statler, Detroit. 417

For Sale—Grocery stock and fixtures in Jackson, specializing on teas and coffees. Roast our own coffees daily. Good location. Owner leaving city. O. H. Fausel, c-o Hirth-Krause Co., Grand Rapids, Michigan. 423

Store For Sale Or Rent—In first-class location in center of town and center of business. Size 25 x 65, two stories and basement. Balcony from first floor. Splendid opening for dry goods and millinery, clothing or general stock. Write to H. L. Cornwell, Lawrence, Michigan, at once. Building ready for occupant September 1. 424

For Sale—Stock general merchandise with fixtures. Store buildings. Have going, paying general mercantile business for sale. Terms to responsible party. C. R. Watson, Irving, Michigan. 425

For Sale—Dry cleaning and dyeing establishment. Auto delivery, dry cleaning equipment, etc. If business is new to buying party am willing to teach all the necessary particulars for running business successfully. P. O. Box 203, Muskegon, Michigan. 426

For Sale—Up-to-date stock of hardware and furniture with tin and plumbing shop in connection. Will invoice \$6,000. Good factory town of 1,000 surrounded by good agricultural country. This is a money-making stock and will stand the closest investigation; no competition. Address Box 138, Sugar City, Colorado. 427

For Sale—Finest little drug store in Southwestern Michigan in city of 40,000. Clean stock. Price \$5,500. Address No. 482, care Tradesman. 428

THE WORLD'S GREATEST SALES CONDUCTORS—Offer you the services of men who have had extraordinary success, in handling both large and small stocks in the United States and Canada. There is no sales promoter operating in the world to-day can furnish you with the references we can. We not only sell your stock—but we sell it at a profit during one of our personally conducted sales. We handle Department Stores, Clothing Stores, Shoe Stores, Furniture Stores and General Stores, and no town or stock is too large or small for us to handle successfully. You pay us absolutely nothing until we have sold your stock at a profit. Write to-day for free plans and information. LYNCH BROS., 28 So. Ionia Ave., (Wm. Alden Smith Bldg.) Grand Rapids, Michigan.

For Sale—\$7,000 stock dry goods, shoes, groceries and crockery. Well assorted. A1 condition, best location in town. Good farming country. Good trade. Liberal terms or will consider real estate. Address N. E., care Tradesman. 418

Business Wanted—Owner will exchange clear farm and town property for a going business. What have you? Confidential. Address 419, care Michigan Tradesman. 419

For Rent—Two-story brick stores 20 x 118 and 40 x 118. Best location in a good live town of 2,000 population. Located in the heart of the best farming section in the State of Michigan. Rent very reasonable. Great opportunity for moving picture, furniture or five and ten cent stores. Long lease if desired. For further particulars write to D. Seitner, Canton, Ohio. 421

The Detroit Mercantile Adjusters, counselors and executors of high grade special sales and buyers of entire stocks. Room 1, Vhay Block, 91 Grand River Ave., Detroit, Michigan. 32

For Sale—The Clinton Clothing Co., of Clinton, Michigan, is for sale on account of death. A fine location, fine stock, in the thrifty town of Clinton, Michigan. Must be sold to close an estate. Will bear close investigation. Address Frank L. Parker, Clinton, Michigan. 422

We buy whole stocks or part stocks for cash. Address M. Guettel, 216 W. Monroe St., Chicago. 301

For Sale—Grocery stock. One of the best grocery stores in Southern Michigan. Clean stock, fully equipped, excellent location, good lease, paying business. Address E. A. Dibble, Hillsdale, Michigan. 366

For Sale—Up-to-date meat market in a thriving Michigan city of 3,600 people. Little competition and splendid opportunity for right party. Correspondence solicited. Address No. 409, care Tradesman. 409

Safes Opened—W. L. Slocum, safe expert and locksmith. 128 Ann St., N. E., Grand Rapids, Michigan. 104

