

## Little Boy, It's All For You

Oh, little boy, with the smudge face,

Oh, little boy, with the eyes of blue,

Oh, little boy, with your childhood grace

We are taking care of the world for you;

We are taking care of the world today

Its trees; its blossoms of every hue;

The while you laugh and you romp and play

We are taking care of the world for you.

We are taking care of the world, you know,

We are doing the best that we ever can,

From day dawn, dear, till the sun gets low;

For some day, boy, you will be a man

And will reach for it, and will claim your own;

Then we'll hand it to you and go away,

Go away, from you and the world—alone—

But we're caring for it, so run and play.

The trees we planted on Arbor Day

Were planted, boy, with such care for you;

The ships we loaded and sent away

Will win their way o'er the waters blue

And take their bales to a foreign port,

And come back laden before the breeze

For you, while you climb the trees in sport

Or sit with the kitten across your knees.

For you are rails o'er the desert laid,

The mountains tunneled, the tides controlled;

For you are paths through the forests made,

For you men dig in the earth for gold,

For you the furthestmost heights are gained,

For you the deserts are made to bear,

For you morasses are ditched and drained;

For you, oh boy, with the windblown hair.

The skyscraper climbs to the sky for you,

The deep sea cables are planned and laid,

Man mounts on wings to the heaven blue,

Outflies the birds, and is unafraid;

And all of the things men plan and do,

The dangers dared in each unknown way,

The things accomplished are all for you,

And you—you laugh at it all and play.

But some day, boy, you must take it all,

In your wee hands take the tools we ply,

Across the world send your hailing call,

And pierce the mountains and cleave the sky;

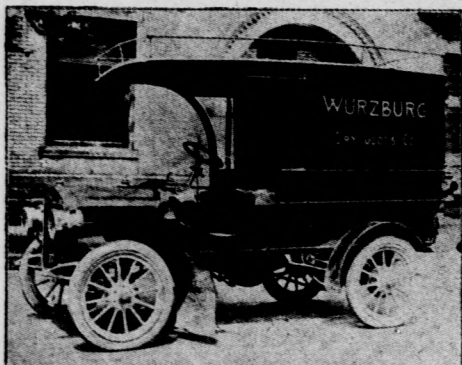
And so the spindles are made to hum,

Oh, little boy, with your baby grace,

And ships are laden and go and come

To make your world, dear, a better place.

*Judd Mortimer Lewis in Houston Post.*



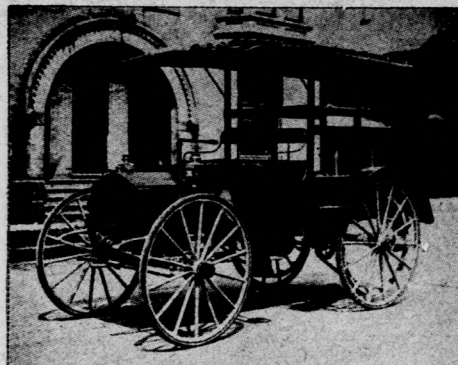
51 BUICK—Chain drive, 1906 model F, equipped with enclosed body, plate glass sides and piano finish. Delivery body, cost \$300.00, also touring car body (5 passenger) with top. Paint and tires in excellent condition. Cost, complete, about \$1,600. Price, \$690.00.

## Two Rare Bargains in Light Auto Delivery Wagons

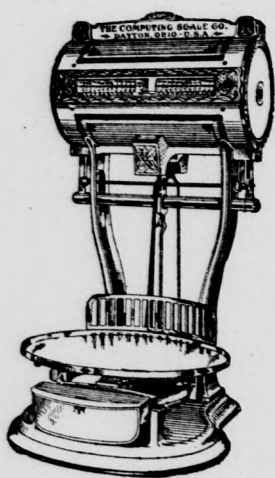
Fifty other cars all makes and models, \$75.00 and up. I give a good square deal.

MY SPECIALTY, USED AUTOS

**S. A. DWIGHT**  
172-174 N. Ionia St., Grand Rapids



49 DUER High Wheel Delivery Wagon—1909 model, 2 cyl., 16 H. P., air cooled with top for grocer delivery. This machine is in excellent condition and has wonderful power, cable drive, and is very practical for anything but the deepest sand. Cost \$800.00. Price, \$490.00.



## Built on Proven Principles

TWENTY YEARS ago a new industry was established by **The Computing Scale Co., of Dayton, Ohio.** They were the **founders** and **pioneers** in the manufacture and sale of the now famous **DAYTON-MONEYWEIGHT Scales.** During this time they have experimented and developed scales on all the known principles of scale construction, but the one **crowning glory** of their efforts is the **DAYTON-MONEYWEIGHT AUTOMATIC.**

### Stands the Test of Years of Service

We have subjected our scales to the most rigid and severe tests to ascertain if possible any weaknesses or faults in construction. They have been examined and approved by **scientists of world renown;** by Federal, State and Municipal officials, and, best of all, by the thousands of **progressive merchants** in all parts of the world.

Our factory recently made a test of one of our stock scales. A 10-lb. weight was automatically placed on and off the platform until a weight representing forty years of actual service was registered. Each day the **Chicago Deputy Sealer** tested the scale to its full capacity. The final test showed the scale in as perfect condition as the first.

### No Cut-Down-Pivot in Our Automatic Scale

There are no parts of our scales subject to unnecessary strain or wear. If, after years of constant service, some part of our scale **might** show a little wear, it would not affect the accuracy or sensitiveness of the weight or value indication.

Be sure to get our **exchange figures** if you have old or unsatisfactory computing scales on hand which you would like to trade in as **part payment** on new ones. Send for our illustrated, descriptive circular of our latest computing scale.

The Computing  
Scale Co.  
Dayton, Ohio

Moneyweight Scale Co.  
58 N. State St., Chicago  
Grand Rapids Office, 74 So. Ionia St.

Direct Sales  
Offices in All  
Prominent Cities

Please mention Michigan Tradesman when writing

IF

You can save the salary of a bookkeeper, collection clerk, "Loads of Time," eliminate all mistakes and disputes **WITH ONE WRITING**, in the American Account Register System, wouldn't you investigate its merits?

IF

In addition it prevents any article from leaving your store without being charged, keeps each account posted right up to the last purchase and ready for immediate settlement?



IF

Each year it saves you from losing hundreds of dollars, wouldn't it pay you to write us today and let us give you full particulars? Address

**The American Case & Register Co.**  
Salem, Ohio

Detroit Office, 147 Jefferson Ave., J. A. Plank, G. A.  
Des Moines Office, 421 Locust Street, Weir Bros., G. A.

## Snow Boy keeps moving out - Profits keep coming in



**Start your Snow Boy sales a'moving**  
**The way they grow will make your friends sit up and take notice**

Ask your jobber's  
Salesman

Lautz Bros. & Co.  
Buffalo, N.Y.



# MICHIGAN TRADESMAN

Twenty-Eighth Year

GRAND RAPIDS, WEDNESDAY, APRIL 5, 1911

Number 1437

## SPECIAL FEATURES.

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## MYSTERY OF THE PLAGUE.

Although the world hears little on the subject, it is well known that the bubonic plague causes thousands of deaths weekly in British India and that the total number of deaths from this cause in the last sixteen years in that country has aggregated between eight and nine millions. This may seem a comparatively small total in a population of more than three hundred millions, but it is equivalent to the destruction of about two million people out of a population equal to that of the United States. Just why the plague should have broken out in India, after a quiescent period of more than half a century, can not readily be explained. It is easy enough to understand how such a disease, once implanted in a dense population like that of India, can grow, but what originated it is the mystery.

Pretty much the same lack of knowledge as to the origin of the epidemic of pneumonic plague which is now devastating Northern Manchuria confronts the world. We know that the plague exists in that part of China, and that it is so virulent that few victims stricken with it recover. In olden times the plague more than once devastated Europe and became known as the black death. The little that men could do to fight the disease at that time failed to arrest its progress and it swept from one end of the known world of that time to the other with resistless fury. Why it disappeared for nearly a century and then reappeared it is impossible to determine.

Fortunately for the people of the present day, the means of propagating the plague are pretty thoroughly known. Vermin, the rat flea, are the chief, if not the sole, propagators of the contagion. In such thickly populated countries as India and Manchuria, where the people live among vermin and squalor, there is nothing to arrest the progress of the contagion once it has gained a foothold. In Western countries, however, where vermin are freely exterminated and modern hygienic methods are in vogue, there is little danger of the

plague, and even should it be imported the conditions favorable to its propagation do not exist, and, as a result, even when a few cases are imported they do not spread, and people give little thought to the danger which would have been real enough in other days. Modern science has practically eliminated danger from the plague in the Western world, hence people give the subject little serious thought.

## ONE USE OF DROLLERY.

During a yellow fever epidemic in Savannah, Joel Chandler Harris tells of going with his family to Atlanta, together with hundreds of other fugitives. He registered at the hotel as "J. C. Harris, wife two children, and one bilious nurse." When he came to settle the bill he was surprised to learn that there was no bill. "We are indebted to you at least three dollars," was the reply of the proprietor. On being pressed for an explanation he was reminded that his inexhaustible good humor and droll stories had transformed the terrified fugitives into normal mind and good temper.

Drollery is not usually regarded as a cash asset. Still, there are many instances where it is as surely one to be reckoned in dollars and cents as in the instance cited. Many a doctor has been cheated out of a fee looming in sight by the interference of some cheery soul with a fund of amusing stories. There are times when drollery does more for the physical side of life than medicine. A good, hearty laugh rarely does any hurt, and it is many times beneficial.

The world needs its wags quite as much as its philosophers. "Mirth is God's medicine," says one writer; "everybody ought to bathe in it. Grim care, moroseness, anxiety—all the rust of life—ought to be scoured off by the oil of mirth."

The funny man is usually welcome, even although his wit does not always pay his hotel bills. Still, there is a joy in feeling that people are willing to move over and give you a seat. There is pleasure in knowing that they are really glad you came. There is recompense in being able to make them smile if you can do nothing more. The creation of smiles is of more worth in this world than the creation of millionaires.

## THIRTY YEARS AFTER.

A prominent journalist promises to recount his experiences in his own field for a period of three decades, and all his townsmen will flock to the lecture, sure of being richly entertained. In this term will be in-

cluded the local history of a lifetime.

Yet may not thirty years of any vocation thoughtfully recalled prove both interesting and prolific of profitable experience? What could not the tradesman tell—if he would. He knows the shiftings of the markets as few outside know them. He knows the traits of certain families traced through two or three generations. He recalls the first evaporated dried fruits from California ever received in the town, and well remembers the impression made by the whiteness of the apples thus treated. He can tell of his competition on linens with the pack peddler who went from house to house with the tablecloths which "his grandmother spun and wove in Ireland." He has sold the cheapest prints for more than handsome mercerized goods now command. He has seen fashions complete the cycle. He has seen rivals rise and fall, patrons may cover a narrower scope than those of the journalist, but they are even more discriminating. He could tell more of the family affairs of his townsmen—but he does not.

Thus it is through life. Be the walk where it may, there are sunshine and shadow, but they come from different angles. Every occupation gives a chance for observation, for reflection and for improvement. Through the pages of the past we may weave the web of the future. The pages of our own book are quite as interesting as are those of our fellow-citizens, even although some of them are in more attractive type and binding. It is the human element, after all, which counts.

## ART OF PENMANSHIP.

That this is an age of typewriting everybody in business has long since discovered, but even typewriting has not done away entirely with pen work under certain conditions. It is true that all business correspondence is now conducted in typewriting, and any business house that adhered to the pen would be considered hopelessly behind the times. Even book-keeping and billing are done with typewriting machines, and the official work of Government departments which was formerly not considered legal except written with pen and ink is now typewritten. Still the use of the pen is necessary in properly engrossing commissions and certain legal documents, and its use is still prescribed, for private correspondence.

Some of the Government departments are complaining that it is becoming very difficult to secure clerks who are good enough penmen to fill out commissions and do other im-

portant work where penmanship is essential. Is this because penmanship is fast becoming a lost art through the almost universal use of the typewriter, or because our schools devote less attention to that important branch of study than they formerly did? Whatever the cause, the fact that good penmen are becoming scarce and regrettable.

There is no finer accomplishment than to be able to write a good ornate hand which is at the same time as readily legible as copper plate. Men who can write thus will always be needed, and it is a great mistake for the schools to neglect so important a branch of training. Good penmanship depends largely on the early teaching received at school, although there is nothing so individually characteristic as handwriting. No two men in the world write exactly alike, hence it is not possible to secure a standard of uniformity, but it is possible to secure a high standard of excellence, whereas according to the constantly growing complaints the existing standard has sunk so low that it is difficult to secure penmen capable of acceptably filling in commissions and other public documents where legible, as well as ornate, penmanship is essential.

It has been suggested in the absence of proper penmen that the blanks on commissions and similar documents be filled in by mechanical means. It may have to come to that, but it would be a great pity if such should prove to be the only alternative.

## WORRY WORSE THAN WORK.

There is a notion quite generally entertained among laymen that hard work is a common cause of insanity. Nothing could be farther from the fact. On the authority of eight of the most eminent alienists in this country the statement is made that work alone rarely causes a nervous breakdown and only becomes a menace to health when associated with worry and loss of sleep. It is worry, not work, which hurts people. Those who fret and fume and stew and make themselves miserable are doing themselves a great deal of damage and may bring on nervous troubles resulting in insanity, but it is the worry which does it and work ought not to be blamed. In fact, this company of eminent alienists say that wholesome work relieved by periods of rest and simple pleasures is an important preventive of unwholesome ways of thinking, and that "to start doing something to change the situation about which we fret is the healthiest way of avoiding aimless fretting." The best advice then to everybody is to work and to work hard and not to fret and worry.



# Detroit Produce Market Page

## Detroit Butter and Egg Market.

Detroit, April 3—Receipts of butter, 185 packages. The market is steady. Extra creamery, 22c; first creamery, 20c; dairy, 16c; packing stock, 13½c.

Eggs—Steady. Receipts, 657 packages. Firsts, fresh, cases included, 15½c. The market is firmer. There is some demand from speculators, but the regular trade is slow.

F. J. Schaffer,

Secretary Butter and Egg Board.

## COLD STORAGE LEGISLATION.

### Bill Pending in Congress and at Lansing of Interest to Trade.

Are you aware that there is a matter pending at the present time, both at Lansing and at Washington, which is of the utmost importance to every producer and dealer in butter, eggs, cheese, meats and poultry in the State of Michigan?

I refer to the pending legislation relative to the cold storage of food products, in which the above products are only permitted to be held in cold storage from three to seven months; with a three months' limit on poultry, butter and eggs.

It is needless to say that the above bill would be disastrous to the producer of butter, eggs and poultry owing to the fact that in the past years the surplus of butter, eggs and poultry, during the months of heavy production, was placed in cold storage and carried until later in the season; or the months of light production.

If it were not for the cold storages these commodities, during the months of heavy production, would strike such a low level of prices that it would not pay the producer to produce them, while in the seasons of the year when there is light production, or not enough to supply the consumptive demand, the price would soar out of reach of the common people.

What good would it do the average farmer in the State of Michigan if eggs would sell for a dollar a dozen, during October, November and December, when his hens are not producing enough eggs for his own use? On the other hand, during the months of April, May and June, when every hen is working over-time, in which three months the average farmer markets twice as many eggs as he does in the other nine months combined, they are selling for 5 cents a dozen. In fact, I do not believe that if all eggs produced during these months had to go into immediate consumption that they would be worth 5 cents a dozen.

The agitation against the cold storage house is being felt to-day by every farmer in the United States, although we are not in the flush of the egg production, for this season the prices are getting to a very low level, as the dealers and cold stor-

age people are afraid to buy them and put them into cold storage. Should some of these laws be passed which would enforce them to take the eggs out of cold storage, and put them on the market before the season of scarcity begins, it would mean a heavy loss to them. On the other hand, if it were not for the cold storage agitation the dealers would have taken the surplus off the market and placed it in cold storage, which would keep the market from reaching so low a level as it has in order to increase the consumptive demand, so that the entire production would be consumed.

Few people realize the vast amount of eggs produced in the United States every year. For the last few years the farmer has received a good price for his poultry and eggs the year around, which is shown by the increased production of these commodities year by year. If they did not show a profit to the producer the production would decrease instead of increase. Were you obliged to sell your eggs during the flush, when you have the greatest amount of eggs to sell, at 5 cents a dozen, you would simply sell your hens and produce less eggs, as they would not pay for their feed, even if eggs were a dollar a dozen during the season of moulting, when there are practically no eggs produced.

If it were not for cold storage your poultry and butter would fall in the same line with your eggs, as the productions on all of these commodities at some seasons of the year are heavier than the consumption, and at other seasons they are lighter. By taking the surplus off the market and placing it in cold storage during the heavy production and placing it back on the market during the light production it enables the producer to receive a price the year around that pays him for his trouble.

This is a very important matter to the producer. In your rush for business I hope you will not lose sight of the fact that cold storage is a necessity, and that any law which does not allow butter, eggs and poultry to be carried in cold storage from nine months to one year will do far greater damage to the farmer, or the producer, than any other interested party.

We hope you will give us your assistance, through your legislators and State senators, and also through your congressmen and United States senators, and request them to vote against any cold storage legislation that is injurious to the producer.

B. L. Howes,

Chairman Legislative Committee  
Detroit Butter and Egg Board.

### Advice To the Grocer.

Do not let goods remain on your shelves from year to year, deteriorating until they are unfit for human consumption. Sell them. If they are

far gone give them away, and if you can not find anyone who will have them throw them away.

Keep your stock moving. Do not let the deterioration on stock and interest on your money eat up your profits. Educate your clerks and or-

der boys to be salesmen and to sell what you want sold.

If your store is clean, sanitary, bright and attractive and your well paid clerks are neat and polite, and smart, nothing can keep you from making money.

## Schiller & Koffman

Cash buyers F. O. B. shipping point of

## Eggs and Dairy Butter

Weekly quotations mailed on request

PHONES M 3241  
City 20

323-325-327 Russell St.

Detroit, Mich.

## Cash Butter and Egg Buyers

## HARRIS & THROOP

Wholesalers and Jobbers of Butter and Eggs

777 Michigan Avenue, near Western Market—Telephone West 1092

347 Russell Street, near Eastern Market—Telephone Main 3762

DETROIT, MICH.

ESTABLISHED 1891

## F. J. SCHAFFER & CO.

BUTTER, EGGS AND POULTRY

396 and 398 East High Street, Opposite Eastern Market

Associate Houses Ionia Egg & Poultry Co., Ionia, Mich.  
Dundee Produce Co., Dundee, Mich.

Detroit, Mich.

L. B. Spencer, Pres.

F. L. Howell, Vice-Pres.

B. L. Howes, Sec'y and Treas.

## SPENCER & HOWES

Wholesale and Commission Dealers in Butter, Eggs and Cheese

26-28 Market Street, Eastern Market

Branch Store, 494 18th St., Western Market

TELEPHONES Main 4922  
City 4922

Detroit, Mich.

BUTTER, EGGS  
CHEESE, FRUITS  
PRODUCE OF ALL KINDS  
Office and Salesrooms, 34 and 36 Market St.

COLD STORAGE  
AND FREEZING  
ROOMS  
435-437-439 Winder St.

## R. HIRT, JR.

WHOLESALE FRUITS AND PRODUCE

PHONES Main 1218  
Main 5826

DETROIT, MICH.

## Egg Cases and Fillers

Direct from Manufacturer to Retailers

Medium Fillers, strawboard, per 30 doz. set, 12 sets to the case, case included, 90c.

No. 2, knock down 30 doz. veneer shipping cases, sawed ends and centers, 14c.

Order NOW to insure prompt shipment. Carlot prices on application.

L. J. SMITH

::

Eaton Rapids, Mich



**WHOLESALE AND JOBBERS.****Merchants' Week Festival and Trade Excursion Decided On.**

The wholesalers and jobbers held their annual dinner and meeting at the Pantlind Friday evening and about fifty attended. A. B. Merritt, former chairman of the Wholesalers' Committee of the Board of Trade, called the meeting to order and introduced W. B. Holden, his successor in the chairmanship, to preside. Mr. Holden said the purpose of the meeting was to discuss various plans for trade promotion and extension, that no programme had been arranged and that everybody was free to take a hand in the talk. He called on Frank E. Leonard to tell about the Merchants' Week Festival two years ago and to give his views as to the advisability of giving a similar entertainment this year.

Mr. Leonard said about 2,900 merchants and their wives and clerks attended the last Festival and that it was a great success in spite of the inclement weather which threatened to spoil everything. Heavy rains flooded Athletic Park at the Lake, where the banquet tent was pitched, and it was feared until the day of the banquet that this part of the entertainment would have to be given up. The rain stopped in time, however, and the entertainment was given according to programme and everybody enjoyed it. He believed

the homecoming to be good advertising, but said he was not so wedded to the idea that he would complain if the other wholesalers differed with him or wanted something else.

Walter K. Plumb, W. F. Blake, M. D. Elgin, Lester J. Rindge, Lee M. Hutchins, R. J. Prendergast, Guy W. Rouse, S. A. Krause, A. E. Clement, W. Y. Barclay, Chas. F. Rood and C. J. Litcher discussed the question of giving another merchants' week and then a motion was made by A. B. Merritt that such an entertainment be given and that the Wholesalers' Committee of the Board of Trade be authorized to fix dates and go ahead with the arrangements. The motion was adopted by a rising vote. Some of the speakers were enthusiastic in their endorsement of Merchants' Week, some questioned if it were of great personal benefit, but upon one point the speakers were unanimous—that they would be in on anything that the majority wanted. In making the plans for the Festival the aim will be to make it more appealing to the merchants in the outskirts of the Grand Rapids territory. The entertainment may be confined to two days instead of being spread over three or four, and convention features may be introduced with addresses on timely topics, but all these details will be left to the Committee.

The matter of having a trade excursion this year was introduced by Heber A. Knott, and Alva W. Brown,

W. J. Kennedy, Lee M. Hutchins, C. J. Litscher and others spoke. The sentiment was all one way, in favor of the excursion, the only difference being as to whether there should be one or two of them. The Wholesalers' Committee was instructed to make the plans and in due time they will be announced.

H. Westling, a prominent shoe manufacturer and jobber of Des Moines, Iowa, attended the banquet as the guest of S. A. Krause, and he made a brief address, commenting on the harmony and unity that seemed to prevail among the Grand Rapids jobbers.

Henry J. Vinkemulder spoke briefly of what the Western Michigan Development Bureau is doing for the development of this part of the State and its resources and in bringing in new settlers, all of whom will be patrons of this market. Heber A. Knott recalled that the Grand Rapids Board of Trade had subscribed \$600 for the support of the Bureau for 1910, but that the subscription had not yet been paid. The wholesale trade will be the chief beneficiary of the work that is being done and he hoped the jobbers would contribute liberally when the subscription paper reached them to make up the amount pledged.

Lee M. Hutchings, before the meeting closed, called to mind that E. A. Stowe, one of the strongest supporters of Merchants' Week and the Trade Extension Excursion

and one of the best friends of the trade in Grand Rapids, was not present at the meeting and he offered a resolution expressing regret at Mr. Stowe's absence, joy that he seems on the road to recovery and hope that he may soon be restored to good health.