The Merchant's Auction Co. The most reliable and successful sale concern. For closing out, cleaning or reducing, address Reedsburg, Wisconsin. 289

Stocks Wanted—Write me if you want to sell or buy grocery or general stock. E. Kruisenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 304

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 757

For Rent—Dry goods store 25 x 85, two stories with shelvings and fixtures. Rent cheap, location center of city. Been doing business thirty years. First class clothing store connected with it. City population 12,000. 10,000 country people trade in city. There are only four dry goods stores in city. Good chance. Enquire of A. J. Wilhelm, Traverse City, Michigan. 202

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

For Sale—Good clean stock of drugs and stationery in town of 12,500. Business established 40 years. W. H. Oakley, Administrator, Ishpeming, Mich. 984

For Sale—Store building 24 x 88 good cellar and ware-sheds with clean up-to-date stock of merchandise consisting groceries, dry goods, men's furnishings, shoes, hardware and farm tools. Only store in town and doing a cash business of \$100 per day and better. About \$9,000 required. An A1 opening for a live merchant. Don't answer this unless you have the money and mean business. Address A 1, care Michigan Tradesman. 348

Wanted—Chicago—Carload lots of baled excelsior, also sawdust. Quote lowest prices and freight rate. Century Fuel Company, Chicago. 347

For Sale—Old established furniture and rug business. City 10,000. A1 trade. Will sell part or all of stock. Must sell account ill health. F. S. Gutschow, Mt. Clemens, Michigan. 410

Transfer Line For Sale—Best equipped one in Southern Kansas; six teams and twelve wagons; exclusive merchants' transfer in town of 5,000 in heart of oil fields; a money maker and priced right for quick sale. J. H. Sandifer, Eldorado, Kansas. 393

For Rent—Store 25 x 140 feet steam-heated, in new building in best location of the city, for rent at reasonable price. The store is adapted to be partitioned off, thus I may rent part or all of the room. Address I. Glerum, Devils Lake, North Dakota. 395

For Sale—Drug store. Best in Flint, Michigan. Everybody knows of Flint. Long lease, 70 cent rate. Price \$12,000. Don't answer unless you mean business. Reason confidential. Address Lock Box 183, Flint, Michigan. 396

For Sale—A Southern tourist hotel location. Established patronage, positively the best proposition of the kind to be found. Box 36, New Baltimore, Michigan. 397

For Sale—Meat market in Kalamazoo. Good location. Owner wishes to retire after 12 years successful business. Doing good business. Well equipped market. Address No. 398, care Tradesman. 398

Michigan's Greatest Sales Conductor—For legal advice you would consult the most reliable attorney. In case of sickness you would send for the best physician. For a special sale send for the best qualified sales conductor in Michigan. If you need quick money I am the man you want. If you are new in the business my experience and advice is worth as much to you as your stock. All correspondence strictly confidential. Now is the time to clean up your stock. Address Box 399, care Michigan Tradesman. 399

For Sale—The manufacturing plant formerly occupied by the Plymouth Parlor Frame Co., consisting of over three acres of land with two three-story frame buildings fitted up with machines adaptable for the manufacture of any line of furniture or wood materials. Will sell at very low price on most favorable terms. R. R. Schorer, Plymouth, Wis. 387

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Buyer, Milwaukee, Wisconsin. 925

For Sale—Best grocery and meat market in Northern Michigan. Will sell below inventory about \$6,000 stock. Located at one of the finest summer resorts in the United States. Doing \$70,000 business a year. Good reasons for selling. Apply owner, Box 84, Charlevoix, Michigan. 338

Wanted—A high tension live wire with no chance of short circuiting, to open up a department store in the city of Dixon, State of Illinois. A city of from 10,000 to 12,000 population with a paying trade already established and a thickly settled and prosperous country tributary to same of thirty miles each way. No goods to sell, but 12,000 to 21,000 square feet of space to rent in the best location in the city. All modern. Store ready for occupancy about Sept. 1. For full particulars address I. B. Countryman, 604 First Street, Dixon, Illinois. 388

For Sale—Up-to-date blacksmith shop; big lot and house. Martin Schmitzer, Birch Run, Michigan. 390

For Sale—Small jewelry stock. High class, staple goods bought new last August. Good location Northern Flint. Address Box 183, Flint, Michigan. 391

For Sale—A mill cutting 25 to 30 thousand per day, situated near Fox Park, Albany Co., Wyoming, in the midst of the Med. Bow Forest Reserve. Plenty of timber at a very reasonable cost. Have other interest. Can not give the mill business the attention it deserves. Apply Fox Park Timber Co., Gramm, Wyoming. 392

For Sale Or Exchange—Forty acres of unimproved orange land in Polk Co., Florida. B. H. Bringham, New Baltimore, Michigan. 394

Old Established Hardware Business For Sale—In good Maine town. Stock consists of hardware, paints, stoves, tinware and plumbing stock in good condition. Excellent location. Store has always been a money maker. Small capital required. Address Lock Box 25, York Beach, Maine. 400

Cash Registers—We are sales agents for American Cash Registers. Have at all times bargains in used machines. All makes. Write us. The Vogt Bricker Sales Co., 211 Germania Avenue, Saginaw, Michigan. 403

Do you want a prosperous general stock invoicing around \$3,000? Will give substantial discount for quick sale. Address Lock Box 188, Union City, Michigan. 404

For Sale—Store building located on main street. Good living rooms overhead. Basement and barn. Good location for any line of business. Will bear investigation. Terms easy. J. W. Cazier, Conklin, Michigan. 386

For Sale Or Exchange—Splendid Western New York farm for shoe stock. Wm. Siddall, Holley, New York. 372

For Sale—Stock of groceries and fixtures in best little business town in Central Michigan. It will take \$3,000 to \$3,500. Brick store 22 x 80. Ample room to add dry goods and furnishings. This is your chance of a life time. H. C. Walker, Byron, Michigan. 373

Hotel Bargain—29 rooms completely furnished, with seven lots on main street of town; everything goes for \$8,000. Half cash; taking mortgage for balance. Write for full description. Mrs. L. R. Frankensfield, Plainville, Kansas. 376

For Sale—A nine clerk National Cash Register. First-class condition. H. T. Stanton, 18 Market St., Grand Rapids, Michigan. 377

Look—We make a specialty of handling stocks of merchandise. We want stocks now in exchange for two farms, one worth \$5,000, and one \$35,000. Also for income property. Describe your stock fully and we can make you an offer on it. Phillips, Manchester, Tenn. 361

Wanted To Buy For Cash—In town of 3,000 to 5,000 population in Indiana, Ohio or Michigan preferred, men's clothing and furnishings store. Address No. 362, care Tradesman. 362

For Sale—Clean, staple stock general merchandise. Inventory \$10,000. Might consider farm value \$5,000 to \$7,000. Money maker. Lively country town. Good reasons. Act quickly. Box Q., New Lothrop, Michigan. 339

For Sale—Good Business Opportunity—Complete line of up-to-date fixtures for men's clothing, shoes and furnishing goods store. Store building for rent, one of the best locations in the city. The present occupant has conducted a very successful business for several years and is leaving because of business interests elsewhere. This is an excellent opportunity. Would advise you to act quickly. For further particulars write Everybody's Store, M. Newmark, Prop., 347-349 Portage Ave., W., Sault Ste. Marie, Michigan. 370

For Sale—General merchandise stock in Southern Michigan. Good business; good locality; good place for partners. Address No. 371, care Tradesman. 371

HELP WANTED.