**Notice of Sale of Bentley Bankrupt Hardware Stock.**

By virtue of an order issued by Kirk E. Wicks, Referee in Bankruptcy for the United States Court, Western District of Michigan, I will offer for sale to the highest bidder, at the front door of the premises known as the Crouter building, in the city of Charlevoix, county of Charlevoix, Michigan, at 10 o'clock in the forenoon of Tuesday, April 11, 1911, the general hardware stock of Raymond Bentley, bankrupt. Said stock consists of paints, oils, stoves, tinware, cutlery, glass, guns and ammunition, fencing, farm tools, whips, shelf and heavy hardware, all as described in particular in the inventory now on file; also store fixtures, including safe, counters, shelving, etc. The right is reserved to withdraw any or all property if in the judgment of the trustee a sufficient sum is not offered therefor. Sale when made to be for cash and subject to confirmation by the Referee in Bankruptcy, above named.

Dated at Charlevoix, Michigan,  
March 31, 1911.

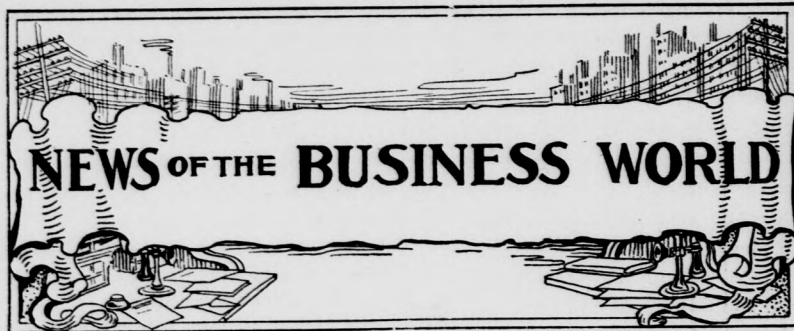
Will E. Hampton,  
Trustee.

**ROYAL**  
  
**BAKING POWDER**  
**Absolutely Pure**  
**The only baking powder**  
**made from Royal Grape**  
**Cream of Tartar**  
**No Alum, No Lime Phosphate**

ALL grocers should  
carry a Full Stock of  
Royal Baking Powder.

It always gives the  
greatest satisfaction to  
customers, and in the  
end yields the larger  
profit to the grocer.





### Movements of Merchants.

Alpena—A. Dosie, of Onaway, is remodeling his store.

Kalamazoo—The Parent Cigar Co. will move to Dowagiac.

Owosso—O. J. Snyder has opened a grocery on West Main street.

Eastmanville—Simon Lieffers has bought the store of Lieffers & Grinnis.

Otsego—M. H. Pierce has opened a grocery in his building on Farmer street.

Coldwater—Edward Cain is moving the H. Cain & Co. shoe stock to Elkhart, Ind.

Trent—C. W. Long, has sold his general stock to Richard Andree, of Grand Rapids.

Dalton—A general store has been opened by A. L. Dennis in the Salsman building.

Albion—G. J. Scofield & Co. have opened a hardware, heating and plumbing business.

Hillsdale—The Geo. J. Kline clothing store is succeeded by the F. A. Wagner Company.

Big Rapids—William Van Auker, of Morley, has purchased the A. R. Morehouse grocery.

Adrian—Wm. Egan and his son, George, have purchased the Maynard & Son meat market.

Saginaw—John Steltzreide has opened a retail farm implement store at 416 Jones avenue.

Zeeland—H. Vanden Berg, of Holland, has opened a wall paper store in the De Kruif building.

Petoskey—Stanley Wildern will open a store in Charlevoix, having leased the Young building.

Zeeland—Henry Lookers is preparing to open a plumbing shop in the Van Slooten building.

Bad Axe—M. E. Allen has opened a candy, fruits, cigars and tobacco store in the Ballentine building.

Boyne City—J. H. Parker has purchased the Burlew & Burlew grocery and will continue the business.

Lansing—The H. & B. Candy Co. has changed its name to the Bauerie Candy Co., A. G. Bauerie, proprietor.

Durand—Eugene S. Upson has purchased the W. L. Baldwin drug store and will continue the business.

Zeeland—The A. LaHuis dry goods store has added a millinery department, as well as other departments.

Adrian—W. C. Koehn & Son have reopened their Butler street grocery, with new fixtures, decorations and stock.

Fennville—H. L. Reynolds has acquired a half interest in the grocery conducted by his brother, Clarke, and the style will be Reynolds Bros. They will add dry goods.

Hillsdale—John Dreschler and Ed. Bach, clerks in the Geo. J. Kline Shoe Co.'s store, have purchased the business.

Saginaw—The W. M. Tanner Company has purchased two motor cars for delivery purposes, doing away with horses.

Eaton Rapids—D. B. Satovsky, of Charlotte, will open his dry goods store, in the old Slayton block, on Saturday, April 8.

Albion—B. E. Ludwig, of Portland, has purchased the Tunberlate New York racket store and will continue the business.

McBride—W. F. Alberts, of Edmore, has purchased the McCrea stock of merchandise and will continue the business.

Grand Ledge—Horace Hodge has sold his confectionery stock to Henry Davidson, of Sunfield, who has removed it to that village.

Ludington—James Marasco, of Manistee, has purchased a building here and will move his wholesale fruit business to this city.

Fenton—Sifas Sadler has purchased a half interest in the Orr Bros. hardware store and will take an active part in the management.

Petoskey—The Carroll shoe store has been purchased by Wesley Warturbe & Son. T. J. Carroll will continue in the store as manager.

Manistee—The Aaron Company has opened its new store and it is one of the handsomest and most complete in Northern Michigan.

Mt. Pleasant—W. A. Harrison, of Marion, has purchased an interest in the Independent Elevator Company and becomes its active manager.

Cross Village—Giroux Bros. have purchased the stock of general merchandise of E. A. Burnett and will continue the business at the old stand.

Adrian—Fred G. Schwartz has sold his cigar store to Charles E. Aldrich and the store will be greatly improved with plate glass windows, etc.

Holland—The F. W. Woolworth Company has opened a store here. It is one of a string of stores the company conducts and is said to be No. 402.

Boyne City—Robert Clark has sold his plumbing establishment, stock, business and good will to Jacob Reichert, who will continue the business.

Rockford—Frank Randall has purchased the meat business of Arthur Blackburn and will conduct it in connection with his stock shipping business.

Nashville—The Nashville Merchandise Co. has increased its capital

stock from \$2,000 to \$10,000 and changed its name to the Michigan Stores Co.

Nashville—F. M. Quick and son, Charles, have purchased the interest of Perry Cazier in the Economy paper baler and will conduct the business hereafter.

Zeeland—J. J. Rookus has sold his machine shop to Wm. P. Lamer and J. Datema and will build a warehouse near the Pere Marquette Railroad and engage in the produce business.

Stanton—R. L. Bentley has purchased the business and buildings of the Stanton Lumber & Fuel Co. and will consolidate his lumber and fuel business with that of his new acquisition.

Charlotte—Mrs. F. M. Busk has sold her grocery stock to Mrs. Emily McDonald, who will move the stock to her home on South Pearl street, where she will conduct a small grocery store.

Three Rivers—The Three Rivers Mercantile Co. has engaged in the general store business, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Three Rivers—J. Kapp, for twenty-two years one of the leading dry goods merchants here, has merged his business into a corporation and John Diffenderfer, who takes an interest, will be manager.

Adrian—The "Sugar Bowl" has ordered a new \$3,600 soda fountain and the store will be refitted in harmony with it. The old fountain will be removed to a branch store to be opened soon at Blissfield.

Benton Harbor—The Enders & Boers Co. has engaged in business to conduct a retail shoe business, with an authorized capital stock of \$4,500, which has been subscribed and \$2,000 paid in in cash.

East Jordan—The East Jordan Realty Co. has engaged in business for the purpose of erecting, owning and renting buildings, with an authorized capital stock of \$15,000, of which \$9,100 has been subscribed and \$1,625 paid in in property.

Owosso—Wm. Feindt will move to the Harter block and will have an up-to-date store and larger stock. Mr. Feindt started in business ten years ago in a building hardly larger than a big dry goods box and has made use of his opportunities to grow.

Detroit—A new company has been incorporated under the style of Chandler & Oehring Co., to engage in the roofing and sheet metal business, with an authorized capital stock of 5,000, all of which has been subscribed and \$4,000 paid in in cash.

Baldwin—N. E. Weston, of Rockford, has purchased the stock of the Cummings House Furniture Co. and will continue it in connection with the Cummings embalming and undertaking business which he also takes over. Mr. Cummings is planning to go to the Southwest.

Lansing—The clothiers, furnishers and hatters have organized the Lansing Retail Clothiers' Association, with nearly every firm in the city

represented. The officers are: President, Louis May; Vice-President, Elgin Mifflin, Sr.; Secretary, Arthur Hurd; Treasurer, H. Kositchek. The purpose is mutual benefit and protection.

New Era—J. DeKruyter and son, James, have purchased the general merchandise establishment formerly conducted by Van Gordan & Vander Veen. The business will be managed by James DeKruyter, under the firm name of James DeKruyter & Co. Mr. DeKruyter has been employed by the Fred Brundage Drug Co. in the capacity of order and stock clerk.

Benton Harbor—A. A. Canavan, of St. Joseph, has purchased the interest of Messrs. Avery and Prideaux in the clothing firm of Avery, Townsend & Prideaux, and Frank and Joseph Lopker are associated with him in the concern, together with the remaining partner in the business, John Townsend, who will be the manager of the store. The name will be changed to the Townsend Cash Company.

Eaton Rapids—Frandsen & Keefer, who bought the Daniels dry goods business, have leased a large double store at Hastings and will close out their business here and move to that city about August 1. The Daniels store is one of the oldest in Eaton county. It was established by Thomas W. Daniels more than thirty years ago and it was conducted by him until his death, following which his widow continued the business until her death, several years ago. The store was then managed for the heirs of the N. A. Daniels estate until A. K. Frandsen bought the stock and later was joined by Mr. Keefer.

### Manufacturing Matters.

Otsego—S. A. Wilson will manufacture ice cream in the Travis building.

Lowell—The Lowell Cutter Co. has increased its capital stock from \$75,000 to \$125,000.

Detroit—The capital stock of the Michigan Smelting & Refining Co. has been increased from \$200,000 to \$300,000.

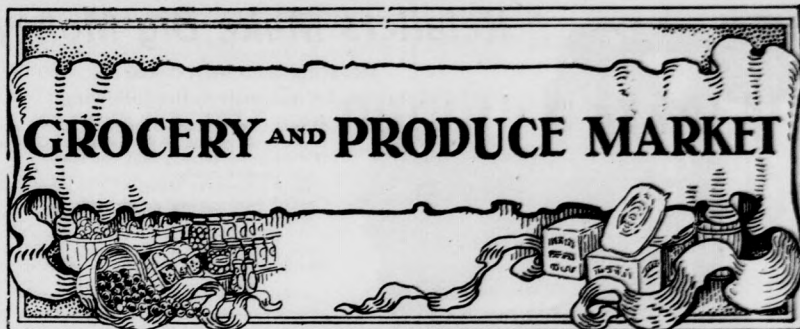
Holland—The Holland Sugar Company has declared a cash dividend of 15 per cent. out of the profits of last season.

Charlotte—M. L. Munson, who recently sold his candy store to P. A. Hults, will engage in the manufacture of a bail for carrying ice cream cans.

Alto—The Alto Co-operative Creamery has been organized with officers as follows: President, Wesley Yeiter; Secretary, E. Watts; Treasurer, Chas. Murphy; Directors, Lewis Mesecar and Norman W. Stuart. A building will be erected at once.

Detroit—The Michigan Adjustable Hub Co. has engaged in business, with an authorized capital stock of \$100,000, of which \$52,600 has been subscribed, \$500 being paid in in cash and \$52,100 in property. The business office is located at 36 Home Bank building.





### The Produce Market.

Butter and eggs have continued on the downward price scale and are about as low as is possible at this time of the year. Mild spring weather, prevalent since almost the middle of winter, has had a demoralizing effect on the market so far as the cold storage men are concerned, and heavy shipments of country produce since the opening up of the weather have tended to an overstocked condition which has made possible little outlet for cold storage goods at any kind of high price. The market has been forced down until the best butter is selling at retail around the 25c mark or less and eggs at 16@18c. The drop in butter prices came suddenly and hard, following the action of the Elgin Board Monday cutting the price 3c. The buying of eggs for storage began at 13@14c delivered on this market. The price last year was 20c or better.

The potato market is firm and further advances are looked for. The buying is said to be active. Poultry is scarce and is quoted at higher levels. Some frozen stock is being brought in from Chicago to supply the local demand. Bananas continue high and this is attributed to the fact that this is almost the only fresh fruit now on the market.

A heavy decline has featured the bean market within the past six weeks, the value dropping nearly 30c per bushel within that time. There has been a much lighter demand than usual, probably from the fact that prices have been so high.

Apples—Western, \$2.75@3 per box.

Bananas—Prices range from \$1.50 @2.25, according to size.

Beans—\$1.55 per bu. for hand-picked, \$2.25 for kidney.

Beets—45@50c per bu.

Butter—Local handlers quote creamery at 22c for tubs and prints; 18c for No. 1; packing stock, 12c.

Cabbage—60c per bu.

Carrots—40c per bu.

Celery—Florida, \$2@2.25 per case.

Cocoanuts—60c per doz. or \$4.25 per sack.

Cucumbers—\$2.25 per doz.

Eggs—Local dealers are paying 13 3/4c delivered.

Grape Fruit—\$3.50@4 for all sizes.

Honey—15@16c per lb. for white clover and 12c for dark.

Lemons—Californias, \$3.75@4 per box; Messinas, \$3.75 per box.

Lettuce—10c per lb. for leaf; Florida head, \$2 per hamper.

Onions—Spanish, \$2 per crate; home grown, \$1.50 per bu.; green, 20c per doz.

Oranges—Redland navels, \$3.25@

3.50 per box; Washington navels, \$3.25@3.50.

Pop Corn—90c per bu. for ear, 3/4@3 1/2c per lb. for shelled.

Potatoes—The market is steady at 30@40c at outside buying points.

Poultry—Local dealers pay 14c for hens; 15c for springs; 10c for old roosters; 16c for ducks; 12c for geese; 16c for turkeys; broilers, 1@1 1/2 lbs. 25c.

Radishes—30c per doz.

Veal—Dealers pay 5@9 1/2c.

### The Grocery Market.

Sugar—Local quotations on sugar are, 5.19 for Michigan and 5.29 for Eastern.

Tea—The market the past month has been unusually quiet, but a slightly better tendency to buy Japans is noticed. Prices still hold firm in spite of the dullness and show no prospect of a decline. The present month is expected to show marked improvement over last in the way of sales. There seems to be a great scarcity of first crop Japans now in the country, with no opportunity of supplying the demand until about the last of July. Retailers are much pleased with the decision of the Federal Food Board that all colored teas may be sold without branding, thus removing all uncertainty as to the sale of same after May 1, the same as now. Ceylons—lower grade quality—are not good and prices are somewhat lower. High grades have brought full prices. India—Darjeelings are bringing full prices and tippy Assams are strong. China—Market in Greens very quiet. Prices are about the same, with demand light.

Coffee—The spot prices are unchanged and the demand continues fair from both country and city retailers. Indications seem to point to a firm market and some of the large coffee brokers in the East state prices declining. The sale of valorization coffee during this month is not expected to affect the market to any great extent, but it is hard to tell just what effect it may have.

Canned Fruits—There is more activity shown for all lines of canned fruits during the past week than for some time past. Prices are unchanged since last quotations. In California practically all varieties of fruits are well shipped out, while Eastern canners have only small lots of last season's pack left. Opening prices on 1911 pack of Hawaiian pineapple were announced last week by most of the large packing interests. Prices on all grades are about 10c per dozen higher than the opening prices of

1910. Gallon apples are firm, but the demand is light. Peaches and apricots are being taken more freely than the rest of the line.

Canned Vegetables—The demand is very good for nearly every item in the list of canned vegetables. The market on tomatoes shows a little less strength than for some time past, but holders do not seem anxious to sell. A small business is being done in futures and prices are holding firm. Prices of corn and peas in the spot market are the same as quoted last week, but the enquiry for peas is still much larger than for corn. Retailers in the country report that the demand from the consumers is increasing rapidly on the staple articles of the line.

Canned and Salt Fish—Some of the sardine packers have issued prices for 1911, which are a little above the present spot prices. There is some business being done in future salmon, but many of the orders are taken, subject to approval, when prices are named later in the season. The demand for all canned and salt fish has been very good during Lent, and some are looking for a steady demand after Lent, as prices on most lines of fish are very reasonable.

Dried Fruits—There is practically no market on prunes, as the supply is so small in the hands of the wholesalers and packers on the coast that there is little use of quoting prices. The price of 50 to 60s is more than double what it was a few years ago. Still consumers continue to use them. Peaches are receiving much more attention now as retailers are buying very freely and holders on the coast do not seem anxious to unload, but hold for full prices on all grades.

Provisions—Values continue to go through the process of drifting to a lower level, the course previously taken by grains. Liquidation and short selling have been hastened by the big supplies of hogs at all packing centers and no corresponding gain in the demand for meats or lard. The consequent piling up of these supplies has been a menace to those who have overstayed their market and held too tenaciously to the bull theories of the last few years. The big supplies of pigs, stimulated by the phenomenally high prices of recent years, are now pouring in on the packing centers of the country, and, owing largely to recent disparity between corn and hog prices, the weight of the hogs is exceptionally heavy. The March receipts of hogs at Chicago were 734,051, averaging 239 pounds, as against 412,229 hogs of 218 pounds average in March, 1910. This gain of twenty-one pounds on the excess of 322,822 hogs received here last month, aggregates 6,779,262 pounds of extra meat. Other centers have had similar experiences. The gain of 635,000 hogs in the March packing at leading centers as compared with a year ago compares with a decrease in March last year of 845,000 hogs, as compared with the arrivals of March, 1900. The total packing for the winter season end-

ing a month ago showed a decrease of 300,000 hogs, as against the packing of the preceding winter season. Pork declined 70@85c, lard 40@47 1/2c and ribs 37 1/2@40c last week, as compared with the closings of the preceding week. The range of prices last week of the leading articles on the Chicago Board of Trade was:

Wheat—			
	High	Low	1911
May	88 3/4	85 3/4	85 3/4
July	88 3/4	85 3/4	86
Sept.	88 3/4	85 3/4	86 1/2
Corn—			
May	48 3/4	45 3/4	46 3/4
July	50 3/4	48 3/4	48 3/4
Sept.	50 3/4	49 3/4	49 3/4
Oats—			
May	30 3/4	29 3/4	29 3/4
July	31 3/4	30 3/4	30 3/4
Sept.	31 3/4	30 3/4	30 3/4
Pork—			
May	16.05	14.95	15.02 1/2
July	15.77 1/2	14.85	14.97 1/2
Lard—			
May	8.70	8.12 1/2	8.17 1/2
July	8.67 1/2	8.17 1/2	8.17 1/2
Sept.	8.62 1/2	8.17 1/2	8.20
Ribs—			
May	9.10	8.55	8.62 1/2
July	8.67 1/2	8.17 1/2	8.20
Sept.	8.55	8.10	8.15

### Plans For the Next Convention.

Port Huron, April 3—I visited Traverse City last week and attended a large meeting of the Merchants' Association. Matters pertaining to the convention to be held there next year were discussed and from what I can learn the delegates will not be disappointed in regard to Traverse City being a convention town. It is too early to outline a programme, but they will have one that will surprise the natives in the way of business and pleasure. I also attended a meeting of the Cadillac Merchants' Association, at which almost every member was present. The local grocers and butchers all belong and the other lines are now waiting to get in, and when the roll is called, they expect to have about seventy-five members.

This is the age of organization and every town in the State should have an organization of merchants, especially where they have a credit and collection system in connection with it. I understand that the merchants of Manistee, Reed City, Albion and Grand Haven will soon have live associations. Should any other town desire any assistance in organizing, let me know at once. I will be glad to co-operate with them.

J. T. Percival.

Secretary Retail Grocers and General Merchants Association.

A new company has been organized under the style of the Chattel Loan Co., with an authorized capital stock of \$20,000 common and \$10,000 preferred, of which \$15,000 has been subscribed, \$2,350 being paid in in cash and \$9,100 in property. Those interested are Frank E. Strong, Russel W. Bertsch, Ganson Taggart and Helen M. Kendall, all of this city. The company is organized to loan money on chattel security.



## GROCERS AND SODA.

## Properly Managed There May Be Money in the Fountain.

Those who have tried operating a soda fountain in connection with their regular grocery departments say it pays them, provided they run this new feature as it should be conducted. For years the drug stores have had a monopoly on the soda water business. This is said to be due to the fact that a druggist perfected the early fountains and, naturally, looked to the druggists for his patrons.

Women, however, patronize grocery stores more often than they do drug stores. Of course, they go to the latter to use the telephone, buy stamps and look up names in the directory, but the average woman in the average city or town either goes to the grocery store once a day or sends a servant or child. This, too, in spite of the fact that so many grocers insist upon having a solicitor call for the orders.

In warm weather, when there are several customers in a store at one time waiting to be served, a cool drink is inviting. Five or ten cents does not loom up nearly so large as their thirst. Therefore, if they see a cool, inviting clean fountain they quench that thirst. Gradually they grow to know they can be comfortable while shopping, in spite of the hot weather and they "get the habit," not only of ordering soda water while in the store for the purpose of buying groceries, but of stopping there while passing.

The soda fountain, such as the average grocer would buy, need not be a large affair. A counter six feet long is all that is necessary. Of course, the larger stores would buy larger fountains. For instance, Jevne, at Los Angeles, the largest grocery on the Pacific coast, has a soda fountain in his big store, with a total counter space of something over 100 feet.

This large merchant uses soda water as a magnet to attract transient trade as well as a convenience for his own patrons when they call, and in connection with the soda water business he does a large business in wholesaling and retailing cream.

During the last two years the various soda fountain manufacturers have developed a system which they call "iceless." This does not mean that no ice is used in the fountain, but that the salted ice that is packed around the ice cream is made to refrigerate the soda water, fruits and syrups, etc., in place of the old ice chest in which the soda water coils were packed in the previous styles of fountains.

For merchants who buy their ice cream from the outside and have the ice cream manufacturer pack his product, the ice brought by the ice cream man is all that is required, making the fountain actually "iceless" as far as the fountain owner is concerned.

Soda water of to-day is a very different beverage from soda water

of ten or even five years ago. The pure food authorities of the various states have taken a hand in the game and have made it illegal or dangerous to use some of the flavors that used to be current at fountains, the result being that soda water beverages to-day are made direct from fruits and are as wholesome and delicious as anything produced in the line of fruit foods.

In every community there are grocery stores and general stores that are so favorably situated that the immediate installation of a soda fountain would carry with it, not only no risk but an absolute certainty of profitable returns, direct and indirect.