Wanted—Experienced man for clothing, dry goods and shoes. Must come well recommended. Address No. 412, care Michigan Tradesman. 412

Wanted—Good man to engage in the coal and lumber trade and handle cream station. Some capital needed. Good opportunity. Answer quick. Fine town. Address No. 413, care Michigan Tradesman. 413

Wanted—Salesmen calling on country and town stores (any line) to take orders (side line) for Keystone (veterinary) Cleansing Powder. Name counties covered. Address C. F. Harman & Son, Mfgs., Enterline, Pennsylvania. 415

Wanted—Assistant pharmacist. Good hours. Good pay. Apply Green's Drug Store, Grand Rapids, Michigan. 429

Wanted—Steady hardware clerk. Country town preferred. Must understand a little about repair work. Address No. 420, care Tradesman. 420

Wanted—Tinner who can do some plumbing. Must be married and sober. Wages \$15 per week. Address Gerbert Brothers, Seneca, Illinois. 354

POSITION WANTED.

Wanted—By an experienced grocery clerk a position as clerk or stock man in general store. Chas. L. Brown, Box 235, Plainwell, Michigan. Can give reference. 430

Wanted Position—Either inside or on the road. Twenty years experience in selling shoes. Best of reference. Address No. 407, care Tradesman. 407

Bank Position Wanted—By young man thirty years old. Three years' experience in country bank. Now employed but wishes change. Can furnish references. Address No. 378, care Tradesman. 378

Economic Coupon Books

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

Tradesman Company
Grand Rapids, Mich.

Conservative Investors

Patronize

Tradesman Advertisers

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Aug. 8.—In the matter of Mason W. Manly, bankrupt, Grand Rapids, adjourned first meeting of creditors was held this day for the purpose of considering the petition of Peter Hamstra to reclaim the assets of this estate sold by him to the bankrupt under a contract reserving title in the seller. The matter was argued and submitted but decision has not yet been rendered by the court. If the petition is allowed it will take entire assets of the estate and there will be nothing left for the general creditors.

Aug. 9.—In the matter of Casnovia Dehydrating Co., bankrupt, Casnovia, the adjourned special meeting and examination of the officers of the bankrupt was held. The trustee has reported that settlement had been made with the Thomas Canning Co. wherein the trustee has collected about \$3,500 due from such company to the bankrupt. The trustee has been directed to file a first report and account, upon receipt of which meeting will be called for the purpose of paying a first dividend to creditors.

The matter of an alleged preferential payment of some \$3,000 to the Farmers & Merchants Bank of Casnovia was considered and the trustee directed to file his report on the same.

Aug. 10.—In the matter of the Fair, bankrupt, Grand Rapids, a hearing was held on the petition of J. W. Kingsbury, doing business as the Merchants Gold Stamp Co., to reclaim certain furniture and assets to the amount of about \$1,200 in the hands of the trustee. It is the contention of the trustee that the Fair, bankrupt, purchased and paid for the assets in question and that therefore they belong to this estate. The matter was adjourned for a further hearing.

Aug. 11.—In the matter of the Fair, bankrupt, the trustee has filed his first report and account showing total receipts as trustee to date of \$9,384. No disbursements have been made. A special meeting of creditors has been called for August 24 for the purpose of declaration and payment of a first dividend to creditors and for the further purpose of paying administration expenses to date.

Aug. 15.—John Rocks and Anthony Rocks, individually and copartners as Rocks Brothers, have filed a petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. Mr. Corwin has also been appointed receiver and George S. Norcross is in charge as custodian. The schedules show assets listed at approximately \$1,000, and liability is shown at \$420.30. The assets are thought to be worth much less than listed. The first meeting of creditors has been called for August 29, at which time creditors may appear, elect a trustee, prove their claims, and transact such other business as may come before such meeting. The following are shown as creditors of the bankrupt:

Secured Creditors.
Mrs. Min Roks, Grand Rapids mortgage \$150.00
Unsecured Creditors.
W. B. Jarvis Co., Grand Rapids \$14.91
E. F. Goodrich Rubber Co., Akron 11.90
Morley Brothers, Saginaw 107.00
Prest-O-Lite Co., Chicago 4.80
Acme Welding and Repair Co.,

Grand Rapids 2.95
Eclipse Machinery Co., Elmira, N. Y. 1.57
Beckley-Ralston Co., Chicago 6.05
Goodyear Tire & Rubber Co., Akron 23.80
Chicago Cycle Supply Co., Chicago 99.00
Aurora Automatic Machinery Co., Chicago 1.56
Bizaal Bros., Grand Rapids Unknown
Consumers Power Co., Grand Rapids .50
Corbin Screw Corporation, New Britain, Conn.11

Aug. 17.—Thomas E. Curry, of Grand Rapids, has filed his voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The schedules of the bankrupt reveal the fact that there are no assets except a small amount of doubtful accounts receivable. The first meeting of creditors has been called for Sept. 5, at which time creditors may appear, prove their claims, elect a trustee, and transact such other and further business as may come before the meeting. The following are listed as creditors:

Unsecured Creditors.
A. E. Brooks & Co., Grand Rapids \$150.21
Paul F. Belsch & Co., Chicago 68.70
C. W. Mills Paper Co., Grand Rapids 8.50
John T. Woodhouse, Detroit 7.07
A. G. Morse Company, Chicago 51.07
Orleans Creamery Ass'n., Orleans 25.00
Royal Jewelry Company, Chicago 45.00
Jasper Matthews, Grand Rapids 48.00
Barrett & Scully, Ionia 41.90
F. R. Buck, Ionia 5.65
Ionia Hardware Co., Ionia 11.05
National Bank of Ionia, Ionia 25.00
Fred B. Caine, Ionia 10.00
Ionia Gas Light & Coke Co., Ionia 13.00
Mansfield & Hoag, Ionia 20.00
E. P. Billings, Grand Rapids 24.75
A. Vonk & Son, Grand Rapids 10.65
M. H. Manly Estate, Grand Rapids 6.00
Dr. W. F. Leslie, Grand Rapids 8.00

In the matter of Edward Van Eenenam, bankrupt, Grand Rapids, the trustee has filed his final report and account and the final meeting of creditors has been called for Aug. 30. The final ac-

count shows total receipts from all sources, \$384.16; disbursements to date for bankrupt exemptions and expenses, \$243.90, and a balance on hand of \$140.26. The dividend, if any, will be exceedingly small.

In the matter of the Fair, Grand Rapids, the assets excluding those claimed by the Merchants Gold Stamp Co., were sold to M. Katz & Son for \$3,800 and the sale has been confirmed by the referee. The purchase price included an agreement and waiver on the part of the trustee, wherein he waived any claim against M. Katz & Son by reason of a transfer in violation of the bulk sales law, made prior to bankruptcy from the bankrupt to them, and said M. Katz & Son waived any claim for damaged against the estate by reason of default in a certain lease of premises.

Aug. 18.—In the matter of Michael Razoog, bankrupt, Ewart, the first meeting of creditors was held. Claims were allowed. Benn M. Corwin, receiver, made a report and was discharged. By vote of creditors, Walter H. Brooks, of Grand Rapids, was elected trustee and has qualified. Appraisers have been appointed and an inventory will be taken at once. The bankrupt was sworn and examined and the meeting was adjourned.

Aug. 18.—In the matter of Hattie Rathburn, bankrupt, Grand Ledge, formerly conducting a millinery business at that place, first meeting of creditors held this day. Claims were allowed. Benn M. Corwin, receiver, made a report which was approved. By vote of creditors, George Decke, Grand Ledge, was elected trustee. Appraisers have been appointed. The meeting was adjourned.

Aug. 19.—In the case of Linford L. Winslow, bankrupt, Saranac, the trustee has reported an offer of 50 cents on the dollar of the inventory price of the assets from the Grand Rapids Store Fixture Co., and an order to show cause as to the sale has been issued, returnable August 30. The assets are inventoried at approximately \$5,000.