With other merchants in the same community the wisdom of installing a soda fountain might be a matter of doubt, and in cases of this kind it is an easy matter for the merchant to install a small inexpensive outfit, giving it a trial for a year or two in order to determine the direct and indirect benefits that come from this feature of the business; and possibly there are other merchants in every community who would make a mistake in even considering the soda fountain proposition at all.

## The Cracker Trade.

As the year advances the demand for crackers will increase. They will be required for boating parties, picnics, for a light luncheon while sitting outdoors in the cool of the summer's evening. The dealer should therefore see to it that his stock is well assorted, prominently displayed and kept fresh.

The cracker should be properly stored if the department is to be profitable. Some dealers have an idea that crackers do not need any particular attention and store them in the most unsuitable places. The cracker trade is one worth cultivating, but success can not be expected if proper care is not given to the goods. The housewife also is somewhat careless about the manner in which she stores the crackers she buys, and the dealer may be blamed for conditions brought about by her own neglect. If the dealer would diplomatically suggest to the housewife the proper methods of keeping and using crackers, it would save him much trouble and add to his prestige as a good merchant. The cracker trade is deserving of more study than it generally receives.

This is an age of rush. Speed seems to be the great desideratum in man, beast and machine. He who can do a certain piece of work quickly and at the same time do it well, is always in demand, and the man who keeps up with the procession has certainly to learn to use his hands and his head in a very lively sort of manner. It is impossible to stand still in any position. The younger generation will soon displace you if you do not keep pace with the music.

Money makes more money—therefore push your collections

## Retailers Make Big Money

Roasting their own coffee

Figure out for yourselves the following:

25 pounds per hour, 10 hours.....	250 lbs.
16 per cent. shrink 40 lbs. leaves.....	210 lbs.
12 cent coffee plus 1/2 cent for roasting, makes cost.....	\$31 25
Cost of attendant per day.....	2 50
Cost of package and advertising per pound.....	4 20

Total cost per day of 250 pounds.....	\$37 95
Should sell for 30c; call it 27c.....	56 70

Leaving net per day of 250 pounds.....	\$18 75
300 days in year, total year.....	\$5,625 00

This roaster occupies 16x30 inches and will do the above work.

Fresh roasted coffee, roasted in your own store, will double your coffee sales.

Write today for descriptive circular to

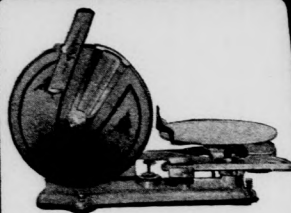
Prims Machinery Co.  
Battle Creek, Mich.

## WORDEN GROCER COMPANY

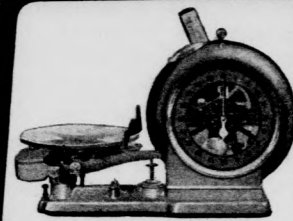
### The Prompt Shippers

Grand Rapids, Mich.

## This is the Scale that buys itself



The merchant's side of the Angldile. In the center is shown an enlarged view of its famous computing chart.



The customer's side of the Angldile shows pounds and ounces on largest dial used for any counter scale.

It will pay you to install Angldile Scales now.

Angldile Computing Scales have certain patented principles possessed by no other scales.

The Angldile is the scale with the cone-shaped chart; the only scale yet made which shows a plain figure for every penny's value.

The Angldile's chart is the easiest read, because it stands at 45 degrees—the natural angle at which we hold books and papers.

All men—short or tall—read the Angldile chart alike. There are no hair lines to count—no pin points to guess at.

The Angldile is a gravity scale. It has no springs. Hot or cold weather does not affect its accuracy.

The Angldile buys itself because by its accuracy it saves its cost in a few months, and then goes on saving for its owner forever.

Angldile Computing Scale Company  
110 Franklin St. Elkhart, Ind.

## What Other Michigan Cities Are Doing.

Written for the Tradesman.

The fifth annual banquet of the Kalamazoo Commercial Club, held March 31, was signally successful. There were 300 persons in attendance and chief among the topics handled by the speakers were separation of railroad grades for cities and city building.

If Boyne City does not boom this year it will not be the fault of the Busy Boyne Boosters. A new hotel of modern type is under construction and a stock company is being formed to construct a park for baseball and general amusement purposes, a race track and fair grounds. Boyne is in the State Baseball League this season.

Petoskey will pave Mitchell street and is discussing sewers and other improvements.

A booklet setting forth the special advantages of Kalamazoo as a residential and business city has been issued by the Commercial Club of that city.

The publicity fund which Traverse City is raising now totals over \$2,200, so that the required amount of \$3,000 is practically assured.

The success of the public school gardens in Saginaw is influencing other cities to try this plan of practical education. The work in Saginaw will be extended this year.

Saturday, April 15, has been fixed upon as "Clean-up Day" at Bay City by the Common Council.

Cadillac is discouraging the erection of boat houses and unsightly buildings along the banks of beautiful Lake Cadillac in the hope some day of adding this land to its park system.

Traverse City and the Grand Rapids & Indiana Railroad Company will co-operate in transforming the shore property, north of the tracks and east of the depot into a beautiful park.

Lansing has adopted an ordinance which forbids the setting of poplar, willow, cottonwood or any species of any of these trees along streets or on private premises within twenty feet of the street line. The root systems of these trees are too fond of clogging up sewers and drains.

Menominee is one of the live cities and is discussing publicity plans and the wisdom of engaging a paid Secretary of the Commercial Club.

Hastings has secured two new factories and is already a manufacturing center of no mean importance.

Ithaca's Board of Trade now has a membership of nearly 100, prettier streets, a new depot, improved telegraph service and a day electrical current are among the matters that are being taken up.

The Common Council of Marquette is asking the Street Railway Company to sell tickets to workmen at the rate of six for 25 cents, for use between the hours of 5 and 8 a. m.

J. Frank Quinn, who was prominently identified with the Grand

Rapids Homecoming celebration, has been engaged by Hancock to direct its Semi-Centennial doings this summer. Almond Griffen.

### Timely Tips For Seed Sales.

Seeds displayed will sell themselves—they can not do it when they are out of sight.

Put your small seeds into Mason jars, paste a lithograph label on each jar and set them out where people can see them. The buyer likes to see the picture, and it saves time for you because the picture tells the story.

Women buy the flower seeds. Go after them. Have the clerks talk seeds in every order. Sweet peas and nasturtiums can always be sold. Talk them so they won't send away for the seeds you ought to sell. Now is the time.

Talk seeds to the market gardeners. You will be able to get his business if you split some of the profit. Get their seed lists and figure with a reputable house. You ought to be able to sell the gardeners and make 25 per cent. profit.

Do not drop seeds as soon as the frost is out of the ground. Sell radishes, lettuce, beans, peas, turnips, and the like, way into the summer. Your customers plant these vegetables for fall consumption. They are just as good then as in the summer. Many merchants make the mistake of dropping the seed business before they have any license to do so.

Seed rate through the mail is 9 cents a pound. You pay much less by freight, and that gives you the edge on the mail order seed people. Work it.

Try out your seeds yourself. Do not let customers complain unless you know for yourself. Chances are 100 to one that the seed is right, but that weather or soil is to blame. Test your seeds yourself for germination and varieties and then you will know.

### Provisions Going Lower.

Patrick Cudahy, of the Cudahy Packing Co., is authority for the statement that provisions will be lower.

"There can be only one logical side to the provision market until prices adjust themselves," said Mr. Cudahy last week. "Corn is selling in the country at a price whereby hogs can be made for less than 5 cents and there seems to be no shortage of young hogs to feed it to; when hogs and corn come together there is no sense in looking for prices to remain anywhere near where they are now. I expect to see July and September products easily 2 cents a pound lower."

### Business News From the Hoosier State.

Portland—Charles N. Heister, for three years a traveling salesman for the Standard Oil Company, has resigned and will move to Bremen, to engage in business for himself, opening a five and ten cent store.

LaGrange—Walter T. Hinkley has purchased the Driver grocery stock.

## Merchants

This is the greatest store advertising method you ever used.

The Standard Adjustable Sign Outfit

makes the cheapest, most noticeable and most attractive signs on earth. You can make any kind of a sign changing daily. The outfit consists of three panels which can be separated so that you can make either a one, two or three line sign. The size of each panel is 3x14 inches, no-nonsense, grained, trimmed, the letters are printed on enameled brass card-board. Each outfit put up in a neat box containing 3 panels and 200 letters, figures and other characters. Price of outfit complete, 30c.

Puritan Manufacturing Co.  
Detroit, Mich.



## Quick Paper Baler

Has them all beat because

1. It is so simple.
2. It is so easily operated.
3. It occupies less space to operate.
4. It cannot get out of order.
5. It is the *cheapest*, costs only \$20 and is sent on trial.

Send for one today.  
Quick Paper Baler Co.  
Nashville, Mich.



## Business Men's Paper Press

Our best recommendation is our HUNDREDS of SATISFIED customers.

Read the following testimonial:

Walk-Over Shoe Co.,  
Detroit, Mich.,  
Jan. 3, 1911.

Business Men's  
Paper Press Co.,  
Wayland, Mich.

Gentlemen:—We find after using your paper press for the last three weeks that it is all O. K., and have today presented your bill to our treasurer for payment.

A member of our firm, who has a store in Cleveland, visited us yesterday and after showing him the press he thought he ought to have one in his store. So, if you will, you may ship one of your presses to the Chisholm Shoe Co., Cleveland, O., as soon as possible. Kindly write them that you have received the order.

Respectfully yours,

Walk-Over Shoe Co.

P. S.—I might say that he has three stores in Cleveland, and it may be that, if he likes the one as well as we like ours, he will order a couple more.

Walk-Over.



Made in four sizes. Sent on trial.

We have sold over \$40,000 worth of these presses since October last. Write TODAY for circular and prices.

Business Men's Paper Press Co. :: Wayland, Mich.



# MICHIGAN TRADESMAN

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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E. A. STOWE, Editor.

April 5, 1911

## OPEN SHOP OR UNION.

It is to be regretted that this city has not an adequately developed sense of the ridiculous.

With such a development the small bunch of industrial patriots who are trying to stir up a row in Grand Rapids, instead of being taken seriously, would be laughed out of town.

These patriots are all strangers in Grand Rapids. Their homes are not here. They have no interests in this city. What their past records may have been nobody knows. They are professional agitators and organizers. They represent a "union" that has its headquarters somewhere down in Indiana. By exercising all the wiles known to the professional agitator, by misrepresentations, intimidations, appeals to greed, and envy and spite, by downright lying, these strangers have "unionized" many of the factory hands and then have the impudence to summon the manufacturers to a conference for the discussion of what wages shall be paid, what hours shall be observed, and how the factories shall be run.

Instead of laughing these rascals out of town, Grand Rapids is taking them seriously, which it must be admitted is not to the credit of this city's usual good sense and sound judgment.

The issue in the present controversy does not relate to wages nor to hours of labor, although wages and hours are brought in as a cover to the real purpose of the agitation. The issue does not relate to any industrial abuses that need to be corrected. The sole and only question is whether the factories of Grand Rapids shall be open shop or union. The sole and only question is whether the factories shall be run by the manufacturers themselves or by walking delegates bearing credentials from an organization that has headquarters somewhere down in Indiana.

The manufacturers for two years past have been voluntarily advancing the wages of their employes, not horizontally, but individually, according to merit, and the average wage to-day is fully 10 per cent. higher

than it was a year ago. The hours of work have been voluntarily reduced from 60 to 55 hours a week, which is one hour a week more than the nine hour day. On the one question of delivering their factories over to the labor unions and walking delegates the manufacturers will make no concessions, and they are everlastingly right. The open shop must be maintained. Industrial freedom must be preserved. Any surrender of the open shop principle will be far more disastrous to the industries and trade of Grand Rapids, its prosperity and well being than could possibly be any strike that may be inaugurated. It is unfortunate that this situation has arisen. It is a handicap upon the manufacturers. It is a disturber of general business. The situation is one that must be met with courage and wisdom. The workmen have been deceived by agitators whose sole interest is in creating strife. They have been led astray by professional trouble makers. Instead of siding with the mentors of unrest, the good citizenship of Grand Rapids should line up solidly and unanimously with the manufacturers and the principles of industrial freedom which they stand for.

## THE COST OF DELAY.

The burning of the State Capitol at Albany adds another to the long list of catastrophes which might have been averted by attention to some little detail at the proper time. It was known that the insulation of certain electric wires was destroyed, and orders had been given for necessary repairs on the following day; but it was "too late."

The structure was known throughout the country as one of the finest of state buildings. The Library was in many respects ahead of almost all similar institutions. In some of its details it was without a peer. Records of Revolutionary and Colonial times have been blotted out in a twinkling, and the loss, large enough when computed in dollars and cents, is incalculable in historic papers.

After the delay in repairing the wire came that of furnishing water. It was half an hour after the alarm was given before the firemen were really at work. In such crises automatic promptness is an essential. There is no time for the unrolling of red tape. Every second is precious.

Conflagrations as a rule may be traced to carelessness or neglect. Yesterday it was to the defective flue; to-day it is to the live wire not properly insulated; or to the cigarette cast into the heap of cloth scraps. The "might have been" preventive is within reach in every instance. There are cases where it is much easier to say, "I told you so" after the calamity has come than to foresee it. But fireproof surroundings stripped of inflammable trimmings are among the requisites of modern architecture.

If you are "down in the mouth" think of Jonah—he came out all right.

## THE RECENT HOLOCAUST.

The wholesale slaughter in a New York shirtwaist factory a few days ago is another striking illustration of the way in which human life is juggled with. While we have legislation regarding fire escapes, doors opening out, red lights and other details, every great fire reveals the fact that there are many deficiencies in the supposed plans for the protection of human life.

Said a chief of the fire department in a progressive city, after the New York disaster, "There is scarcely a city in the country in which there are not flagrant abuses of the provisions for protection against fire." From the Fire Chief of Cincinnati comes this confession: "Such a fire as New York had might happen in Cincinnati. There are a few factory buildings here where conditions exist such as made the New York disaster. The owners have been slow in coming within the provision of the new building code, which requires them to surround stairways and elevators with fireproof materials." Boston confesses to fire-trap structures, especially in the suburban tenement districts. Thus similar cases might be cited throughout the country.

Every time such a horror occurs there is an awakening. As we were shown through a State Soldiers' Home containing several hundred inmates, attention was called to the fireproof doors shutting off the long hall at intervals and thus not only checking flames in case of fire but stopping the draught. "We learned this from the Chicago theater fire," was the significant explanation. "Our building is still far from fireproof, but these doors, shutting automatically when a certain degree of heat is reached, are a great improvement over the old way."

We are learning through disaster. It is a terrible price to pay for the knowledge. The great hope is that this latest horror will cause fire chiefs and philanthropists to look after the traps of death and stamp them out of existence.

## IT IS COMING BACK.

The silk hat is coming back. At least, that is what the prophets tell us, and large demands are reported by the makers. The silk hat has sadly declined in favor. It has lost its old-time prestige as the crowning effect of the finished gentleman. You may look for it at weddings, operas and at receptions. It appears only as a widely scattered exception to the general run of headgear. Occasionally an official ceremony draws it from the bandbox. Once in a while a fraternal or political organization parades and the silk hat is a part of the regalia.

Now it is about to enjoy a renaissance. The wise men—wise in masculine toggerly—tell us the revival is due to the coming coronation across the Atlantic. In fact, the silk hat's newest and most proper style is called the "Coronation." If you have a silk topper of the vintage of 1880

you will find it right in all the details. It has a narrower brim and slightly lower crown and is more bell-shaped than last year—if you have any notion how last year's looked.

And not only will the crowning of England's King bring back the topper, but it is expected to renew the liking for the frock coat as well. However, there is one thing the American wearer must insist upon. He must insist that he will not wear his coronation hat in the prevailing English style—carelessly pulled down on the back of his head, as all the Johnnies and swells and gilded youngsters invariably sport it.

## PHOTOGRAPHING THE BRAIN.

Photographing one's brain and one's thoughts will be the next revolutionary recourse, so we are told by an eminent psychologist of Worcester, who is said to know. That will be all right, but think of the awkward position in which it will place the fellow who has thought out a "touch" down on your purse, one of the "regulars," the man who has seen service and is trained in arts and artifices of managing and making maneuvers. Not the raw recruit, who has just been discharged from the hospital, nor the woman whose husband has abandoned her and thirteen children, all between the ages of 7 and 17; not the man you'd go a mile to miss, but the brainy brand of borrower, the thinking fellow who wants "it" only for a week, until his remittance comes. That is the classy sport, a photograph of whose mind we want when the psychologist "makes good." As soon as this new science has toed the mark we are going to give some photographer a big order and there are some storekeepers in Michigan also who will have choice lists of customers whom they will want to send around to be "took."

## BOOT AND SHOE RECORDER.

The Boot and Shoe Recorder, of Boston, has just completed the twenty-ninth year of its publication and is entitled to all the felicitations which the attainment of another mile stone in a successful career calls for. Like most of the other trade publications, the Boot and Shoe Recorder started small, as an experiment, with many to seriously question the real need for it. The paper had the usual hard struggle for a foothold, but such was the ability of the management that in time the question became not if there were need for such a publication but whether the trade could get along without it, and such is its standing to-day. The Recorder has had a mighty influence in the shoe trade of the country, to the manufacturers as well as to the jobbers and retailers. It has done much to build up the industry, to promote sound trade policies and to correct trade veils, and has honestly won all the success that has come to it.

Nothing comes to him who waits for a delinquent debtor to call and settle.

# Mayer's

## Some of the best numbers in the Fall and Winter line

Mayer Quality Shoes represent the authentic fashions for the coming season. They are the shoes that your trade will ask for and buy.

If you want a reputation for handling quality footwear and enjoy the prestige that goes with it, the Mayer line is the line you should handle. It will win trade for you and hold it.

In this advertisement we show but a few of the best numbers—and we suggest that you see the whole complete line. It is varied enough to meet *all* your requirements.

OUR SALESMAN IS IN YOUR VICINITY NOW and will be glad to show you this trade winning line of superior footwear.

Drop a card and say you are interested.

**F. Mayer Boot & Shoe Co., Milwaukee, Wis.**

*The Largest Manufacturers of Full Vamp Shoes in the World*







## REVIEW OF THE SHOE MARKET

### Millinery Coronation and Staple Shoes Seek Favor.

Two different lines of thought concerning shoe styles are now very evident in the trade. The radicals approve of more millinery styles in footwear. The conservative favor simpler styles. Some men are taking sides quite positively, while others are making a straddle by showing both millinery and staple styles in shoes.

The radicals have the opinion that the bright spring and summertime will revive interest in fancy footwear and that the fall and winter trade, and the following spring and summertime will find millinery styles in shoes in greater favor than ever. The conservatives feel that shoes of staple leathers and of simple styles will get the bulk of the business in seasons of the near future.

The radicals are also strong on coronation ideas. They believe that the splendid apparel which will be worn by royalty and its attendants at the coming coronation of England's King, will set fashions throughout the civilized world. According to reports from London, gay colors will be fashionable for coronation apparel. Royal purple, Bacchus red and brilliant and rich hues of green are among the colors that the costumers of London and Paris are showing for coronation wear. Of course there will be a magnificent showing of gems and jewelry.

Shoe buyers figure that when people begin to read about the gay and splendid apparel of England's court, they, too, will want bright and cheerful apparel. So bright frocks will be demanded, and bright shoes will be desired to match the rest of the apparel. It is also figured that the display of jewelry and gems at the coronation will give zest to the fashion of adorning shoes with buckles, slides and brilliants. The fashion of big silver buckles for party slippers is looked upon as one sign of the coming of coronation styles.

The conservative buyers take a quite different view of future styles. They believe that shoes for the fall and winter trade will be made chiefly of black leathers. They think that fabric shoes have had their day of popularity and will settle into the class of staples. They say that patent leather has been at last confined to dress shoes, and that dull calf, the metallic luster calf, will be the leading leather for the fall and winter,

and that there will be a revival of interest in glazed kid.

### Children's Shoes.

It is being more and more recognized that the children's shoe department is one of the important features of a shoe store. There has been a marked change in the general treatment of the public and the dealer who is not up on late developments is liable to slip back in the race.

To compare the present with the shoe selling of thirty years ago, when the unfortunate children of this country and of other countries were shod with shapeless, stiff leather shoes made on straight lasts, thus practically being obliged to do their own lasting with their feet as they wore the shoes, is to be convinced of vast improvement. Here are some points that are worth any shoeman's attention:

The importance of putting the best clerks in the store in charge of the children's department.

The concentration of attention on this department.

The proper fitting of children whose feet are defective, upon physician's advice or otherwise.

The importance of flexible soles and properly graded heels.

The general subject of grading shoes for age so that the foot is sustained and yet not cramped or checked in its growth.

The general building up of trade in the children's department as a leader for trade in the other departments.

These topics are apart from the general advertising methods and publicity plans with reference to the up-building of the shoe department. We believe that the most important thing is to stimulate dealers to realize the value of the children's department. A proper recognition of this will lead the mind of any live dealer to search out and put into operation practical plans for increasing trade and perfecting his methods of handling this department.—Boot and Shoe Recorder.

### The Shoe Window.

There is a much deeper study possible in connection with the use of windows than merely the matter of getting goods into them, artistically or effectively. The questions come up, "What kind or class of shoes do you want to push? Which of your samples do you want to make most prominent in the public eye? What particular material do you wish to introduce as a novelty? What advance style note do you wish to sound in your early displays?"

All these are questions that the shoe buyer must consider very carefully. It is always to be remembered that the people who look in your window to-day may not be ready to buy until next week, or perhaps many weeks. But to all observers your window has its suggestion in the matter of shoe styles. The styles or materials which you emphasize most strongly to-day will be made thereby the easier to sell next week.—Dry Goods Economist.

An orderly, systematic programme for each day will enable any man to do more and better work. Yet it should not be so iron-clad that it can not be easily varied when conditions demand.

### Tanners and Dealers in HIDES, FUR, WOOL, ETC.

**Crohon & Roden Co., Ltd., Tanners**  
13 S. Market St.  
Grand Rapids, Mich.

### For Dealings in Show Cases and Store Fixtures

Write to  
**Wilmarth Show Case Co.**  
Grand Rapids, Mich.

### The McCaskey Register Co. Manufacturers of The McCaskey Gravity Account Register System

The one writing method of handling account of goods, money, labor, anything.  
ALLIANCE, OHIO

## Champion Tennis Shoes

ALL  
SIZES....



Men's to  
Children's

### The Most Popular Summer Shoe in the World

Millions sold each year. Made in Bals and Oxfords, three colors—White, Black Brown Duck. Complete Catalogue mailed promptly.

**DETROIT RUBBER Co., Detroit, Mich.**

## "Old Sport"



Just like his daddy

And he insists that Glove Brand Boots are best.

For all kinds of service, fishing, hunting, ditching, or ordinary farm work in the wet season, there is no other rubber boot that will give satisfaction equal to GLOVE Brand.

Write for catalog and send your orders to

### Hirth-Krause Company

Jobbers of Glove Brand and Rhode Island Rubbers  
Grand Rapids, Mich.

## TO KILL TRADING STAMPS.

## Bill To Abolish This Nuisance Has Passed the State Senate.

The Mapes bill, designed to put an end to the trading stamp evil, has passed the Senate and the indications are that it will receive favorable consideration in the House. Merchants all over the State who want this nuisance put under the ban should express themselves to this effect to their representatives in the Legislature. The bill was framed under the auspices of the retailers of Grand Rapids and is as follows:

A bill to restrain and to prohibit gift enterprises, to prevent the issuing, selling or giving away of trading stamps, or of certificates, coupons, or any token or writing redeemable with or exchangeable, in whole or in part, for articles of merchandise or value as prizes, premiums or otherwise, by any firm, corporation or individual; to define what shall be treated as gift enterprises and trading stamps, and to fix the penalties for the violation of this act. The people of the State of Michigan enact:

Section 1. Gift enterprises and the issuing, furnishing or giving away of trading stamps or any certificate, coupon or writing of similar character other than for redemption or exchange directly by the person, firm or corporation furnishing, issuing or giving away the same for himself or itself and not for or on account of another, are hereby declared to be contrary to the public policy of the State of Michigan, and are hereby prohibited.

Sec. 2. No person, firm or corporation, whether domestic or foreign, and no agent or employe thereof, shall engage in any gift enterprise or in the selling or furnishing to merchants to be given, issued or furnished to their customers, any trading stamp or stamps or any certificate or coupon of similar character, nor engage either directly or indirectly in the redemption thereof, and no merchant shall redeem for or on account of any other person, firm or corporation, trading stamps given, furnished or issued by himself or itself.

Sec. 3. No person, firm or corporation, domestic or foreign, and no agent or employe thereof, shall open or maintain any office, store, room or place of business at which trading stamps or certificates, coupons or other writings issued by other persons, firms or corporations engaged in the sale of goods, wares or merchandise are redeemed, or where any goods, wares or merchandise or any thing or whole or in part therefor, or where any such trading stamps, coupons, certificates or writings are received in full or part payment for any goods, merchandise or thing of value.

Sec. 4. No person, firm or corporation, domestic or foreign, and no agent or employe thereof, shall, upon the sale of any goods or merchandise, issue, furnish or give away therewith any trading stamp, coupon or certificate redeemable with or exchangeable for, any goods, merchan-

dise or any other article or thing of value, by any other person, firm or corporation than that issuing, furnishing or giving away the same.

Ses. 5. Every issuing of, giving away or furnishing of trading stamps, coupons, certificates or writings defined as such in this act, and every redemption thereof or exchange of goods or merchandise therefor, is hereby made a distinct offense punishable as herein provided.

Sec. 6. The violation of any provision of this act shall be deemed to be a misdemeanor and is hereby made punishable by imprisonment in the county jail for not to exceed six months or by fine of not to exceed one thousand dollars or both in the discretion of the court.

Sec. 7. A trading stamp is hereby defined to be any stamp, certificate, coupon or writing issued, or given away or furnished with any purchase or sale of goods, merchandise or other article or thing of value, which, either when presented separately or with other similar certificates, coupons, writings or stamps, shall entitle the holder or presenter thereof to receive, in whole or in part, any gift, prize, article of merchandise or value, or which shall be received or taken in part payment for any gift, prize or article of merchandise or value.

Sec. 8. A gift enterprise is hereby defined to be any transaction, scheme or plan whereby any person, firm or corporation practices the giving away or furnishing or generally gives away or furnishes or holds itself or himself out to do so, any money, gift or article or thing of value in the redemption of, or in exchange for certificates, coupons or writings in whole or in part, issued, furnished or given upon the purchase or sale of any goods, merchandise or thing of value by any other person, firm or corporation.

Sec. 9. It is the intent and purpose that this act shall be treated as a limitation upon the power of corporations now or hereafter doing business in the State of Michigan, and that it shall be valid to the fullest extent possible, and its invalidity in any feature or as to any class comprehended within its provisions or as to anything prohibited thereby, is not to render the remainder of it inoperative.

"I see, Mr. Dobbson," said the professor of English at Pumpernickel College, "that in your essay you make use of the word 'gent.' Will you be good enough to explain to me the meaning of the word 'gent.' What is a 'gent?'" "Why, Professor," said Dobby, "a 'gent' is a feller that lacks about two-thirds of being a gentleman!"—Harper's Weekly.

"Yes, a polecat's a heap prettier'n a kitten, ain't it, Sam?" he said, turning to another negro for corroboration. Sam did not seem so sure. He hesitated a moment. "Well," he replied, scratching his wool, "it's always been mah contention dat handsome is as handsome does."—Argonaut.

# Pentagon

Your salesman has only to select the proper size and width of one of our Pentagon Welts.

The customer will do the rest as he will immediately recognize the quality and quiet elegance of this shoe and walk out of your store a satisfied man to return in due time for another pair.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



## The Superiority of the Wales Goodyear "Bear Brand" Rubbers is Undisputed

Year after year merchants handle this line from us with the same uniform satisfaction.

For those customers who were willing to contribute a very small portion of the expense we have advertised the Bear Brand in their local newspapers. The results have been surprising. Not only have the rubbers been cleaned up as never before, but the advertising which the store received in a general way is so good that the trifling cost is not to be considered at all.

Make up your mind that next season you are going to handle this unequalled line and are going to take advantage of this service. All you have to do is to advise us now of the probable number of cases you will need and send the specifications later, or we will have our salesman call when you are ready to give them.

We will then prepare the ads for you and run them, say during the first three or four months of the next rubber season.

Full details and information on request.

"Bear Brand" Rubbers are made in all sizes and over all lasts so you can fit any shoe properly. This insures maximum service.

Let us hear from you today.

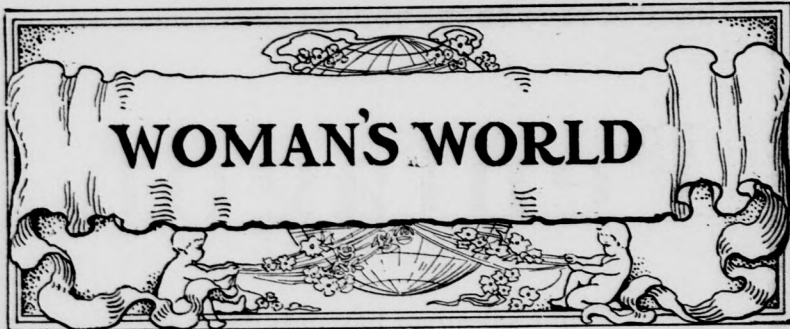
### Herold-Bertsch Shoe Co.

Makers of Shoes

Distributors of Bear Brand Rubbers

Grand Rapids, Mich.





### Can Science of Management Be Applied To Woman's Work?

Written for the Tradesman.

Just now we are reading and hearing a great deal about scientific management, which is the name given to the methods which in very recent years have been devised and thought out by a number of keen-minded men for the more economical application of labor to work.

Even hard manual toil is coming in for its share of attention at the hands of this new and strange science, and the efficiency of shovelers in one very large industrial plant has been more than tripled. One man, a practical builder and himself a bricklayer in early life, by means of experiments conducted with great thoroughness and patience, and by the invention of an adjustable scaffold, has discovered a method by which a bricklayer may spread the mortar and place a brick in a wall with only five motions, instead of eighteen, as heretofore.

Scientific management certainly is fraught with promise of great benefit to both employers and employed. Perhaps no idea or group of ideas that have come into prominence in recent times have really so great significance. For whoever takes up the study of political economy and industrial conditions is soon met by the fact, astounding as it is appalling, that a large share of human energy always has been entirely wasted, and fails utterly of augmenting in the slightest degree the sum of human welfare. The pity of it, when a great part of the race has hardly yet attained to circumstances that can be said to include the common comforts of life, and vast numbers are able to eke out only the barest subsistence!

In the face of this truly deplorable situation, any practical industrial system that promises to utilize in a great degree the forces that now are going to waste, must be hailed as a harbinger of blessing.

Can this new science of management be applied to the work of women as well as to the work of men?

In so far as it concerns that large body of women who are employed in stores, factories and other industrial establishments, it not only can be, but will be applied. But how about the still greater number of women whose daily employment is the keeping of their own homes? Can scientific management be applied to ordinary family washing, ironing, baking, scrubbing, cooking and washing dishes? Has this new science a message of help and value for the house-

keeper, for the now often over-worked wife and mother?

It is regrettable that the answer to these questions can not be an unqualified affirmative. But it can not.

Considered as an industry, household labor is anomalous. Other industries have been revolutionized within the last seventy-five years. Housework, to a very great extent, is done in the same individualistic fashion that it was done three-quarters of a century ago. Certain things which formerly were done at home are now done outside in factories, as the weaving of cloth, the manufacture of hosiery and the preparation of many foods; but of the things that are done at home, it must be said that the woman of to-day performs them for herself, by herself and according to her own individual methods just as much as did her grandmother and great-grandmother. Viewed in the light of the changes that have taken place in other industries, the modern woman's methods of doing her own work are nearly as archaic as those of her ancestors.

The long and short of it is that the great principles of specialization and division of labor can not be applied to the household work of families consisting of only two, three or even five or six persons. The maintenance of separate homes involves an inevitable economic waste.

An instinct stronger than any economic reasoning warns us not to forego our separate homes at any cost. While no one thinks of denying that one hundred people can be housed and fed with far less outlay of money and labor in one building than in, say, twenty or thirty detached buildings, still, what we want is homes, not communistic establishments nor co-operative soup kitchens.

Of necessity the housework for a small family has to be done in bits, so to speak. The problem that confronts the average housewife every Monday morning is not how the laundry work for fifty or one hundred or five hundred persons could be done satisfactorily with the least expenditure of time and labor, or what machinery and detergent materials could profitably be employed in doing the work on a large scale; but how to get the family wash out of the way and have dinner on time. It is much the same with the baking, the cleaning, the sewing and the mending. It is all to be done, but there is not enough of any one kind that it would pay to employ a body of experts to make an elaborate motion study to discover just how the



## "White House"

has won the confidence and esteem of every section of the United States—on account of that element of honest reliability it possesses, to say nothing of a QUALITY value which people are quick to recognize. IT'S A GOOD THING TO HANDLE—SALABLE, BECAUSE POPULAR.

**Sure Thing**

**Dwinell-Wright Co.**  
BOSTON—Principal Coffee Roasters—CHICAGO



**The  
Biggest  
Seller**



A NUMBER of causes have combined to make **Shredded Wheat** the biggest seller among cereal foods. Our magazine, newspaper and street car advertising, our demonstrations and sampling campaigns have made **Shredded Wheat** well known and therefore easy to sell. Thousands of visitors to Niagara Falls have gone through our factory and have seen **Shredded Wheat** being made under sanitary conditions and have advertised it to their friends. But, by none of these means could we have built up such an enormous sale if **Shredded Wheat** had not been so nourishing and satisfying. People who eat it once always eat it, which means once you start your customers they will always buy it. Start as many as possible, because there's good profit for you in every sale of

*Shredded  
Wheat*  
ALL IN THE SHEEDS

different processes of each kind of labor could best be abbreviated. Indeed, such a thing could not be thought of in an ordinary household; it simply would cost more than it would come to.

Allowing that all this is true, that the doing of the multitudinous tasks of the average household can not be gotten right down fine like the highly organized and elaborately specialized work of a great factory—still, the housemother may and should derive great benefit from the application to her labor of the fundamental principles of scientific management, which now are being brought to light.

While one household can not afford to make the long and patient investigations that lead to the discovery of the very easiest and quickest way that a given kind of work can be done, the schools of domestic science ought to make these investigations, and the intelligent housekeeper should stand ready to turn to her own advantage the fruits of their research. Women's clubs might well give their attention to the economical application of strength and energy to the doing of ordinary housework.

Almost every woman, by a little thought and study and without any lengthy and expensive investigation, could apply her forces to her work with far greater effectiveness than she now is doing.

Here is a woman who is overneat, and makes a slave of herself and renders every one about her uncomfortable, because of her ceaseless warfare against even the faintest suggestion of dust and dirt. Another misguided sister makes a fetish of her table, which she constantly loads with rich and indigestible viands, thereby wasting her own strength and a large part of the family income, besides ruining the digestion of her family.

It is not necessary to multiply instances. It is plain that, individualistic methods having always prevailed in doing housework, there are no established standards of efficiency and excellence; each woman is a law unto herself as to how she does things. It is not necessary to be pig-headed nor unduly set in one's ways. Do not consider it a sacrifice of dignity to discard an old, laborious, time-consuming method of doing work for one which is better, quicker and easier.

Inasmuch as it is the higher, finer things that the home conserves that justify the economic waste that the maintenance of separate homes necessarily involves, it certainly is a prime duty of the wife and mother to see to it that these higher, finer things are not ruthlessly dissipated nor recklessly destroyed.

How many homes there are in which the mother constantly scolds and chides her children, instead of governing and training them! As they grow up she is not their trusted friend and counselor, but allows herself to degenerate into the irritable dressmaker and serving maid of her daughters, the peevish cook and laun-

dress of her sons; homes in which the very atmosphere is rife with fault-finding and recriminations, and the husband finds no comfort and refreshment of spirit, but merely an exchange of business perplexities for the complaints of a nagging wife.

The great things which it is their right and privilege to accomplish are by such women left woefully undone, yet often from no intentional remissness nor neglect of duty on their part. The woman who scolds and finds fault is not necessarily lacking in affection for her family. Some such are even unduly devoted and self-sacrificing and work to the very limit of their strength for what they suppose are the interests of those who are most dear to them. The trouble is in the misapplication of their forces; blindly and most unhappily they thwart their own purposes. In the higher things of the mind and spirit more than in their physical work women need to take great care that their energies shall be deftly and tactfully used to accomplish the ends they are aiming at; and even to their tongues and their tempers should they apply the principles of scientific management. Quillo.

#### Women's Neckwear.

The buyer is the first person that should acquaint himself with the different uses to which the present season's neckwear can be put, and he or she should thoroughly inform the salespeople of its possibilities. He should not by any means stop here, for by far the most important persons to be impressed with the possibilities of neckwear accessories are the consumers.

A window display in which attractive accessories are shown to best advantage in their proper decorative capacity, in simple but fashionably made dresses and waists of linen, lawn, dimity, etc., which are to be found in every stock, will, more than any other means, help to introduce new neckwear and show its proper use.

It is unfortunate that much neckwear that is beautiful in itself never finds its proper application, for the ordinary woman does not know how to use it, therefore she does not buy it.

The neckwear of the present season, more than in any previous season, has been evolved from the styles now in vogue, not only in the form but also in the trimmings of fashionable dresses. Consequently it will find its best use when worn with dresses of the type which suggested them.

For instance, the fichus and large sailor collars are actually built into handsome French model gowns, particularly those which show the lapped-over fronts. It becomes necessary for the buyer or saleswoman who knows and who has unusually good taste—and every neckwear department should strive to have one such person in its selling force—to illustrate to the less informed consumer the most attractive application of the new accessories.



**Make Money with MAPLEINE**

Mapleine is a new and delightful flavoring. Put it in your stock. The demand for it is large and growing. We keep it constantly before the consumer.

All you have to do is to **SELL IT.**

**CRESCENT MANUFACTURING CO. SEATTLE, WASH.**

**Kalkaska Brand**

**SYRUP SUGAR MAPLE EXTRACT**

Has the Flavor of the Woods

**Michigan Maple Syrup Co. Kalkaska, Mich.**

Send for our 1911 prices



**Henry Smith**

**FLORIST**

139-141 Market St. Grand Rapids, Mich.

**Use Tradesman Coupons**

**Dandelion Vegetable Butter Color**

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

Manufactured by Wells & Richardson Co. Burlington, Vt.

**Sales Books SPECIAL OFFER FOR \$4.00**

We will send you complete, with Original Bill and Duplicate Copy, Printed, Reproduced and Numbered, 1000 Original Bills, 1000 Duplicate Copies, 100 Sheets of Carbon Paper, 2 Plant-Book Covers. While this is being given you a trial, to keep it once you are one duplicate system, you will always need it. It saves for itself in duplication charges alone. For description of books, samples and special prices on large quantities, send for the **ORDER-BOOK** to the **Wells & Richardson Co.** Agents Grand Rapids, Mich. NOTE:—If you desire to receive a free copy of printing desired, it takes from 10 days to 2 weeks to complete orders.

**Grand Rapids Electrotyping Co.**

1 Lyon St., Grand Rapids, Mich.

Makers of Highest Grade Electrotypes by all modern methods. Thousands of satisfied customers is our best advertisement. Also a complete line of Printing Machinery, Type and Printers' Supplies.



**Tanglefoot**

The Original Fly Paper

For 25 years the Standard in Quality

All Others Are Imitations



**Original Nibble Sticks**

It may sound "fishy" but it's a fact that **NIBBLE STICKS** have broken the sales record of any item in our fine chocolate line for the past ten years, and they are still going and repeating everywhere.

If you are not familiar with **NIBBLE STICKS** send for a five pound box. Sample signs and printed sacks with every order.

Don't pass a **REAL** good thing.

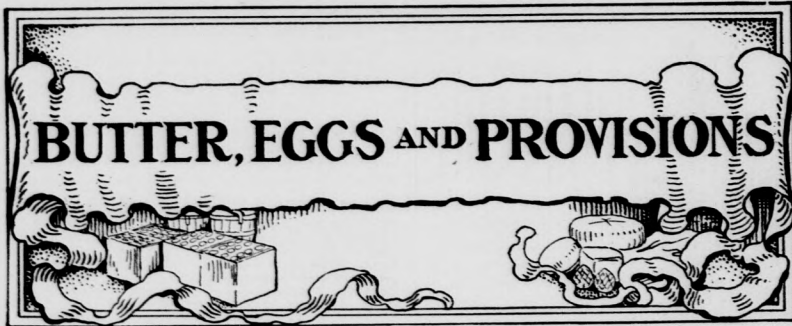
**PUTNAM FACTORY**  
National Candy Co.  
Only Makers  
**GRAND RAPIDS, MICH.**

**A Reliable Name**

**And the Yeast Is the Same**

**Fleischmann's**





### To Educate the Public on Cold Storage Foods.

The education of the public to an appreciation of the fact that storage food stuffs, when properly handled in and out of storage, are always as good as and usually better than food handled otherwise is the big task before the cold storage warehousemen. This was the point brought out at a recent meeting of a number of Indiana warehousemen with H. E. Barnard, State Food and Drug Commissioner, in Mr. Barnard's office in Indianapolis, when the question of rules for the enforcement of the new cold storage law were up for discussion.

In the education of the public on this score Mr. Barnard promised the warehousemen his help.

"Until a few years ago I believed, as the average man now believes, that storage foods were not good, but I took up the storage question as a special study, and am now convinced that the storage of food under

proper conditions actually makes the food better.

"True, we see much storage poultry and other meats which are not good, but this is not the fault of the storage but of the methods of handling after removal. A dealer will take a dressed fowl from storage, where it has been kept for months at the freezing point, and let it lie on the counter in his shop for twenty-four forty-eight hours, with the temperature hovering about 100 degrees Fahrenheit. Of course the flesh becomes bad. This could be prevented if the food stuff were placed under proper refrigerating conditions after removal from the cold storage warehouse and kept so until prepared for cooking. One can take perfectly fresh milk and by permitting it to set in the hot sun for a day wholly ruin it. No housewife would handle milk so, hence why should the retailer handle storage meats so? When the public is educated to demand proper care of storage meats after

removal from the storage warehouse, then will the real value of cold storage be realized.

"Especially in the matter of eggs is the cold storage a thing of value, both from an economical and physiological viewpoint. We hear much of the saying that storage causes the boosting of December prices for eggs. If it were not for cold storage, instead of being compelled to pay from 30 to 40 cents a dozen for eggs in December, we could not get them at all. This is the economical side of this question.

"On the physiological side, I do not hesitate to say that a storage egg is a better egg than the average fresh egg, by fresh egg meaning the egg as it usually reaches the city or town housewife after handling by the commission merchant and the retailers, from ten days to two weeks after it has been laid. Of course, there is nothing better than an egg fresh from the hen, but we in the cities can not get them unless we have our own poultry yards.

"In April and the early part of May, eggs may be handled from the producer to the consumer in good condition because the weather is relatively cool. After that, however, the heat of the sun in this latitude so affects the average egg that the process of incubation is usually well advanced before the egg reaches the consumer, unless under specially good conditions. It is here that cold storage steps in. The eggs are collected and rushed to storage, where

incubation is either prevented or arrested. When these eggs come from the storage warehouse, if properly handled, they are better eggs than the average ones which reach the consumer by some other route.

"This is a thing which the housewife ought to understand. Understanding it she will not fear the cold storage warehouse, and it will cease to be a bugaboo. We can not blame them much for having the fear in the past, however, because of the lack of any regulation of such warehouses. Doubtless there have been abuses in the warehouse business, but I never did believe the fanciful tales told of eggs kept in a warehouse for five years and then turned over to the retailers.

"Under the new law in Indiana, when we begin its enforcement properly, the housewife will need fear nothing which comes from a storage warehouse merely because it came from such a warehouse. The retailer, who carelessly handles the product, is the man to be looked after."

Indiana warehousemen appreciate the provisions of the new law, and said at the meeting that they expected to reap great benefit from it, because it would lead the consumer to take the right view of storage food stuffs and not to fear them. They will carry on an extensive campaign of education within the next few months, leading up to next winter, when the storage stuffs will find their way to the retailers.

Fear was expressed by the ware-

# WIN NEW CUSTOMERS

It's a Fact, an Up-to-date Delivery System Attracts New People to Your Store

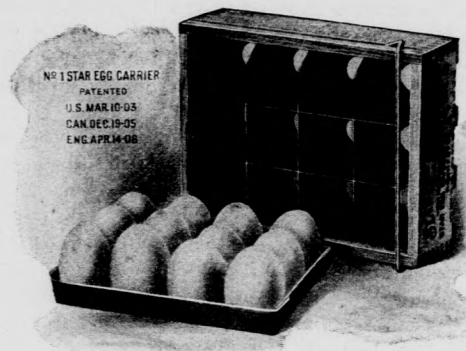
## Star Egg Carriers and Trays

FOR SAFE EGG DELIVERY  
ALWAYS WIN NEW BUSINESS

The eggs are left on the table where both the housewife and your man can see that they are in perfect condition. (No chance for dispute.)

This sure, safe, sanitary egg delivery service appeals to every woman. Your ad on every STAR EGG TRAY will influence her. Ask your jobber and write today for our booklets, "No Broken Eggs" and "Sample Ads."

STAR EGG CARRIERS are licensed under U. S. Patent No. 722,512, to be used only with trays supplied by us. Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the U. S. patent statutes.



Made in One and Two Dozen Sizes

Star Egg Carrier & Tray Mfg. Co. 500 JAY ST., ROCHESTER, N. Y.

housemen that the operation of the law would lead to the storage of such foodstuffs as eggs in another state, where there is no law requiring that the eggs be marked, and that the dealers would bring in their eggs from such other states and sell them for fresh eggs. Mr. Barnard assured them that this was one of the things which the department was preparing to handle, and that any dealer caught offering storage eggs without their being so marked would be prosecuted at once.