Aug. 21.—In the matter of Adrian Klaver, bankrupt, Holland, the trustee has filed his final report and account showing balance on hand at last report, \$497.27; additional receipts, \$76.05; total, \$573.32; disbursements for administration expenses and first dividend of 10 per cent., \$358.98, and a balance of \$214.34 on hand. A final meeting has been called for Aug. 31, at which time a final dividend will be declared.

Aug. 21.—In the matter of Denis McGrath, bankrupt, Grand Rapids, trustee has filed his first report and account, showing total receipts of \$2,318.47, disbursements of \$142.40, and balance on hand at this time, \$2,176.07. A special meeting of creditors has been called for Sept. 2, for the declaration and payment of a first dividend to creditors.

President Wilson is a lucky man, these days. He has nothing to do. A few trifles take up a few minutes of his time, but the rest is all his own. He merely has to keep watch of legislation; prod Congressmen; read the reports from the Mexican frontier and give the consequent orders; confer with the members of the Cabinet; try to get competent men to serve on the joint Mexican Commission; make new complaints to Great Britain and Germany; talk for an hour to 640 railway leaders in the East room; confer with all the railway presidents; keep up with his correspondence; receive delegations; read Republican speeches; play golf; take water trips nearly every week end; read to his wife.

Hielkema & Co. has been incorporated to manufacture soft drinks with an authorized capital stock of \$5,000 common and \$2,000 preferred, of which amounts \$3,550 has been subscribed, \$50 paid in in cash and \$2,950 paid in in property. Peter and Henry Hielkema each hold 170 shares and Minnie Hielkema holds fifteen shares.

L. H. Moss, formerly engaged in the drug business at Middleton, will shortly open a new drug store at Sidney. The Hazeltine & Perkins Drug Co. has the order for the stock.

People who pay compliments never wait for the bill collector to call.

Some financiers work wonders, and some merely work suckers.

FOOL FEDERAL OFFICIAL.

It certainly takes some of the joy out of the lives of those who try to think sanely on economic subjects (on the art of making a living) and hope to influence others to think in the same way to have a Government official of so high a rank as Edward N. Hurley of the Federal Trade Commission declare, as he is reported to have done to the Illinois Manufacturers Cost Association at Chicago that "90 per cent. of the business failures in the United States last year resulted from cut-throat competition prices," for such a statement is pure dogmatism and unwarranted by the facts.

As a matter of fact, it is worth noting that in 1915, as in 1914, all extraneous causes of failure—those over which the individual himself had least control in the conduct of his business—had more influence than in some other years; yet in 1915 only 25.6 per cent. of the actual business failures in the United States were due to causes other than the faults of those failing, and this proportion was then the highest in a generation. In the light of such testimony by the Tradesman, which is based on specific reports, saying that "90 per cent. of the failures resulted from cut-throat competition prices," is mere assertion or support of a doctrine that Mr. Hurley and his hearers happened to be promoting. As a matter of fact, the Tradesman credits "outside competition" with only 5.7 per cent. of the failures of 1915, and this proportion was greater than any year since 1900. Take, then, the whole number of business men in the country (in 1915, 1,770,914,) of whom only 1.07 per cent. failed in business that year, and then figure 5.7 per cent. of 1.07 per cent. of that number and you may find the number who failed because of competition. Then compare it with Mr. Hurley's dogmatic 90 per cent.! Isn't it a fact that "competition" is practically a negligible cause of failure rather than the major one?

The fact is Mr. Hurley is exploiting a doctrine, and cultivating a doctrine is one of the most insidious underminers of mental equilibrium. His thesis was that when men know what it costs to do business they will not cut prices, which is as far from the mark as his argument in support of it. The fact is, and we are now writing to merchants, that success in business depends on skill in the art of merchandising, supplemented by all those talents, congenital and painfully acquired, that go to make up the efficient man.