"It will be the easiest thing in the world for us to determine whether an egg offered for sale is a fresh egg or a storage egg," said Mr. Barnard, "and our inspectors will be ready for the dealer who tries that little game. The new law expressly sets out that when storage eggs are displayed for sale they must be marked storage, and failure to observe the law makes the dealer liable to prosecution."

Many of the warehousemen felt when the bill was introduced that the displaying of a card on egg cases, setting out that the contents were storage eggs, would ruin the sale of the product, but they have now decided that by a campaign of education the housewife can be converted into a user of storage eggs from choice.

#### Drawn or Undrawn.

The results of the investigations into the comparative rate of decomposition of drawn and undrawn market poultry, made by the U. S. Department of Agriculture during the season of 1909-1910, have just been published in Chemistry Circular 70. The conditions of the experiment were strictly commercial, as the fowls were killed and dressed by the regular employees of a poultry packing house, were shipped in the usual one-dozen-to-the-box package in a carlot of dressed poultry, were received by a wholesaler and handled with his stock and went to the retailer when he purchased fowls from the same carlot, remaining in his shop for the period which the market happened to require for their sale.

The shipments extended over a period of six months, from January to June, inclusive, and the haul was about 1,700 miles, requiring on the average seven and one-half days. The birds were mature hens, large and fairly fat, and the method of killing was by bleeding through the mouth and puncturing the brain through the skull just below the eye. The carcasses were dressed according to methods known, respectively, as "full drawn," "wire drawn," "Boston drawn," and some were undrawn, all being dry picked, and the evisceration was conducted with sufficient care to render washing unnecessary.

The routine of dressing, packing, shipping and general handling in these experiments is far above the average. In fact, if all market poultry should be handled so well the problem of decay would become insignificant.

The investigations which are de-

scribed in the pamphlet demonstrate (1) undrawn poultry decomposes more slowly than does poultry, which has been either wholly or partly eviscerated; (2) "full drawn" poultry, completely eviscerated, with head and feet removed, decomposes the most rapidly; (3) "Boston drawn" and "wire drawn" stand midway between the undrawn and "full drawn" in speed of decomposition, the "wire drawn," which is most like the undrawn, being usually the best, and (4) that these deductions apply to dry picked, dry chilled, dry packed and unwashed fowls, which have been marketed with what would be called promptness.

The effect of different methods of dressing in case of delayed marketing is now under investigation.

#### Easter Meat Trade.

It has been remarked that there is a sameness in the meat business, year after year, that is not found in other lines. New creations and seasonal demands constantly recurring arouse interest and create business for other merchants, whereas for the butcher a steak is a steak and a roast is a roast at one season just the same as at any other. In a measure this is true, but it is false to assert that there are not seasons in the meat business and seasonal demands. At present, for instance, there is a general complaint on the part of wholesale and retail butchers to the effect that business has fallen off to a great extent. But a glance at the records for past years will show that at this time of year butchers experience a falling off in trade. It is one of the seasons of the trade. A slow season and therefore an unwelcome time. There is a silver lining to the cloud, however, and that is the Easter trade. In the meat business Easter is as clearly defined as it is in other lines, and the experienced butcher is planning for it and is doing all he can to make it a prosperous season for his market. The point back of all this is simply this: there are times when butchers may expect good business. Every butcher knows what to expect and plan for at Thanksgiving and the holiday season; he knows when such dishes as sausage and scrapple are most pleasing to the palate. In short, he knows that there are seasons when he should push the sale of certain kinds of meats or meat products because they are most in demand. The mistake which is too frequently made is for the butcher to expect to gain a large share of this trade unless he does something on his part to invite it. In other lines where there are changing fashions to stimulate the buyers, business would not be improved unless these points were brought to the attention of the people through advertising, attractive window displays, etc. Your competitor is probably making extensive preparations for the Easter trade. You will do well to profit by his example.—Butchers' Advocate.

Many a duty is discharged because we didn't know it was loaded.

The single shop demands just as much thought and skill in its weaving as the most pretentious combination on earth. The same traits that made the Standard Oil Company the greatest world-wide organization that ever existed, are those needed for the upbuilding and success of the trader, whose ambition centers in one endeavor. The chore boy, the clerk, book-keeper, telephone attendant, route man, are each a strand in the "wonderful web of life" the store-keeper is working out as part of his service to his times.—American Grocer.

ESTABLISHED 1894

Get our weekly price list on

### Butter, Eggs, Veal and Poultry

F. E. STROUP

Grand Rapids, Michigan

References:—Commercial Agencies, Grand Rapids National Bank, Tradesman Company, any wholesale grocer Grand Rapids.

### A. T. Pearson Produce Co.

14-16 Ottawa St., Grand Rapids, Mich.

The place to market your Poultry, Butter, Eggs, Veal



Ground

Feeds

None Better

WYKES & CO.  
GRAND RAPIDS

### Roy Baker

General Sales Agent  
Michigan, Indiana and Ohio

Sparks Waxed Paper Bread Wrappers  
And Weaver's Perfection  
Pure Evaporated Egg

Wm. Alden Smith Building  
Grand Rapids, Michigan

## Clover Seed and Beans

If any to offer write us

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.  
OTTAWA AND LOUIS STREETS

## WANTED

EARLY OHIO SEED POTATOES, ONIONS, APPLES, TABLE POTATOES.  
CAR LOTS OR LESS. CORRESPOND WITH US.

M. O. BAKER & CO., TOLEDO, OHIO

## Special For This Week

Sanford Florida Celery. 4 to 6 doz. per crate \$2.25.

Sanford Florida Head Lettuce. per large hamper \$1.75.

Fresh car just in and stock in perfect condition—will sell on sight.

The Vinkemulder Company

Grand Rapids, Mich.

Write, phone or wire your order

W. C. Rea

REA & WITZIG

J. A. Witzig

PRODUCE COMMISSION

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

"Buffalo Means Business"

We want your shipments of poultry, both live and dressed. Heavy demand at high prices for choice fowls, chickens, ducks and turkeys, and we can get highest prices.

Consignments of fresh eggs and dairy butter wanted at all times.

REFERENCES—Marine National Bank, Commercial Agents, Express Companies, Trade Papers and Hundreds of Shippers.

Established 1873

Established 1876

## Send in your orders for Field Seeds

We want to buy your Eggs and Beans

Moseley Bros.

Wholesale Dealers and Shippers of Beans, Seeds and Potatoes  
Office and Warehouse, Second Ave. and Railroad

Both Phones 1217

Grand Rapids, Mich.



## FOOD LAWS.

Many States Working on Them—  
Need For Uniformity.

One of the greatest questions which demands the prompt attention of the retail merchant as well as the manufacturer is that of "food legislation" in the different states.

There never was a time when the exclamation, "Go slow," should be heeded as at the present time.

There are about forty states now in session and twice that number of food bills, no two alike, have been introduced since the first of January, each seeking to amend the pure food laws.

Those who have given the matter serious attention are alarmed at the attempt to pass state legislation that will materially injure the home merchant and favor inter-state business.

I have before me an invoice consisting of evaporated apples, evaporated peaches, pears and nectarines; three jars of fruit butter, mincemeat, marmalade; two jars of syrup and a bottle of catsup, all of which comply with the federal food and inter-state commerce laws, put up by Sears, Roebuck & Co., of Chicago, and yet the grocers in some of the states can not sell these articles on account of the law of their state.

I have another invoice consisting of syrup, molasses, Maraschino cherries, strawberry preserves, mincemeat, catsup, gherkins and oleomargarine, all of which are put up by Montgomery Ward & Co., and fills the requirements of the federal food and inter-state commerce laws, and yet the grocers in some of our states can not sell these same goods because they conflict with the laws of the state.

I would earnestly appeal to the merchants of the United States to use every means at their command to secure uniform food legislation, state and national. I am firmly convinced that through uniform food legislation insuring pure food we can effect a reduction of the present increased cost of living.

Wherever this subject has been considered in convention, during the past decade, uniformity in food legislation has been recognized as a necessity.

If changes in the food laws are necessary the states should await the precise language of Congress.

It is entirely too evident that if the states do not wait, a period of chaos is on the way which will do much to break down the vast advances already made by the movement for desirable uniformity. Thirty-nine states have already adopted the national law. Any other course is a look backward and prejudicial to the public interest.

The people are demanding at the present time a change in the pure food law which will compel the net weight branding of all package goods.

The bill introduced by Representative Mann, of Chicago, in the National Congress amends section 8 of the federal law and provides for the

net weight of all packages and containers of food. Unfortunately the vast amount of business during the short session of the last Congress prevented the passing of the bill, although the bill had been reported favorably by the Judiciary and Interstate Commerce Committee.

At the earliest session of the next National Congress this bill will be again introduced and will no doubt become a law. John A. Green, Secretary N. R. G. A.

## Refrigeration in the Home.

In the basement of the ideal home of the future will be located a small refrigerating machine operated by an electric motor. Cooled air from this device will be artificially circulated through the rooms by means of an electric fan and proper cold air pipes, in exactly the same way as hot air is now circulated to warm the rooms. Of course, the cold air will not circulate of itself the same as the lighter hot air does, and therefore it will have to be forced through the apartments by a small ventilating fan driven by electric power. Another way to accomplish the same purpose would be to circulate the brine through the house by means of pipes with a refrigerating radiator in each room, just the same as hot water is utilized for opposite results to-day. A small motor-driven pump would force the brine through the pipes, the pipes being insulated to keep them cool as they pass from floor to floor throughout the house. Such a refrigerator plant would take up but little floor space in the basement and would be perfectly automatic.

The calendar says spring is here. Common sense says it is time for a general cleaning and overhauling, which applies to stores and streets and alleys as well as to homes.



## Our Brands of Vinegar

Have Been Continuously on the Market  
For Over Forty Years

Is this not conclusive evidence of the consumers stamping their approval on our brands for QUALITY?

Mr. Grocer:—"STATE SEAL" Brand Pure Sugar Vinegar is in a class by itself, made from Pure Granular Sugar. To appreciate it you MUST recognize its most excellent FLAVOR, nearer to Cider Vinegar than any other kind on the market today—BEWARE OF IMITATIONS.

"HIGHLAND" Brand Cider and White Pickling  
"OAKLAND" Brand Cider and White Pickling  
"STATE SEAL" Brand Sugar Vinegar

Our Brands of Vinegar are profit winners. Ask your jobbers.

Oakland Vinegar & Pickle Co. Saginaw, Mich.

## "Imported from Holland"

Is Stamped on Any  
Product That We Import

Here's One of Our  
Leaders

## Frou-Frou

(The World's Greatest Wafer)

Watch  
This space  
From  
Now on  
And get  
Better  
Acquainted  
With our  
Other  
Dutch  
Specialties



H. HAMSTRA & CO. Importers of Holland Food Products Grand Rapids, Michigan

You have had calls for

# HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.  
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

**"Deaf and Dumb" Grocers.**

Once upon a time a fellow with about a thousand dollars thought he would go into the grocery business. He was deaf and dumb—did not know what kind of a success he would make at it—but a certain jobber told him that he would make a better success than the average man for the reason that he was possessed of a certain weakness that would help him in the business, and of course, taking the advice of the jobber, he went in.

What is the result? He has one of the nicest, the neatest and the most up to date grocery stores you were ever in. Whenever a customer comes in and wants credit, all he can do is to hand her out a card, which says that he sells goods for cash; that he has no credit accounts at all. He can not go into details and explain the reason why, or he can not make any excuses, because he can not talk.

On the other hand, he can not listen to the arguments of the customer because he can not hear, so the result is that the customer walks out with the goods only after paying for them, or pays for them before they are delivered.

He keeps a nice clean stock, has an up to date store, buys the goods as he needs them, does not overstock, is economical in his business and has deaf and dumb clerks. No one around the store talks at all—no one says anything—so when a customer comes in everything is as quiet as an electric motor car.

Now, what do you think about that? I have just been wondering if there are not a lot of men in the grocery business to-day, who, if they could make themselves believe they were deaf and dumb, would be glorious successes in the business. It is a weakness on the part of some grocers to finally give in when the customer demands credit, not knowing how to base an account for credit with the customer, and they lose considerable money.

Personally, I would not want to be so afflicted—be deaf and dumb—but there have been times in my career when I would have been benefited considerably if I could not have heard or talked. It takes time to learn these things, but if you ever see a deaf and dumb grocer, you want to be sure and take notice of him and see how successful he is. He is almost bound to make a success of the grocery business.

What do you think about it?

F. J. B.

**Yesterdays and To-days.**

Among the gems of thought in one of our esteemed contemporaries we find the following: "What becomes of all the yesterdays?" We wish we could answer the question intelligently, but, like our esteemed contemporary, we sometimes believe that the yesterdays are being woven into a panoramic view to be unscrolled to man in some future existence, so that he may see the glorious opportunities he daily overlooked.

We think, however, that life is altogether too short to spend very much of it recapitulating the yesterdays. Almost every person starts in life inspired by certain ambitions, few of which are realized for one reason or another, and these ambitions that were not realized form about the only vivid recollection and impressions of the yesterdays, and whoever, whether in business or in private life, devotes time to looking backward does so to his own detriment and disadvantage, and it is absolutely fatal to the accomplishing of future ambitions, of success in business, of growth, development and expansion of all kinds. What difference does it make what has become of all the yesterdays? There is not a successful business in existence to-day that was not built on the present and in the future. The past has nothing to do with the duties and functions of life, and many people have an idea that Bellamy's "Looking Backward" was a glance behind in the sense that Lot's wife looked backward when she was turned to a pillar of salt. Bellamy was so far in advance that he was looking backward about two thousand years, and even that left him about two thousand years in advance of his own times. Strange to say, many of the conditions which looked purely visionary and imaginative when Bellamy conceived them, have been realized to-day, and they are in existence all around us. He conceived that such wonders as cars driven through the streets by electricity were ideal, fiction, something that might occur. Among the things Bellamy saw in his vision were flying machines, navigators of the air. His book, "Looking Backward," was as visionary for those days as was Jules Verne's "Twenty Thousand Leagues Under the Sea," or "Around the World in Eighty Days." When Jules Verne wrote his astonishing tale of "Three Weeks in a Balloon" he and all the world regarded it as purely visionary, and yet to-day his dreams are more than realized.

The person who will work himself into an uncomfortable frame of mind wondering what becomes of the yesterdays, propounding to himself the second proposition, would not know enough to answer his own question by sitting down again.—New England Grocer.

People generally have come to understand, as a result of the educational work carried on by magazines and newspapers, that there is grave peril to health in dust-laden foods. The wise merchant knows this and takes every precaution to protect all food products from any possibility of contamination.

One of the many inequalities and absurdities of the credit system as usually practiced is that the customer who pays once a month or whenever he gets real good and ready to pay is "treated" by the retailer, while the man who pays as he goes never receives any such special consideration.

**We Want Buckwheat**

If you have any buckwheat grain to sell either in bag lots or carloads write or wire us. We are always in the market and can pay you the top price at all times.

Watson-Higgins Milling Co.  
Grand Rapids, Mich.

**Evidence**

Is what the man from Missouri wanted when he said "SHOW ME."

He was just like the grocer who buys flour—only the grocer must protect himself as well as his customers and it is up to his trade to call for a certain brand before he will stock it.

**"Purity Patent" Flour**

Is sold under this guarantee: If in **any one case** "Purity Patent" does not give satisfaction in **all cases** you can return it and we will refund your money and buy your customer a supply of favorite flour. However, a single sack proves our claim about

"Purity Patent"

Made by  
Grand Rapids Grain & Milling Co.  
194 Canal St., Grand Rapids, Mich.

**Are You a Troubled Man?**

We want to get in touch with grocers who are having trouble in satisfying their flour customers.

To such we offer a proposition that will surely be welcome for its result is not only pleased customers, but a big reduction of the flour stock as well.

Ask us what we do in cases of this kind, and how we have won the approval and patronage of hundreds of additional dealers recently.

The more clearly you state your case, the more accurately we can outline our method of procedure. Write us today!

VOIGT MILLING CO.  
GRAND RAPIDS, MICH.

**"Ceresota"**

The Guaranteed

**Spring Wheat Flour**

Always Extra Good

Ask our Salesman for  
Ceresota Cook Book

**Judson Grocer Co.**

Distributors

Grand Rapids, Mich.





### Dry Goods Hints Offered By the Trade Papers.

Satins occupy a leading position in the present demand. The foulard vogue continues strong. Borders, both single and double, attract great attention. Manufacturers are busy, especially on messalines, satin duchesse and adaptations from louisine weaves.

Wool velours are being featured in plain colors and in fancy striped effects. Heavy chevots in plain colors and in fancy weaves are favored for jacket suits. Reversible materials are well represented in the fancy lines.

Browns, tans, blues, grays and mixtures are the favored colors in men's wear. Negligee styles in collars are again featured. Preferred neckwear styles are four-in-hands and bows.

One-piece linen dresses are now creating considerable interest, and good-sized orders have been received by houses that incorporated these models in their first lines. Indications point toward an extensive use of white serge dresses in tailored designs.

Novelty wraps in voiles, etamines and grenadines are now being shown. Three-quarter length top coats of mannish materials and mixtures, checks and stripes, are particularly desirable. Utility coats of serges, shepherd checks and stripes are being asked for by the trade throughout the country.

The imported model gowns are making large use of Venise, Cluny, antique and filet laces among the heavier types and Chantilly, the shadow laces, silk-run malines, Oriental and similar net laces among the lighter varieties.

Some of the most attractive neckwear sets for coat and dress, consisting of sailor collar and large turn-back cuffs, are shown in white mouseline or plain Swiss, with no further elaboration than a hemstitched hem. This follows the strong French vogue for similar effects in large berthas and collars that are used on dressy gowns.

Silk gloves are beginning to occupy a prominent place in selling, the demand opening up much earlier than usual. As with the leather goods, black and white form the bulk of the silk glove sales. Long silks are selling much more freely than they did

at this time last year; in fact, present sales are an encouragement for a good season's business, particularly in the sixteen button length. The long embroidered silk gloves are being pushed to the front by leading retailers. The interest shown this line is undoubtedly occasioned by the fact that sixteen button embroidered silks can now be retailed at \$1.75 with a good margin of profit, and at \$1.50 per pair with an ordinary profit.

Among the utility coats that are particularly good at present are those made of serge, in black, blue, tan and gray. These coats are usually trimmed with large collars, in round, square or pointed effect, and have either long revers or fancy square revers in the Directoire or Revolution style. Some show the Empire effect and many modified Empire styles are being taken. Shepherd checks, mixtures and striped materials are also meeting with favor.

Several of the Eastern manufacturers are specializing on the divided or pantaloon skirt and while they are only selling a few to each customer the aggregate of the sales is sufficient to keep their factories working overtime in many instances. Merchants want these goods in a hurry, being in most cases apprehensive that the style may go out before their orders are filled.

Summer draperies are now occupying the attention of buyers. The offerings in this line include an unusual range of sheer fabrics. Among those most favored are printed scrims and similar weaves, on some of which woven stripes or cord effects are a feature. For window draperies several new patterns in cross-bar effects, snowflakes, etc., are being offered. Plain goods suitable for stenciling are well regarded. In the heavier weaves, portieres, couch and table covers, and in many cases yard goods to match, are selling freely. Some of these are in solid colors, while others are in several combinations.

Bandeaux are growing in popularity, and it is reasonable to expect that the coming summer season will see more bandeaux worn than there has been during previous years. During the summer months hats are often discarded, and it is then that bandeaux will make their strongest appearance. The lines shown this year are very interesting owing to the fact that they are of greater variety in design and style.

### Belts in Demand.

From present appearances all gowns will demand the use of a belt of some sort. During past seasons the belt business has been considerably affected by the fashion authorities changing the normal waist line. This year, however, the majority of gowns are so styled that belts are an absolute necessity.

There are many handsome varieties of belts of all descriptions on the market, black and white combinations being particularly strong. Not alone are black and white belts shown in leather, but also in elastic and leather combinations. Novelties are appearing in rapid succession, and the most careful buyer will so handle his stock that he will always be in a position to use some of these newest offerings.

Not only are belts being brought out in black and white combinations, but the buckles employed also carry the color scheme. Not only have fancy belts been brought out in black and white effects, but also in various other color combinations. Helen pink appears in many of the high-class novelties. This is true as well of peacock blue.

Suede belts in all shades, ornamented with elaborate buckles are

BECKER, MAYER & COMPANY CHICAGO  
VIRKING OGDEN VIKING SYSTEM  
EST. 1846 CLASSY CLOTHING

SWATCHES ON REQUEST

### The Man Who Knows Wears "Miller-Made" Clothes

And merchants "who know" sell them. Will send swatches and models or a man will be sent to any merchant, anywhere, any time. No obligations.

Miller, Watt & Company  
Fine Clothes for Men Chicago

THE IDEAL CLOTHING CO.  
TWO FACTORIES.  
GRAND RAPIDS, MICH.

We are manufacturers of

### Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.

Grand Rapids, Mich.

## GINGHAMS

We show an exceptionally large and well assorted line of dress gingham. A F C. Ramona. Red Seals. Falkland. Utility. Appleweb. Toile De Nord. 32 in. Barnaby Zephyrs. Whittendon. Amoskeag. York and Palmer Seersuckers. If you need gingham it will be to your interest to see this line.

### SPECIAL

50 dozen gingham aprons 90 cents per dozen.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

We close at one o'clock Saturdays.

## Underwear for Spring Business

There are several good reasons why merchants should compare values offered in our underwear department before booking orders elsewhere. Look over our samples and we will tell you why. We are showing:

Men's Balbriggan Shirts and double seat Drawers to match at \$2.25, \$4 and \$4.50.

Men's Ribbed Shirts and Drawers in pink, blue, brown and ecru at \$4.

Women's Vests at 75c, 85c, 90c, \$1.15, \$1.25 and \$2.25 per dozen. These are high neck, low neck, without sleeves, wing sleeves and long sleeves.

Women's Pants at \$2.25 per dozen. These we carry in both tight fitting knees and umbrella style.

Write us and salesman will be pleased to call.

Grand Rapids Dry Goods Co.

Jobbers, Importers, Manufacturers

Beginning April 1 we close at one o'clock Saturdays

Grand Rapids, Mich.



among the season's most desirable styles. In many instances these are cut on girdle lines and when worn fold down to such an extent that they have a very chic appearance. Patent-leather belts of the narrower widths are among the best selling styles.

A tremendous assortment of wash belts of all qualities are being shown. Very attractive combinations of black and white are some of the season's offerings. In the minds of many buyers wash belts will be as big a factor this year as ever, if not more so. The majority of manufacturers display a very much greater variety of wash belts than they did last season. Most of them are made of an excellent quality of material as well as possessing a great deal of style.

#### Neckwear For the Men.

In men's neckwear indications point to the popularity of stripes. Not alone will vertical stripes be in excellent request but cross stripes and diagonals will also be very largely worn. In some parts of the country it is said that cross stripes will be by far the most popular, while again other localities call for verticals.

Persians, which have created quite a big business during the past few seasons, are now considered by authorities to be out of the running and in their place the Roman stripe has appeared. From what may be seen of these Roman stripe ties it would seem as though they would be very largely worn during this coming season.

Among the recent novelty shades are those of Helen pink and Taft red.

Retailers have taken advantage of the recent wide publicity given President Taft's preference for flaming red ties and have advertised four-in-hands of this shade as Taft red. Narrow ties of all varieties are being very largely used owing to the vogue of the close-fitting collars.

Bordered effects with both plain and striped grounds are among this season's latest offerings. Four-in-hands in open-end and reversible styles in grays, browns, blues, tans and greens are in excellent request. Black and white effects and cross-bar novelties and Scotch effects are being shown in many of the most prominent men's furnishing stores.

Regarding colors, gray will undoubtedly be the leading shade with blue, brown and green following.

Every indication points to a very extensive business in wash ties for the summer season of 1911. Not alone are wash ties very much more in harmony with this season of the year but they also give the wearer a much more comfortable appearance. Quite a number of very pretty novelties are now being shown.

Crepe ties are among the late mid-summer novelties and promise to become quite popular.

Black and colored grenadine four-in-hand and bow ties will be extensively used during this season. The assortment of sets, consisting of ties, socks, handkerchiefs, garters and sus-

penders, is very much larger this year than ever before.

#### Push the Novelties.

If your novelties are worth buying at all, the profits on one day's sales should make the difference between freight and express charges.

Another thing you well understand—that no matter how good it looks, only a minimum purchase of a novelty should be made. Let it come by express and get in on sale quick. If it is a failure you are not stuck with any great amount. If it goes the first day, do not wait to re-order by mail—use the wire. It may be our friends across the street have bought the same thing, but if they are waiting for freight shipments, we will have the trade pretty well filled up by the time their shipment arrives. Anyhow, we will soon get the reputation of having the new things first.

Another thing I want to impress on you, and that is that if you use all your department appropriation for staple goods you will have no money left with which to buy novelties. Keep in mind there will be a lot of mills making merchandise next week and next month—do not tie your hands—keep free to buy the new things as they are offered.

Remember you are the buyer. You are supposed to buy and not allow the other fellow to sell to you. Do you get the distinction?

Now suppose we start in this week featuring new goods—style—quality. Forget cut price sales for awhile. Believe me, the public is just as tired of them as we are.—Dry Goods Reporter.

#### To Keep Trade at Home.

It would be interesting to figure out how many sales are lost each year in medium-sized towns by firms whose assortments of stock are too limited. There is probably not a town in the country that does not boast of at least one leading family. Some towns have several of them. These are the people who, for example, when they want a new rug, seek it in some nearby large city, evidently believing that the stock in the home town could not supply anything good enough.

Sometimes, of course, it is impossible to prevent people going to other cities for goods, but there are many cases in which the local retailer could make such sales himself if he realized, and took advantage of, his opportunities. It would be necessary for him to start with a small stock of finer rugs than he usually carries.

The possession of these rugs would work to his advantage in several ways. They would dress up his entire stock; they would bring a good price and add substantially to the prestige of the store. They furnish excellent advertising material, and, indirectly, lead to other sales which would be lost if the customer went elsewhere to buy the rugs.

If the carrying of a few such rugs sufficed to keep one's richest customer away from the large city, that

fact alone would in many cases be of sufficient importance to justify the retailer in stocking them.—Dry Goods Economist.

#### The Silk Remnant Table.

The silk remnant table is always attractive to bargain hunters.

Why not use this popular remnant table as a magnet to draw customers to the less frequented parts of the store, instead of keeping it always in the most prominent aisle in the silk department, where shoppers can not fail to see it?

Try moving it to some less conspicuous location and see if your customers will not find it and along with it the merchandise to which you wish to call attention. A card posted at the silk counter might call attention to the new location of the remnant table.

The very fact of finding the table

in a new and unexpected place would be a slight fillip to the jaded shopper, and if with, say the white goods, the contrast between the rich coloring of the Persian or printed silks and the plain silks of delicate tones, would be most effectively brought out by the surroundings of snowy white.

Husband (excitedly) — My dear, this ladies' tailor you employed says in this note, if I do not settle your bill he will bring suit promptly. Wife (carelessly)—Don't worry, dear. That man makes you wait weeks. He never did bring suits promptly.—Baltimore American.

**TRACE** YOUR DELAYED FREIGHT Easily and Quickly. We can tell you how **BARLOW BROS.,** Grand Rapids, Mich

#### No business succeeds without **SYSTEM**

A place for everything and everything in its place. There should be a place for twine, particularly the end of it, and that end should always be in the same place. Now, when a

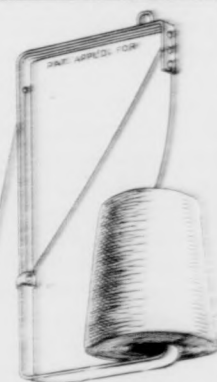
#### "Tangleless" Twine Holder

is used it is certain that the end of twine hangs 20 inches above the counter, always in the same place, ready for use.

Requires no attention until every inch of twine on the holder has been used and a new cone is necessary.

Until your dealer can supply you, we will send them to you prepaid on receipt of price.

Carlen & Clark Mfg. Co. Detroit, Mich.



PRICE 25 CENTS

"The Crowning Attribute of Lovely Woman is Cleanliness"



Unseen—Naiad Protects

## NAIAD DRESS SHIELD

ODORLESS

HYGIENIC

SUPREME IN

**BEAUTY! QUALITY! CLEANLINESS!**

Possesses two important and exclusive features. It does not deteriorate with age and fall to powder in the dress—can be easily and quickly sterilized by immersing in boiling water for a few seconds only. At the stores, or sample pair on receipt of 25 cents. Every pair guaranteed.

**The C. E. CONOVER COMPANY**

Manufacturers

Factory, Red Bank, New Jersey

101 Franklin St., New York

Wrench McLaren & Company, Toronto—Sole Agents Canada





### Business Methods the Hardware Man Should Observe.

A. L. Shapleigh, of St. Louis, recently addressed the Iowa Retail Hardware Association on "Credits," and said some things that the trade everywhere should consider. Here are some passages from his able address:

There are several points in buying of greatest importance that should be observed by every hardware dealer who hopes for success. First, buy goods of good quality, because on such goods you can best build up your business. Second, buy goods with a name and a reputation, because such goods are easier to sell and do not stay long on your shelves. Third, buy goods on which you can make a satisfactory profit, and by that I mean not such goods as are usually sold by catalogue houses, department stores or junk shops.

Do not scatter your purchases too much—make up your mind carefully as to what jobber can best serve you, and then stick to him. Every separate shipment costs you a little extra and it comes out of the profit. If you are satisfied with a line it will pay you to concentrate on that line and push it. If you buy from too many sources you are apt to have a mixed up stock and before you know it you will have more goods than you need or can use. Keep your assortment up on staple goods and get the reputation of having what your customer wants when he calls for it.

Do not buy more stock than you can use, as all dead stock on your shelves costs you interest to carry it, which is an expense you can readily avoid by careful attention. In these days of rapid transit it is much better for a merchant to buy frequently and buy in small quantities.

Talk about your own goods—see that your clerks are posted on the special points of the goods you sell. This is the more easy now as some jobbers put up their goods with "special talking points for clerks" packed in the box. Above all, extend courteous treatment to every one who enters your store—whether to buy or to kick. No other thing will advertise you as well.

When you have received your goods be sure that you ask a price that will yield you a fair profit, and be sure to get your price or do not sell.

Are your books kept right? Are they kept up to date? Do you at the end of each month know how many goods you sold for the previous month and how much it cost you to

sell those goods? Can you tell without these figures whether you are gaining or losing ground? It is important to keep close touch on your business by monthly records of sales and expenses. With the knowledge of your average profit you can tell very closely how your business is running. Without it you are utterly at sea.

Do you take an inventory every year so that you may know exactly where you stand? Do you count dead stock at its actual salable value or at its cost? Without it all is guess work. If you take your inventory and balance your books at the end of each year and figure out your net worth, you know absolutely whether you are gaining or losing. If you are losing, something is wrong with either you or your business, and if you do not know you are losing, how can you correct matters? By all means take an absolute inventory every year and do not guess at how much you have on hand. Study your inventory, cut out the unsalable stuff, if any. Get rid of it, for it is costing you money every day you carry it.

Always be frank with your banker or your jobber. If he enquires, tell him exactly how your business is running and tell him all about it. If it is not going to suit you, he will do his best to help you. His interest and yours are mutual and it is his duty and I know it is his pleasure to be of help where he can.

### Wire Goods.

The time of your employee is too valuable to be spent opening boxes, bins or drawers to show three-cent strainers or five-cent egg whips. A woman will sell herself six items in the same length of time if they are where her hands and eyes can get on them. Convince the ladies of your community that their time is far too valuable to be spent killing flies with a newspaper, cleaning kettles with a case knife or toasting bread one slice at a time on a fork. Show them the new way and the new wire egg whip, and it will be angel's food for yours.

The real wire goods purchaser wears skirts. Let us remember that and make our store an attraction. Try out a wire goods sale.—Iron Age Hardware.

Ever take time to look over your credit accounts and note the kind of goods most customers buy on time? If you do this you may learn that they buy mostly profitless staples of you and send away for goods that carry a profit.



### CADY DISPLAY RACK

Keep your vegetables off the floor and walk. It is very cheap. Write for price list. KORRF MFG. CO., Lansing, Mich.

### Mica Axle Grease

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

### Hand Separator Oil

Is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gallon cans.

STANDARD OIL CO.  
Grand Rapids, Mich.

### Acorn Brass Mfg. Co.

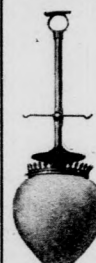
Chicago

Makes Gasoline Lighting Systems and Everything of Metal

**PERFECTION**  
FOLDING  
IRONING BOARD

For \$1.90 I will ship you complete Ironing Board and Clothes Rack. No better selling articles made. Address J. T. Brace, De Witt, Mich.

### SNAP YOUR FINGERS



At the Gas and Electric Trusts and their exorbitant charges. Put in an American Lighting System and be independent. Saving in operating expense will pay for system in short time. Nothing so brilliant as these lights and nothing so cheap to run.

American Gas Machine Co.  
103 Clark St. Albert Lea, Minn.

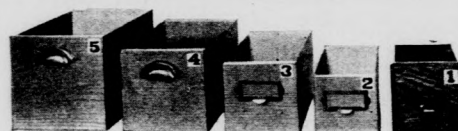
Walter Shankland & Co.  
Michigan State Agents  
66 N. Ottawa St. Grand Rapids, Mich.

Established in 1873

Best Equipped  
Firm in the State

Steam and Water Heating  
Iron Pipe  
Fittings and Brass Goods  
Electrical and Gas Fixtures  
Galvanized Iron Work

The Weatherly Co.  
18 Pearl St. Grand Rapids, Mich.



### Steel Shelf Boxes

For all Kinds  
of Goods

Hardware, Groceries  
Drugs

They take up 20 per cent. less shelf room. Never shrink or swell; strong and durable. Rat and mouse proof. Cheap enough for any store.

THE GIER & DAIL MFG. CO.

LANSING, MICHIGAN

### CLARK-WEAVER CO. WHOLESALE HARDWARE GRAND RAPIDS, MICHIGAN

We ALWAYS Ship Goods Same Day Order is Received

### Foster, Stevens & Co. Wholesale Hardware

10 and 12 Monroe St. :: 31-33-35-37 Louis St.

Grand Rapids, Mich.



### Reasons For Spring Painting.

A man's house may need painting badly enough but before having it done he wants to hear some other good reasons. He does not exactly want to be coaxed, but he is one of the sort who, when he makes a purchase, wants to feel that he is getting a bargain. So if the retail merchant can show this man that painting at this particular time will save him money in the long run, he has a clinching argument.

Some good reasons for spring painting are stated in the February number of Hardware Hints. This is the line of argument:

"Many people are holding off their painting this spring because of the high price of linsed oil. They say, 'It is too expensive to paint this year. We are going to wait until the price goes down.' This sort of argument is all wrong, for, even although paint materials are high, the extra expense will in the end not be nearly so much as the cost of repairing your house if it needs painting and is neglected for twelve months. The weather which the lumber will be exposed to during the twelve months of the year—sun, rain, snow, etc., and the resulting decay from this exposure will mean in dollars and cents a great deal more than the slight increase in cost of paint materials.

"Even with oil at \$1 or 1.25 a gallon the amount of paint that you would need for your house would only cost you \$4 or \$5 more than it used to cost. This, you will agree, is hardly enough to justify your leaving your house open to decay.

"Paint this spring, for with the flax crop of 1910 short it is not at all likely that there will be a return to oil prices of a few years ago. Once having decided to paint, be sure and use a product that you know is reliable. Buy the best that there is on the market, and do not deceive yourself with the idea that in buying a cheap paint you are saving money.

"Good paint covers more surface, looks better and lasts longer. If you buy cheap paint, at the end of one or two years it peels, cracks or wears away. Get best results in your painting by using and insisting on your painter using good paint. If you want a reliable brand, one that has been on the market for nearly forty years and on which you can rely absolutely for the highest quality and best results, come in and see us."

### "Just an Incident."

When I was out in the country last week the pump refused to give us water. Joe and I tried to fix it, but we found the valve broken. I hitched up Nellie and drove to the nearest town for a new one. This place had about 900 inhabitants, but none of the dealers carried pump valves, so I had to drive on to another town, about five miles distant. This little city boasts a population of over 2,000, but not a pump valve was to be found in town. I was obliged to put Nellie in the livery stable, and take the train for another town, population 5,000, where I got what I wanted.

Now, I was not disgusted because those first two towns did not have pump valves for sale. I had lots of time, and rather enjoyed riding around the country. Riding was much more fun than fixing the pump. The point I wish to make is this: By not having that pump valve those two towns have given me the impression that one can not buy anything unusual or out of the ordinary in them. I have the opinion that every time I want anything outside of staples I'll have to go to the 5,000 population town for it.

This is a mighty bad reputation for a town to have. It will do an incalculable amount of damage to its trade. I know pump valves do not move very rapidly, and that it is not good policy to tie up money in very many of them, but still they should be on sale in every town.

I believe that it would be a good thing for merchants in small places to get together and agree to handle certain unprofitable, slow-moving articles co-operatively. This plan has its disadvantages, but I believe they are offset by the benefits to be gained. In any event, the scheme would give the town a reputation for having everything.—American Paint and Oil Dealer.

### Renting Firearms.

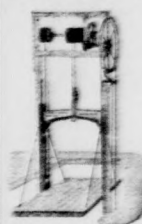
Texas is one of the states in the Union that has a law absolutely prohibiting the sale of pocket firearms. The law is openly evaded by some hardware and sporting goods stores by renting pistols and revolvers. In renting a revolver a payment equal to the regular retail selling price of the revolver, plus 50 cents for the first day's rent, is required. Every renter is compelled to register in a book. Thus the renting of a pistol virtually is the same as a sale. The only objection that dealers have to the law is that it makes fewer sales, because many people do not like the red tape they are obliged to go through. Consequently many orders are sent to the mail order houses.

As soon as a customer steps in the door speak to him. If you are busy he will see it and wait. By speaking to a customer you have shut off their mental avenue of escape. They will then wait three times out of four to buy goods from you, rather than go out, even if they are in a hurry. There is more in selling merchandise than the abstract proposition of the goods.

More people patronize city stores because they think they can not get what they want in the home stores than for any other reason. Who is to blame for this? Certainly not the consumer, but the retailer who fails to handle what people want, or, having it in stock, fails to invite their patronage.

For is not friendliness the thing of all things that is most pleasant in this world? Sometimes it has seemed to me that the faculty of reaching out and touching one's neighbor where he really lives is the greatest of human achievements.—Grayson.

## ELEVATORS



Hand and Power  
For All Purposes

Also Dumbwaiters  
Sidewalk Hoists

State your requirements, giving capacity, size of platform, lift, etc., and we will name a money saving price on your exact needs.

Sidney Elevator Mfg. Co. :: Sidney, Ohio



TRADE WINNERS

Pop Corn Poppers,  
Peanut Roasters and  
Combination Machines.

MANY STYLES.  
Satisfaction Guaranteed.  
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

## Awnings

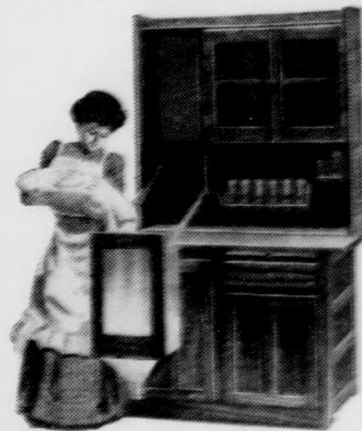


Our specialty is Awnings for Stores and Residences. We make common pull-up, chain and cog-gear roller awnings. Tents, Horse, Wagon, Machine and Shell Covers. Catalogue on application.

CHAS. A. COYE, INC.

11 Pearl St. Grand Rapids, Mich.

## The Walter Kitchen Cabinet

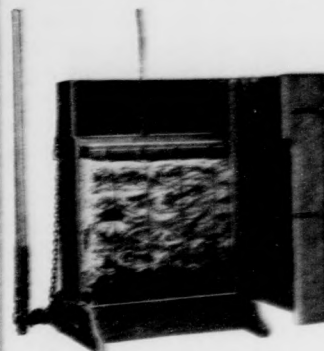


Has ALL the features of all the others and *then some*.

See our patented device for lowering flour bin.

We want the best dealer in each town to secure the exclusive agency for our cabinet. Write today for catalog and contract.

Walter Cabinet Co.  
Wayland, Mich.



Mighty Good Place to Dump the Paper

## "Just as Handy"

Baling paper with a Handy Press is such a *simple* proposition. Being made of hard maple, and varnished and rubbed to a beautiful finish, it looks good enough to set right in your office—if you have the room.

## A Safe Place to Keep Waste Paper

Every evening when you sweep out, just dump all the paper into the Handy Press and close the heavy hinged flap. No possible chance of fire.

When it is filled, take the lever and squeeze it down—then fill again. A boy can operate it.

Before you realize it, you'll have a complete bale—something worth in cash from

**\$8.00 to \$25.00 Per Ton**

You wouldn't think of burning that much money—but what's the difference when you burn waste paper?

Buy a Handy Press—sent on 30 days' Free Trial. We tell you where and how to sell the paper. It's easy.

**THE HANDY PRESS CO.**

251-263 So. IONIA ST., GRAND RAPIDS, MICH.



## The Mummy Drape Form Is The Very Latest

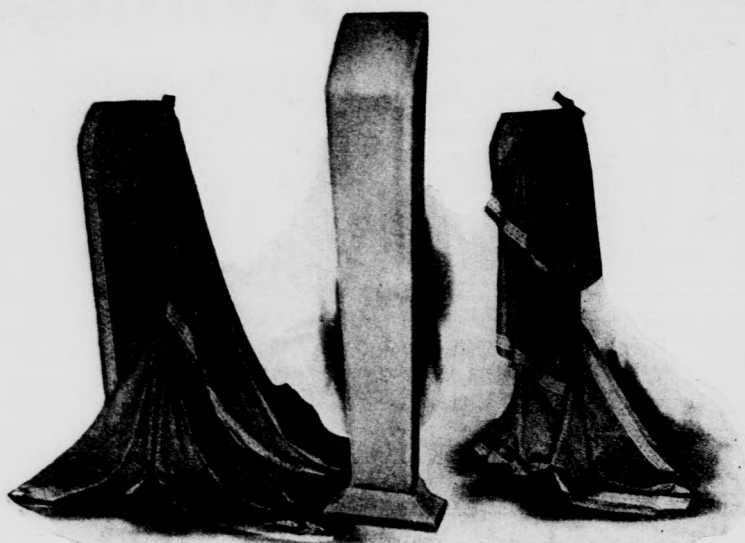


Fig. 1. Wide-skirted mummy drape

Fig. 2. Close-fitting mummy drape

The very latest device for showing goods is the mummy draping form, and the prospects are that it will have a generous use. It is already seen in the Herpolsheimer, the Boston and the Friedman windows and the high grade shops in the big cities are adopting it. As the name implies, the form looks somewhat like a mummy case. By stretching the imagination you can see how the lines of the human figure have been simplified yet retaining the main characteristics of the figure. The extreme top would represent the shoulder, then the slanting top drops down to the bust and then on down to the waist and a perfectly hipless body.

The lines are so simple that the form makes an ideal foundation for almost any kind of a drape. It also permits of some absolutely new ideas being introduced in the display of yard goods.

The illustration shows the form un-

adorned and two ways for draping. One is a wide-skirted drape of narrow width, bordered French flannel. First, the face of the mummy form is covered flat with a width of the goods, the border design following one of the edges of the form. The goods are then draped from the side and back of the form, a set of folds starting about halfway up and the last fold starting at the top of the form. Care should be taken that the border is displayed as much as possible. This drape is finished off with a small ribbon bow at the top and back, where the last fold is dropped to the floor.

In the other a totally different style of drape is shown. This is rather a tight-skirted affair. The top of the mummy form is covered with a piece of all-over lace, edged on one border with a wide piece of velvet ribbon finished off at the bottom with several large buttons.

### Window and Interior Displays and Advertising.

Merchants limited to small amounts for advertising should give unusually good attention to window and display efforts inside their stores, especially during the spring season. Many retailers under-estimate the value of the window and of the inside appearance of the store as advertising mediums. When the cost of newspaper and other advertising is taken into consideration, many might consider it cheap to pay very large prices for real successful window dressing. If window dressing is looked upon as advertising and advertising is acknowledged to mean selling, it will be seen that the window must, in addition to being artistic and attractive, contain selling points.

Interior displays can be greatly improved upon by the majority of retailers. Again, it should be borne in mind that this is advertising, not merely appealing to the impression your store will make on the visitor for its elegance and grandeur, but the displays should be aimed to sell goods to those who enter your store. Displays and cards must never be allowed to remain until your daily

visitors know them as "landmarks." Constant changes are a valuable practice that will bring into effect new ideas.

Artistic window and electric displays in the interior of the window are very effective advertising if kept within your appropriation. Considerable money is spent at present on exterior electric displays, which are excellent if within the possibility of your expenses. Equally attractive displays in the interior of the windows are considered even more valuable. They may not attract from a distance as does the exterior electric display, but they specifically advertise your stand and the merchandise that you are displaying and want to sell.

In preparing newspaper advertising copy retail merchants can not take too much pains for the arrangement of its insertion. What you say is never as essential as how you say it, and it is positively the same in advertising. Your business, perhaps, can not afford an advertising man, but with a little tact, assistance can be had from the newspaper solicitor and from the foreman of the composing rooms. Another good scheme

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Capital . . . \$500,000  
Surplus and Profits . . . 225,000

Deposits  
6 Million Dollars

HENRY IDEMA . . . President  
J. A. COVODE . . . Vice President  
J. A. S. VERDIER . . . Cashier

3½ %  
Paid on Certificates

You can transact your banking business with us easily by mail. Write us about it if interested.

## Grand Rapids National City Bank

Capital \$1,000,000

Surplus and  
Undivided Profits  
\$350,000

Solicits Your Business

## Child, Hulswit & Company BANKERS Municipal and Corporation Bonds

City, County, Township, School  
and Irrigation Issues

Special Department  
Dealing in Bank Stocks and  
Industrial Securities of Western  
Michigan.