It has been repeated several times and has come to be an accepted saying that the greatest problem which confronts the American people is that of municipal management. The natural suggestion would be that the voters of every city would take sufficient interest in their own affairs to see to it that they were wisely conducted. The fact is, on the other hand, that usually they let it go, allowing the offices to be in the hands of those who spend the taxpayers' money extravagantly to say the least and with frequent accompaniment of positive graft. A statement made the

other day is to the effect that in the United States there are 204 cities with a population of more than 30,000 and the last year their revenues fell \$140,000,000 short of meeting the disbursements. The Philadelphia Ledger's statistician has figured out that this deficiency amounts to about \$4.50 for each person dwelling in these cities. If every one of them could be required and compelled to pay the \$4.50 out of his own pocket and do it at once it would bring the matter close home to them and they would not only sit up, but take notice. When it goes into a bond issue to be paid for at some indefinite future time they pay no attention to it whatever and the extravagance goes on unmolested. It all comes back to the proposition that direct taxes are better than indirect. If every voter could be made to pay something when he helps put in an extravagant or corrupt municipal government it would take only a little while to bring about a very substantial reform.

Spices—Pepper is firmer in sympathy with a sharp advance at primary sources and the fact that the visible supply is in strong hands. Stocks of cloves here are well controlled and with the price in Europe above local parity higher prices are looked for. Active buying of pimento for export causes a firmer feeling, but important price changes are not looked for. China cassia firmer owing to political disturbances in China and a further deduction of holdings on the Pacific Coast and here. Higher cables on nutmegs have not been responded to here.

Quotations on Local Stocks and Bonds.

Public Utilities.		Bid	Asked
Am. Light & Trac. Co., Com.	380	385	
Am. Light & Trac. Co., Prfd.	109	111	
Am. Public Utilities, Com.	41	43	
Am. Public Utilities, Prfd.	74	76	
Citizens Telephone	7 1/2	7 3/4	
Comw'th Fr. Ry. & Lt., Com.	63	65	
Comw'th Fr. Ry. & Lt., Prfd	84	85	
Comw'th 6% 5 year bond	102	103 1/2	
Michigan Railway Notes	100 1/2	101 1/2	
Michigan Sugar	109	111	
Pacific Gas & Elec., Com.	58	60	
Tennessee Ry. Lt. & Pr., Com.	9 1/2	11 1/2	
Tennessee Ry. Lt. & Pr., Prfd.	47	50	
United Light & Rys., Com.	50 1/2	51 1/2	
United Light & Rys., 1st Prfd.	74	76	
United Light 1st and Ref. 5% bonds	87	90	

Industrial and Bank Stocks.	
Commercial Savings Bank	225
Dennis Canadian Co.	75 85
Fourth National Bank	225 235
Furniture City Brewing Co.	40 50
Grant Motor	7 1/2 8 1/2
Globe Knitting Works, Com.	145 150
Globe Knitting Works, Prfd.	98 100
G. R. Brewing Co.	80 90
G. R. National City Bank	155 162
G. R. Savings Bank	250
Holland St. Louis Sugar	16 17
Holland St. Louis Sugar, Prfd.	8 1/2 10
Hupp Motor	6 1/2 7 1/2
Kent State Bank	250
Old National Bank	199 205
Peoples Savings Bank	300
United Motors	62 65

BUSINESS CHANCES.

For Sale—Good hotel doing good business in Northwestern Michigan in good town with three railroads. Good school and church, two grain elevators. Good business town. Only hotel catering to the commercial trade in the town. Have inside toilet and bath, all furnished ready to do business. Good reasons for selling. Other business to look after. Write or come to the Shamrock Hotel, Copenish, Michigan. 431

For Sale Or Exchange—\$7,000 hardware stock, old and well established business doing \$18,000 business annually. Would take farm or residence property in city or any good income property. Address O. M. McLaughlin, Nashville, Mich. 432

HELP WANTED.

Wanted—Tinner, steam fitter and plumber for small country town, where all around man is needed. Good wages to right party. Address Middleton & Williams Hardware Co., Elsie, Michigan. 433