Long Distance Telephones:  
Citizens 4367 Bell Main 424  
Ground Floor Ottawa Street Entrance  
Michigan Trust Building  
Grand Rapids

## BONDS

Municipal and Corporation  
Details upon Application

E. B. CADWELL & CO.  
Bankers. Penobscot Bldg., Detroit, M.

## GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

## The Diamond Match Company PRICE LIST

### BIRD'S-EYE.

#### Safety Heads. Protected Tips.

5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots . . . \$3.35  
Lesser quantities . . . \$3.50

### BLACK DIAMOND.

5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots . . . \$3.35  
Lesser quantities . . . \$3.50

### BULL'S-EYE.

1 size—10 boxes in package, 36 packages (360 boxes) in 2½ gr. case, per case 20 gr. lot . . . \$2.35  
Lesser quantities . . . \$2.50

### SWIFT & COURTNEY.

5 size—Black and white heads, double dip, 12 boxes in package, 12 packages (144 boxes) in 5 gross case, per case 20 gr. lots . . . \$3.75  
Lesser quantities . . . \$4.00

### BARBER'S RED DIAMOND.

2 size—In slide box, 1 doz boxes in package, 144 boxes in 2 gr. case, per case in 20 gr. lot . . . \$1.60  
Lesser quantities . . . \$1.70

### BLACK AND WHITE.

2 size—1 doz boxes in package, 12 packages in 2 gr case, per case in 20 gr. lots . . . \$1.80  
Lesser quantities . . . \$1.90

### THE GROCER'S MATCH.

2 size—Grocers 6 gr. 8 boxes in package, 54 packages in 6 gross case, per case in 20 gr. lots . . . \$5.00  
Lesser quantities . . . \$5.25  
Grocers 4 1-6 gr. 3 box package, 100 packages in 4 1-6 gr. case, per case in 20 gr. lots . . . \$3.50  
Lesser quantities . . . \$3.65

### ANCHOR PARLOR MATCHES.

2 size—In slide box, 1 doz in package, 144 boxes in two gross case in 20 gr. lots . . . \$1.40  
Lesser quantities . . . \$1.50

### BEST AND CHEAPEST PARLOR MATCHES.

2 size—In slide box, 1 doz. in package, 144 boxes in 2 gr. case, in 20 gr. lots . . . \$1.60  
Lesser quantities . . . \$1.70  
3 size—In slide box, 1 doz. in package, 144 boxes in 3 gr. case, in 20 gr. lots . . . \$2.40  
Lesser quantities . . . \$2.55

### SEARCH-LIGHT PARLOR MATCH.

5 size—In slide box, 1 doz in package, 12 packages in 5 gr. case, in 20 gr. lots . . . \$4.25  
Lesser quantities . . . \$4.50

### UNCLE SAM.

2 size—Parlor Matches, handsome box and package; red, white and blue heads, 3 boxes in flat packages, 100 packages (300 boxes) in 4 1-6 gr. case, per case in 20 gr. lots . . . \$3.35  
Lesser quantities . . . \$3.60

### SAFETY MATCHES.

#### Light only on box.

Red Top Safety—0 size—1 doz. boxes in package; 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots . . . \$2.50  
Lesser quantities . . . \$2.75  
Aluminum Safety, Aluminum Size—1 doz. boxes in package, 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots . . . \$1.90  
Lesser quantities . . . \$2.00

Capital  
\$800,000



Surplus  
\$500,000

### Our Savings Certificates

Are better than Government Bonds, because they are just as safe and give you a larger interest return. 3½% if left one year.

for superior results in advertisements was recently given by a Western retail clothier, whose advertising seemed particularly good. He explained his plan, stating that he writes briefly his idea of the advertisement he wants without making any effort to study display lines or details. This sketch he passes among his clerks, and he then adopts the advertisement prepared either by one of them or by all. In some instances he has given prizes to his employes for the advertisement that he considered best. His is only a limited business, employing three clerks. The head of the firm considered that he was unable to give sufficient time to all the details. He reports the results to be that his clerks study details of advertising and that with their help he gets up very effective work with very little trouble and loss of time.

The most expensive and unprofitable advertising of the day tells of fictitious values or of goods not in your store. What every successful store needs is the confidence of the people. Your guarantee must have intrinsic value in the eyes of the community, and when it has your advertising will always bring results. Advertising and its intrinsic value to your establishment is speedily called to the attention of those who labor under the impression that "their local conditions" are different, that advertising in their case is a waste, and to those who contract for space because they feel they must, but change their advertisement only when the newspaper calls their attention to it.

Advertising work will soon develop into valuable stock and selling results. Merchants in efforts to bring out superior copy will naturally closely consult and study their stock and recall merchandise demanded and criticised by the trade, and as a consequence the result will show in improved merchandising. Indifferent, inattentive or no advertising, even if your business is satisfactory to you, will leave you, when ready to give up business after many years of hard labor, to find that you must give away a large percentage of earnings to realize on your stock on hand. You have nothing to offer at best excepting a business that has paid you, but will it pay the other fellow? Can the change of management hold the former trade? A merchant who has made his store a household word in his community may well figure the cost of his advertising as an asset. A store that has a reputation won by correct merchandising and good advertising is established, so that in case of a change in management it will hold its trade, and anyone buying such a business will gladly pay a fair value for the established trademark, which may be merely "your name" or some fixed word, sentence or term which you have identified with your store and with its advertising.—Chicago Apparel Gazette.

Have something about your store sufficiently prominent so that it will attract the attention of people coming from either direction.

### What Grand Rapids People Are Doing on the Coast.

Written for the Tradesman.

Seattle, March 25—Since my arrival here I have gained the following information in regard to the present locations of former residents of Grand Rapids and their employments:

Dr. Thomas J. Appleton, who moved to the Pacific coast thirteen years ago, lived in Port Angeles three years and was thrice elected Mayor of that city. Three years ago he took up his residence in Seattle and has built up a large practice in the treatment of diseases of the eye, the ear, the nose and the throat.

Charles Simonds, formerly with Weatherly & Pulte, is doing a profitable plumbing business, with a shop in West Seattle.

Benjamin F. Sliter, who came to Seattle many years ago, is now a resident of Alameda, Cal. He served Grand Rapids as City Clerk in 1866.

Frances Vander Wal, formerly with the Grand Rapids Electrotypes Company, is now a resident of Portland, Ore., and is in the employ of the Willamette Awning and Tent Company.

R. W. Alles, formerly with Klingman, is now with the Empire Furniture Manufacturing Co., of Seattle.

W. A. Benjamin is an employe of the Elks' Club, Seattle.

John Benson, whose sensational advertising of bargain sales in clothing, ten years ago, entertained and amused the readers of the newspapers of Grand Rapids, is in the clothing business in Seattle. He has lost none of his former effectiveness as a composer of advertisements.

F. W. Morrison is the cashier in the local freight office of the Northern Pacific Railroad.

Ex-Alderman John De Graaf and his son, W. T. DeGraaf, are contractors and builders in Seattle.

Miss Libbie Vander Wal is with the H. C. Capwell Co., Oakland, Cal. J. D. Galehouse and wife, costumers, are located in Seattle.

C. S., R. F. and E. C. Harley, of the Seattle Mercantile Bank, were trained for the banking business in Grand Rapids.

C. F. Disbrow is with the Frank Allen Company, architects of Seattle.

John Clay, formerly manager of the Grand Rapids Lithograph Co., is a resident of Tacoma.

J. Pearsall, formerly manager of the Hotel Cody, is running a well patronized cafeteria in Seattle.

Max Harrison is with the Stuart & Holmes Drug Co., Seattle.

H. P. Curtiss is with Lewis Brothers, Tacoma.

Dr. J. F. Austin is practicing dentistry in Tacoma. Arthur S. White.

The Arabs have a proverb that "a wise man's day is worth a fool's life." It is not a matter of how long you have been on the job but what you are doing in it.

Running your store right will bring you some business, but advertising the fact will bring it many times faster.



### Cog Gear Roller Awnings

Are up to date. Send for catalog.

Get our prices and samples for store and house awnings.

The J. C. Goss Co., Detroit, Mich.

## Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of Furniture in America

Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

Don't hesitate to write us. You will get just as fair treatment as though you were here personally.

Corner Ionia, Fountain and Division Sts.

Opposite Morton House

Grand Rapids, Mich.



We Manufacture

## Public Seating

Exclusively



**Churches** We furnish churches of all denominations, designing and building to harmonize with the general architectural scheme—from the most elaborate carved furniture for the cathedral to the modest seating of a chapel.

**Schools** The fact that we have furnished a large majority of the city and district schools throughout the country, speaks volumes for the merits of our school furniture. Excellence of design, construction and materials used and moderate prices, win.

**Lodge Halls** We specialize Lodge Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them. Many styles in stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs.

Write Dept. Y.

**American Seating Company**

215 Wabash Ave.



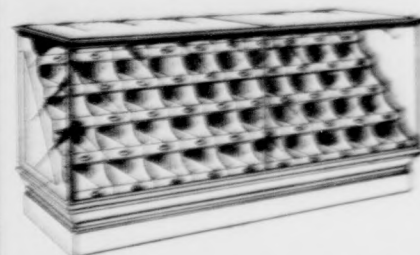
CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA



## "Crackerjack" Small Wares Case No. 30

Dimension: 42 inches high, 26 inches wide. Fitted with 5 rows of drawers usually 5 inches deep and from 7 1/2 inches to 9 1/2 inches

long. You can display to the best advantage all sorts of findings. If the customer wants to see an article, the tray is readily pulled out without disturbing any of the other trays and placed on top of show case, which makes an effective presentation of goods and they are protected from dust.

We have other styles of cases, strong and slightly. The low prices they are sold at would surprise you. Write for catalog T.

**Grand Rapids Show Case Co.**  
Grand Rapids, Mich.

The Largest Manufacturers of Store Fixtures in the World





### The Traveling Man Is the Merchant's Friend.

"Next to your Association the traveling salesman is the greatest educator," said J. C. Patten, of the Globe Stove Works, Kokomo, Ind., in an address before the Indiana Retail Hardware Association. "In years gone by the traveling man was a jovial, rotund individual, who had a huge fund of humorous stories and a minute fund of information. His business was obtained on friendship and was short lived. The modern traveling salesman is a keen, alert specialist, he is thoroughly schooled on the construction, operation and merits of the goods he sells. His friendship is founded on business and it is quite proper, pleasant, profitable and lasting.

"Very few buyers give the traveling salesman the proper time and attention, even although they place their business with him. They do not appreciate the fact that he is an expert—that he has passed through a rigorous, exacting course of training for the sole purpose of upbuilding their business; that competition has so developed his faculties that he is a specialist of the highest rank.

They do not appreciate the fact that the traveling salesman is their best friend and that he will even go to extremes to oblige, favor or accommodate his customers. They do not appreciate the fact that their business would be wonderfully increased if they allowed the traveling salesman to explain to the men in charge of their stove department the details of construction and operation, the strong selling points and merits of the goods purchased, and to inject into them some of his surplus confidence and enthusiasm.

"The traveling salesman can also furnish valuable suggestions to his customer pertaining to display and stock arrangement. His field is a broad one and he is quick to notice novel and attractive salesrooms."

#### A Tip For Travelers.

Cashing in on another man's neglected opportunities is an evidence of alertness which can not be disputed. Some men are quick to grasp such chances, while others never find them. Here is the story of how one order which led to others was secured. It bids fair to open an unusually remunerative branch of business for a prominent carpet manufacturer.

Say competition to the average man and immediately his teeth begin to chatter, his feet grow cold and his knees get weak.

Yet with the increase of competition has actually come the opportunity for larger profits—for the man who will "mix brains with his energy."

There is no field of endeavor but offers a hundred undiscovered chances for profits. New York, for instance, would scarcely be called a non-competitive market; yet in one of the largest hotels here an order for bath mats waited for years for some one to come along and take it.

Of course the hotel people did not know they wanted bath mats, and no one seemed interested in pointing the fact out to them until the representative of a carpet mill happened to stop there for a few days.

This man is one of those men who use their eyes and ears wherever they go. He noticed that his bath room was fitted with an ordinary wool rug. It seemed incongruous in a big, modern hotel; it was not attractive, and it certainly was not sanitary, as it could not be washed.

So the carpet man looked up the man responsible for those furnishings, and in a ridiculously short time had an order for bath mats, which showed a liberal profit.

What he did with this order, and how he made it the basis of still greater profits is another story. The only point we are interested in now is that a man of imagination came into New York, saw an order which the merchants on the spot had passed by for years, and when he left he took it with him.

#### Salesmen Should Help.

It is rather a surprising thing that the traveling salesmen in most lines of trade are taking so little part in the fight on the parcels post legislation.

The traveling men might do a great deal to line up support for the fight on the bill, and to stir up retailers to write to the congressmen, but there are many traveling salesmen who never mention the subject.

It is of vital interest to the traveling salesmen that parcels post shall not prevail, for it means the centralization of business in the big cities, the destruction of vast numbers of local mercantile establishments, and the separation of thousands of traveling men from their jobs. There will be few merchants left for the traveling men to sell, and the factories will place their goods direct with the mail order houses without the assistance of the wholesaler.—Topeka Merchants' Journal.

## Hotel Cody

Grand Rapids, Mich.

A. B. GARDNER, Mgr.

Many improvements have been made in this popular hotel. Hot and cold water have been put in all the rooms.

Twenty new rooms have been added, many with private bath.

The lobby has been enlarged and beautified, and the dining room moved to the ground floor.

The rates remain the same—\$2.00 \$2.50 and \$3.00. American plan. All meals 50c.

Like the Little Red School House in the poem

## Hotel Livingston

Grand Rapids

is "half way up the hill." No more convenient location. Just high enough to catch the freshest, purest air.

## The Breslin

Absolutely Fireproof

Broadway, Corner of 29th Street

Most convenient hotel to all Subways and Depots. Rooms \$1.50 per day and upwards with use of baths. Rooms \$2.50 per day and upwards with private bath. Best Restaurant in New York City with Club Breakfast and the world famous

"CAFE ELYSEE"

NEW YORK

## The Clover Leaf Sells



Office 424 Houseman Bldg.

If you wish to locate in Grand Rapids write us before you come. We can sell you property of all kinds. Write for an investment blank.

## Post Toasties

Any time, anywhere, a delightful food— "The Memory Lingers."

Postum Cereal Co., Ltd. Battle Creek, Michigan

## Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

There is no risk or speculation in handling

**Baker's Cocoa** and

**Chocolate**

They are staple and the standards of the world for purity and excellence.

52 Highest Awards in Europe and America

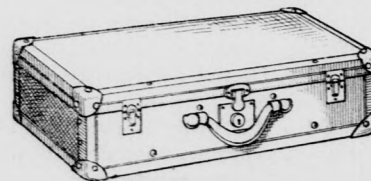
Walter Baker & Co. Ltd.

Established 1780. Dorchester, Mass.

## You Can Sell More Trunks, Suit Cases and Bags

But you must have the right line to do it.

"Sunbeam" Brand Goods are Best Quality Goods. That's why you should not be without them.



Why not decide now?

Send us your sample order and get ready for the coming season.

WE HELP YOU SELL THEM

Our ads in the farm papers are continually busy telling your customers all about them. They satisfy your trade because they are "Sunbeam" Brand Goods, the goods at the "right" price. Catalog sent on request.

Brown & Sehler Co.

Grand Rapids, Mich.

## Success or Failure Lies With the Man.

Written for the Tradesman.

"No matter where a young man begins, he is sure, if he has it in him, to win out in the long run. I have noticed this in my own experience, and have read about it time and again."

It was one of the successful farmers of Northern Michigan speaking, his auditor being Glen Roberts, the corner groceryman.

"You have a chapter from your own experience to relate?" suggested the merchant, who knew and respected the superior ability of the other. From a jack in a lumber camp to the proprietorship of one of the finest farms in the West Michigan fruit belt was a history worth looking into, worth copying by others who have yet the nest egg to make.

"Hardly a full chapter, a paragraph rather," and the fruit-grower smiled. "When I first struck the North country after leaving the lumber camps," proceeded "Uncle Levi," as he was called by his friends, "I began on a raw piece of stump land which still had a smattering of good timber upon it. I had but little money and this I expended in getting a start in the wilderness; you know how that was, Glen—"

"Sure, the old story which has so often ended in defeat, yet which you worked out into a magnificent success. But go ahead; I won't interrupt again."

"I was down East this spring, visiting New York for the first time. My wife and I had such an interesting time that we have planned to take a yearly outing hereafter. People, especially farmers, who are well to do stay too closely at home. What is the good of a competence unless you can see something of the world? I have turned over a new leaf and expect to spend some of my surplus earnings in travel. I might read a homily on the tightwads who live in seclusion, hoard their money, only to die and leave it for their children to fight over and dissipate in short order—not that for me; no sir."

"Well, let me get back to my argument. I met a man down near Philadelphia whom I had lost sight of for a few years. When I knew him first he was a lusty farmer's son, working his way through a village school. He never got beyond the eighth grade when the stress of earning his own living and that of a widowed mother and crippled sister devolved upon him, driving him to the use of his own wits for a living."

"No doubt he made good?"

"It is of Sherman Stowell that I was speaking. He boarded the same train that I did at Philadelphia on his way to Pittsburg. He had a prosperous look, a clear eye and ruddy complexion. When I first knew him he came over to see me as the agent for some farm implement. He was a fairly good talker; I liked the young fellow's appearance and proposed joining fortunes in his agency business. He accepted my offer and

together we went out selling farm implements to the new settlers of Northern Michigan.

"We succeeded in a way, although I was not cut out for the work. Sherm was a sturdy, steady ambitious youngster and soon we were doing a fairly good business. Collections were slow, however, and I decided after the first year to throw up the work and go at something else. I did this and missed seeing my young friend for perhaps a year. I met him then at Traverse City. He had dropped the agricultural implement business, was engaged with a furniture firm, selling on the road, earning, I think, about fifty per month.

"After that the young man drifted out of my sight, almost out of memory for quite a number of years. When I met him again, as stated, he had the appearance of a prosperous business man. We sat together and Sherman opened up his later years of life to me. His mother was still living in a home he had provided, he had married and was, as I could see, really and truly happy.

"I am still on the road," said he, "but in a business that suits me to a T. After sister died we, mother and I, moved to one of Michigan's best cities. I worked for the furniture firm until a rival manufacturer came to me with a better proposition. He told me I was not getting enough and made me a handsome offer. I could not accept, however, until I had laid the matter before my then employes. Unfortunately, perhaps, I had bound myself by an agreement to the firm I was working for. That agreement had a year to run. Although I was advised by friends to quit and take the better offer, with my wife's advice I stuck and worked on to the end of the year.

"I was called a fool by some, but Nellie said no man could prosper whose word was not as good as his bond and I agreed with her. Although I was out several hundred dollars by not taking up with the better offer, yet I never regretted the stand I took. When my contract expired I went to the other firm; am with them now."

"And then he gave me a complete history of his case since he had parted with me up in the vicinity of Grand Traverse years before. He had married as soon as his income was sufficient to warrant it. Buying a home the young man was wise enough to get along in a modest manner, not attempting to ape the ways of the wealthier class as so many of the fledglings were doing.

"He assured me that he had not found the cost of living so high as to interfere with his laying by a modest sum each month. When the larger salary came he added to his store in bank, while at the same time enlarging their manner of living, taking in more amusements, yet always remembering to live within his means.

"I am now drawing a salary of

three thousand," concluded my former partner, "with a prospect of some day having an interest in the business." Of course, I was pleased at the young fellow's success. He was one of a hundred. Other fellows with even better prospects whom I knew at the time I first became acquainted with Sherman, had failed to make good and were treading in the lower paths where it was hard work to make both ends meet. As I told you, every young man has in himself the making or marring of his whole life."

"Not always," said the groceryman. "The man you speak of had an exceptional wife. Many men owe success or failure to their wives. Uncle Levi."

"That opens another question to be considered," agreed the old farmer. J. M. Merrill.

## Will Open a Membership Campaign With a Smoker.

At the regular meeting of the Grand Rapids Council, No. 134, U. C. T., held April 1, it was decided to give a smoker Saturday evening, April 29. This is to be the opening gun of a big membership campaign which the Council will conduct during the next few months. A few other councils in the State have threatened to rival No. 134 in membership, but the boys do not propose to play "second fiddle," so they are going to get busy and try to make a new record. The following committee was appointed to arrange for the smoker: Fred R. May, James Goldstein, W. F. Ryder, A. N. Rodden and F. E. Miner.

Delegates were also appointed to the State convention of the Grand Council of Michigan, to be held at Muskegon June 4, 7 and 8. They are: Homer Bradfield, John G. Kolb, W. R. Compton, H. F. De Graff and John Hondorp. Walter S. Lawton, Grand Chaplain, and John D. Martin, member of the Grand Executive Committee, are also eligible to attend as delegates from this Council. The alternates selected are: W. F. Ryder, W. S. Burns, Wm. B. Holden, Harry D. Hydorn and J. H. Mann.

Senior Counselor Bradfield appointed John D. Christensen Chaplain and F. E. Miner Scribe for the ensuing year.

H. B. Devries was made a U. C. T. in the usual impressive manner.

During the session the ladies were entertained in the parlors at progressive pedro. Prizes were awarded and April fool candy was served. At the close of the session refreshments were served.

## Elgin Board Prices.

Elgin, Ill., April 3.—Another drop in prices amounted to three cents. Lower values are in force all over the country in the butter markets, and prices are down to where the goods should go freely into consumptive channels. Some further increase is noted in the output for the district.

To be successful you must plan the start as well as the finish.

## Handling Salt Fish.

There is considerable to be said with reference to the way stocks are ordinarily handled by the average retail grocer. While salted fish are a semi-perishable product, they are given less attention than almost any other commodity the retail grocer handles. To get the best results they should be given considerable attention to see that they are well covered with brine at all times and that the packages are in such shape that the brine or pickle will not leak off.

One common error the average merchant makes is when he finds the brine off of his fish is to put on some salt and afterwards add some fresh water. This of itself will spoil fish as quickly as anything that can be done. The brine should always be made by stirring salt and water in a separate receptacle so that the solution will hold up an Irish potato or an egg. Keeping the fish covered with this solution will insure their remaining sweet and salable for a long period.

Salt fish must be kept out of the sun, as being allowed to set in the hot sun without protection is another cause that rapidly deteriorates good fish. There is not any cheaper article of good food than good salt fish and there is not any article that is given so little attention by the average retail grocer as is given his fish, whereas a little time and attention spent on them would greatly increase his sales and profit.

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

Buffalo, April 3.—Creamery, 19¢; dairy, 15¢; milk, 14¢; poor, all kinds, 10¢.

Eggs—Strictly fresh, 16¢; 14¢.

Live Poultry — Fowls, 19¢; chickens, 16¢; ducks, 14¢; geese, 14¢; turkeys, 14¢; old cocks, 13¢.

Dressed Poultry — Fowls, 17¢; chickens, 14¢; turkeys, 20¢; old cocks, 13¢.

Beans — Pea, hand-picked, \$1.00; medium, hand-picked, \$1.00; marrow, hand-picked, \$2.25; white kidney, \$2.50; red kidney, \$3.15.

Potatoes—10¢; 15¢ per bu.

Rea & Witzig.

## With the Salespeople.

Grand Lodge—John West is clerking in the market and grocery store of his father.

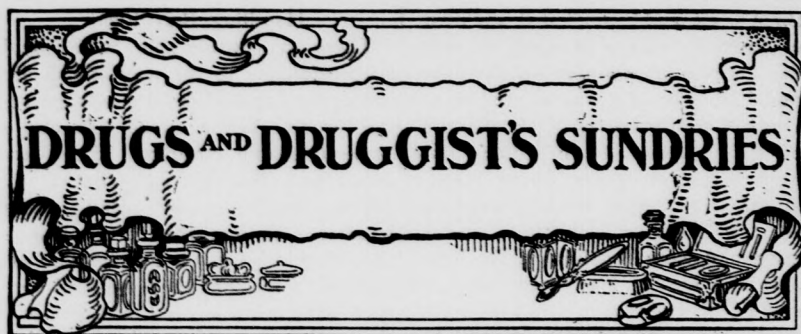
Grand Lodge—Ude Blakeslee is the new clerk in Campbell & Chappell's grocery and drug store.

Paw Paw—Harry L. Loomis has accepted a position as traveling salesman for the C. H. Crowley Co., of New York City.

Vicksburg—E. E. Remington, who has been with Geo. Krohl for some time, has resigned to enter the employ of "The Richardson Store." He will have charge of the dry goods department.

Cook & Van Dyken have bought the meat market and grocery stock of R. K. Finch & Son, at 520 South Division street, and will continue business in an up to date method.





**Michigan Board of Pharmacy.**  
 President—Wm. A. Dohany, Detroit.  
 Secretary—Ed. J. Rodgers, Port Huron.  
 Treasurer—John J. Campbell, Pigeon.  
 Other Members—Will E. Collins, Owosso; John D. Muir, Grand Rapids.  
 Next Meeting—Grand Rapids, Nov. 15, 16 and 17.

**Michigan Retail Druggists' Association.**  
 President—C. A. Bugbee, Traverse City.  
 First Vice-President—Fred Brundage, Muskegon.  
 Second Vice-President—C. H. Jongejans, Grand Rapids.  
 Secretary—H. R. McDonald, Traverse City.  
 Treasurer—Henry Riechel, Grand Rapids.

**Executive Committee—W. C. Kirchgessner, Grand Rapids; R. A. Abbott, Muskegon; D. D. Alton, Fremont; S. T. Collins, Hart; Geo. L. Davis, Hamilton.**

**Michigan State Pharmaceutical Association.**  
 President—E. E. Calkins, Ann Arbor.  
 First Vice-President—F. C. Cahow, Reading.  
 Second Vice-President—W. A. Hyslop, Boyne City.  
 Secretary—M. H. Goodale, Battle Creek.  
 Treasurer—Willis Leisenring, Pontiac.  
 Next Meeting—Battle Creek.

**Grand Rapids Drug Club.**  
 President—Wm. C. Kirchgessner.  
 Vice-President—O. A. Panckboner.  
 Secretary—Wm. H. Tibbs.  
 Treasurer—Roland Clark.  
 Executive Committee—Wm. Outgley.  
 Chairman: Henry Riechel, Theron Forbes.

### Indiana Druggists Warned To Be More Careful.

Warning to druggists to exercise greater care in the sale of poisons is contained in the current monthly bulletin of the Indiana State Board of Health.

In an article by Dr. H. E. Barnard, State Food and Drug Commissioner, it is suggested that all preparations which are known to be poisonous in the normal dose should be kept in a special closet under lock, and that the registered pharmacist in charge of the drug store should be the only person entrusted with a key.

The bulletin sets out a list of mistakes known to have occurred within the last two or three years, in two cases enumerated, death having resulted from a mistake in giving out the wrong drug.

"The druggist who dispenses medicine for the cure of disease," says the bulletin, "either at the request of the purchaser or upon the physician's prescription, is supposed to be carefully trained, alert and of sound judgment. The patient is bound to rely upon the prescription clerk and druggist when he purchases drugs and medicines. The responsibility of the dealer is fully appreciated by the educated pharmacist, but mistakes do occur, sometimes with no ill results, but far too frequently to the grave detriment of the health of the patient."

"During the last two or three years many instances of such mistakes have been noted at this laboratory. Samples of well-known tinctures sold the food and drug inspectors and labeled

by the clerk, presumably with special care, have been entirely different from the prescription. A sample labeled tincture of iodine proved to be tincture of iron. A sample labeled tincture of iron upon analysis proved to be tincture of iodine. A sample sold as citric acid was oxalic acid.

"Another sample purchased as borax was in fact potassium chlorate. A sample labeled potassium cyanide was in fact potassium ferro cyanide. A sample sent to the laboratory as gin proved to be methyl alcohol. Morphine tablets upon analysis were found to contain strychnine. A sample of plaster paris was a mixture of calcium sulphate, calcium carbonate and calcium oxide. Two samples of epsom salts were, in fact, potassium nitrate, and tablets sold as cathartics were in fact morphine tablets."

Some of these mistakes, it is pointed out, were free from danger, but others might have resulted fatally. Two instances are referred to in which death resulted from such errors of a clerk. Under the handling of drugs, as suggested, whereby those of dangerous character would be separated from other drugs and be kept under lock and key, the bulletin says it would be impossible to sell oxalic acid for citric acid, or methyl alcohol for gin. Conditions which permit mistakes to occur in a drug store are of such serious importance that steps should be taken to eliminate them as far as possible, it is said in the bulletin.

### To Clean Soda Fountain Utensils.

Should you use a copper work board, keep it bright by using the following: Make a saturated solution of oxalic acid, 8 ounces to one gallon of water; dip a hand scrub into this, then into powdered pumice stone, and scour, using plenty of water to wash away all poisonous matter; polish off with sapolio, and it will not tarnish. Use the following for cleaning greasy glasses, milk bottles and counters; it is much better and cheaper than soap: Take two pounds washing soda, dissolved in one gallon of water; a small amount is a powerful cleanser. Keep all metal parts, glassware and mirrors bright. A few cut flowers give an inviting tone, cost little and look much better than artificial plants. Use plenty of good, attractive advertising, which is furnished by the makers of soda water supplies; push plain drinks, such as phosphates, root beer and coca cola, on which the most profit is made. Do not put in too many new

specialties, as it ties up money and does not pay, since the demand must be created.

### Camphor Cream.

Here is a typical formula for making camphor cream such as is used in barber shops:

Melt ½ ounce white wax and add 9½ ounces of white petrolatum. When the whole is fluid remove from the heat and stir in 90 grains of camphor, 90 grains of menthol, 2 ounces of zinc oxide and 3 ounces of boric acid. Stir until the mixture stiffens, then run through an ointment mill. If a mill is not available the zinc oxide and boric acid should be just rubbed smooth with a little of the petrolatum mixture, and the rest worked in after it has cooled.

Salesmanship is power to persuade people to purchase at a profit.

### WOLVERINE PAPER BALER IS SIMPLEST, STRONGEST, BEST, CHEAPEST

Write for price and catalog  
 Ypsilanti Paper Press Co. Ypsilanti, Mich.

## Sawyer's CRYSTAL Blue.



For the Laundry.

**DOUBLE STRENGTH.**

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

**Sawyer Crystal Blue Co.**  
 88 Broad Street,  
 BOSTON - MASS.

Use Tradesman  
 Poison Label System

## FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless High Class  
**Lemon and Vanilla**

Write for our "Promotion Offer" that combats "Factory to Family" schemes. Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to

FOOTE & JENKS, Jackson, Mich.

## The Richardson Garment



NEW JUNIOR Dress for girls 8 to 14, made of finest gingham, piped with colors to match, \$16.50 per dozen.

Quality Goods for  
 Quality Dealers

ORDER A SAMPLE DOZEN

**Richardson Garment Co.**  
 Vicksburg, Mich.

## The Copper Metallic Circuits

of the "BELL SYSTEM"  
 insure clear efficient service, whether you talk one mile or one thousand miles.

**Try It To-day**

Every BELL TELEPHONE

is a Long Distance Station.





## WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>		<b>Copaiba</b> ..... 1 75@1 85	<b>Scilla</b> ..... @ 50
Aceticum ..... 6@ 8		<b>Cubebae</b> ..... 4 00@4 10	<b>Scilla Co.</b> ..... @ 50
Benzoicum, Ger. .... 70@ 75		Erigeron ..... 2 35@2 50	<b>Tolutan</b> ..... @ 50
Boracie ..... @ 12		Evechthitos ..... 1 00@1 10	<b>Prunus virg.</b> ..... @ 50
Carbolicum ..... 16@ 20		Gaultheria ..... 4 80@5 00	<b>Zingiber</b> ..... @ 50
Citricum ..... 45@ 50		Geranium ..... oz 75	
Hydrochlor ..... 3@ 5		Gossypil Sem gal 70@ 75	<b>Tinctures</b>
Nitrosum ..... 8@ 10		Hedeoma ..... 2 50@2 75	<b>Aloes &amp; Myrrh</b> .....
Oxalicum ..... 14@ 15		Junipera ..... 40@1 20	<b>Anconitum Nap'sF</b> .....
Phosphorium, dil. .... @ 15		Lavendula ..... 90@3 60	<b>Anconitum Nap'sR</b> .....
Salicylicum ..... 44@ 47		Limons ..... 1 15@1 25	<b>Arnica</b> .....
Sulphuricum ..... 13@ 15		Mentha Piper ..... 2 75@3 00	<b>Asafoetida</b> .....
Tannicum ..... 75@ 80		Mentha Verid ..... 3 80@4 00	<b>Atrope Belladonna</b> .....
Tartaricum ..... 38@ 45		Morrhuae, gal. .... 2 00@2 75	<b>Aurant Cortex</b> .....
		Myricia ..... 3 00@3 50	<b>Barosma</b> .....
<b>Ammonia</b>		Olive ..... 1 00@3 00	<b>Benzoin</b> .....
Aqua, 18 deg. .... 4@ 6		Picis Liquida ..... 10@ 12	<b>Benzoin Co.</b> .....
Aqua, 20 deg. .... 6@ 8		Picis Liquida gal. .... @ 40	<b>Cantharides</b> .....
Carbonas ..... 45@ 50		Ricina ..... 94@1 00	<b>Capsicum</b> .....
Chloridum ..... 12@ 14		Rosae oz. .... 8 00@8 50	<b>Cardamon</b> .....
		Rosmarini ..... @ 100	<b>Cardamon Co.</b> .....
<b>Aniline</b>		Sabina ..... 90@1 00	<b>Cassia Acutifol</b> .....
Black ..... 2 00@2 25		Santal ..... @ 4 50	<b>Cassia Acutifol Co</b> .....
Brown ..... 80@1 00		Sassafras ..... 90@1 00	<b>Castor</b> .....
Red ..... 45@ 50		Sinapis, ess. oz. .... @ 65	<b>Catechu</b> .....
Yellow ..... 2 50@3 00		Succini ..... 40@ 45	<b>Cinchona</b> .....
		Thyme ..... 40@ 50	<b>Cinchona Co.</b> .....
<b>Baccae</b>		Thyme, opt. .... @ 1 60	<b>Columbia</b> .....
Cubebae ..... 70@ 75		Theobromas ..... 15@ 20	<b>Cubebae</b> .....
Junipers ..... 6@ 8		Tigilil ..... 90@1 00	<b>Digitalis</b> .....
Xanthoxylum ..... 1 00@1 10			<b>Ergot</b> .....
<b>Balsamum</b>			<b>Ferri Chloridum</b> .....
Copaiba ..... 60@ 65			<b>Gentian</b> .....
Peru ..... 2 00@2 30			<b>Gentian Co.</b> .....
Terabin, Canad. .... 70@ 80			<b>Gulaca</b> .....
Tolutan ..... 40@ 45			<b>Gulaca ammon</b> .....
			<b>Hyoscyamus</b> .....
<b>Cortex</b>			<b>Iodine</b> .....
Abies, Canadian. .... 18			<b>Iodine, colorless</b> .....
Cassiae ..... 20			<b>Kino</b> .....
Cinchona Flava ..... 18			<b>Lobelia</b> .....
Buonymus atro. .... 60			<b>Myrrh</b> .....
Myrica Cerifera. .... 20			<b>Nux Vomica</b> .....
Prunus Virgini. .... 15			<b>Opil</b> .....
Quillaja, gr'd. .... 15			<b>Opil, camphorated</b> .....
Sassafras, po 30 ..... 26			<b>Opil, deodorized</b> .....
Ulmus ..... 20			<b>Quassia</b> .....
			<b>Rhatany</b> .....
<b>Extractum</b>			<b>Rhei</b> .....
Glycyrrhiza, Gla. .... 24@ 30			<b>Sanguinaria</b> .....
Glycyrrhiza, po. .... 28@ 30			<b>Serpentaria</b> .....
Haematox ..... 11@ 12			<b>Stromonium</b> .....
Haematox, 1s ..... 13@ 14			<b>Tolutan</b> .....
Haematox, 1/2s ..... 14@ 15			<b>Valerian</b> .....
Haematox, 1/4s ..... 16@ 17			<b>Veratrum Veride</b> .....
			<b>Zingiber</b> .....
<b>Ferru</b>			
Carbonate Precip. .... 15			
Citrate and Quina ..... 2 00			
Citrate Soluble ..... 55			
Ferrocyanidum S ..... 40			
Solut, Chloride ..... 15			
Sulphate, com'l ..... 2			
Sulphate, com'l, by bbl, per cwt. .... 70			
Sulphate, pure ..... 7			
<b>Flora</b>			
Arnica ..... 20@ 25			
Anthemis ..... 50@ 60			
Matricaria ..... 30@ 35			
<b>Folia</b>			
Barosma ..... 1 75@2 00			
Cassia Acutifol. .... 15@ 20			
Tinnevely ..... 25@ 30			
Cassia, Acutifol ..... 18@ 20			
Salvia officinalis, 1/2s and 1/4s ..... 8@ 10			
Uva Ursi ..... @ 65			
<b>Gummi</b>			
Acacia, 1st pkd. .... @ 45			
Acacia, 2nd pkd. .... @ 37			
Acacia, 3rd pkd. .... @ 18			
Acacia, sifted sts. .... 45@ 65			
Acacia, Barb ..... 22@ 25			
Aloe, Cape ..... @ 25			
Aloe, Socotri ..... @ 45			
Ammoniac ..... 55@ 60			
Asafoetida ..... 2 00@2 20			
Benzoinum ..... 50@ 55			
Catechu, 1s ..... @ 13			
Catechu, 1/2s ..... @ 14			
Catechu, 1/4s ..... @ 16			
<b>Camphorae</b> ..... 60@ 65			
Euphorbium ..... @ 40			
Galbanum ..... @ 100			
Gamboge, po. .... 1 25@1 35			
Gaultheria, po 35 ..... @ 35			
Kino ..... po 45c ..... @ 45			
Mastic ..... @ 75			
Myrrh ..... po 50 ..... @ 45			
Opium ..... 5 50@5 60			
Shellac ..... 45@ 55			
Shellac, bleached ..... 60@ 65			
Tragacanth ..... 90@1 00			
<b>Herba</b>			
Absinthium ..... 4 50@7 00			
Eupatorium oz pk ..... 20			
Lobelia ..... oz pk ..... 20			
Majorium ..... oz pk ..... 20			
Mentha Pip. oz pk ..... 23			
Mentha Ver oz pk ..... 23			
Rue ..... oz pk ..... 39			
Tanacetum ..... V. .... 22			
Thymus V oz pk ..... 25			
<b>Magnesia</b>			
Calcined, Pat. .... 55@ 60			
Carbonate, Pat. .... 18@ 20			
Carbonate, K-M. .... 18@ 20			
Carbonate ..... 18@ 20			
<b>Oleum</b>			
Absinthium ..... 7 50@8 00			
Amygdalae Dulc. .... 75@ 85			
Amygdalae, Ama ..... 8 00 8 25			
Anisi ..... 1 90@2 00			
Aurant Cortex ..... 2 75@2 85			
Bergamli ..... 5 50@5 60			
Cadiputi ..... 85@ 90			
Caryophilli ..... 1 40@1 50			
Cedar ..... 85@ 90			
Chenopadii ..... 4 50@5 00			
Cinnamoni ..... 1 75@1 85			
Conium Mae ..... 80@ 90			
Citronella ..... 60@ 70			

Lupulin ..... @1 50	Rubia Tinctorum 13@ 14	Vanilla ..... 9 00@10 00
Lycopodium ..... 75@ 85	Saccharum La's 13@ 20	Zinci Sulph ..... 7@ 10
Macis ..... 55@ 70	Salacin ..... 50@4 75	
Magnesia, Sulph. 3@ 5	Sanguis Drae's ..... 40@ 50	<b>Oils</b>
Magnesia, Sulph. bbl @ 1 1/4	Sapo, G ..... @ 15	Lard, extra ..... bbl gal 30
Mannia S. F. .... 75@ 85	Sapo, M ..... 10@ 12	Lard, No. 1 ..... 30@ 30
<b>Menthol</b> ..... 4 50@5 00	Sapo, W ..... 15@ 18	Lard, No. 2 ..... 30@ 30
Morphia, SP&W 3 35@3 60	Seidlitz Mixture ..... 25@ 30	Lard, No. 3 ..... 30@ 30
Morphia, SNYQ 3 35@3 60	Sinapis ..... @ 18	Lard, No. 4 ..... 30@ 30
Morphia, Mal. 3 35@3 60	Sinapis, opt. .... @ 30	Lard, No. 5 ..... 30@ 30
Moschus Canton ..... @ 40	Snuff, Maccaboy. .... @ 54	Lard, No. 6 ..... 30@ 30
Myristica, No. 1 ..... 25@ 40	Snuff, S'n DeVos's ..... @ 54	Lard, No. 7 ..... 30@ 30
Nux Vomica po 15 ..... 30@ 35	Soda, Boras ..... 54@ 60	Lard, No. 8 ..... 30@ 30
Ox Sepia ..... 30@ 35	Soda, Boras, po ..... 54@ 60	Lard, No. 9 ..... 30@ 30
Pepsin Saac, H & P D Co. .... @1 00	Soda et Pot's Tart ..... 25@ 30	Lard, No. 10 ..... 30@ 30
Picis Liq N N 1/2 gal. doz. .... @2 00	Soda, Carb ..... 14@ 15	Lard, No. 11 ..... 30@ 30
Picis Liq qts ..... @1 00	Soda, Bl-Carb ..... 14@ 15	Lard, No. 12 ..... 30@ 30
Picis Liq pints ..... @2 00	Soda, Ash ..... 14@ 15	Lard, No. 13 ..... 30@ 30
Pil Hydrarg po 30 ..... @ 30	Soda, Sulphas ..... 14@ 15	Lard, No. 14 ..... 30@ 30
Piper Alba po 35 ..... @ 13	Spts. Cologne ..... @ 30	Lard, No. 15 ..... 30@ 30
Piper Nigra po 22 ..... @ 13	Spts. Ether Co. .... 50@ 55	Lard, No. 16 ..... 30@ 30
Pix Burgum ..... 10@ 12	Spts. Myrcia ..... @2 50	Lard, No. 17 ..... 30@ 30
Plumbi Acet ..... 12@ 15	Spts. Vini Rect bbl ..... @ 30	Lard, No. 18 ..... 30@ 30
Pulvis Ip'eut Opil 1 30@1 50	Spts. Vini Rect 1/2 b ..... @ 30	Lard, No. 19 ..... 30@ 30
Pyrethrum, bxs. H & P D Co. doz ..... @ 75	Spts. Vini Rect 1/4 b ..... @ 30	Lard, No. 20 ..... 30@ 30
Pyrethrum, pv ..... 20@ 25	Spts. Vini Rect 1/8 b ..... @ 30	Lard, No. 21 ..... 30@ 30
Quassia ..... 8@ 10	Spts. Vini Rect 1/16 b ..... @ 30	Lard, No. 22 ..... 30@ 30
Quina, N. Y. .... 17@ 27	Spts. Vini Rect 1/32 b ..... @ 30	Lard, No. 23 ..... 30@ 30
Quina, S. Ger. .... 17@ 27	Strychnia Crystl 1 10@1 30	Lard, No. 24 ..... 30@ 30
Quina, S P & W 17@ 27	Sulphur, Roll ..... 24@ 30	Lard, No. 25 ..... 30@ 30
	Sulphur Subl ..... 24@ 30	Lard, No. 26 ..... 30@ 30
	Tamarinds ..... 3@ 10	Lard, No. 27 ..... 30@ 30
	Terebenth Venice 40@ 50	Lard, No. 28 ..... 30@ 30
	Thebromia ..... 42@ 47	Lard, No. 29 ..... 30@ 30



## Our New Home

Corner Oakes and Commerce

The delays and confusion incident to moving have been overcome

Greater Number of Employees  
Larger Stock  
Modern Facilities

We ship orders the day received  
Please call when in the city

Hazeltine &amp; Perkins Drug Co. Grand Rapids, Mich.



## Who Pays for Our Advertising?

ANSWER: Neither the dealer nor his customers

By the growth of our business through advertising we save enough in cost of salesmen, superintendence, rents, interest and use of our plant to cover most of, if not all, our advertising bills. This advertising makes it easy to sell.

## LOWNEY'S COCOA

AND

PREMIUM CHOCOLATE for BAKING

All LOWNEY'S products are superfine,  
pay a good profit and are easy to sell.





# GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Ammonia	1	Baked Beans	1
Axle Grease	1	Bath Brick	1
B		Bluing	1
Baked Beans	1	Brooms	1
Bath Brick	1	Brushes	1
Bluing	1	Butter Color	1
Brooms	1	C	
Brushes	1	Candles	1
Butter Color	1	Canned Goods	1-2
C		Canned Meats	2
Candles	1	Carbon Oils	2
Canned Goods	1-2	Catsup	2
Canned Meats	2	Cereals	2
Carbon Oils	2	Cheese	2
Catsup	2	Chewing Gum	3
Cereals	2	Chicory	3
Cheese	2	Chocolate	3
Chewing Gum	3	Clothes Lines	3
Chicory	3	Cocoa	3
Chocolate	3	Cocanut	3
Clothes Lines	3	Cocoa Shells	3
Cocoa	3	Coffee	3
Cocanut	3	Confections	11
Cocoa Shells	3	Crackers	3
Coffee	3	Cream Tartar	5
Confections	11	D	
Crackers	3	Dried Fruits	5
Cream Tartar	5	F	
D		Farinaceous Goods	5
Dried Fruits	5	Feed	6
F		Fish and Oysters	10
Farinaceous Goods	5	Fishing Tackle	10
Feed	6	Flavoring Extracts	5
Fish and Oysters	10	Flour	5
Fishing Tackle	10	G	
Flavoring Extracts	5	Gelatine	5
Flour	5	Grain Bags	5
G		Grains	5
Gelatine	5	H	
Grain Bags	5	Herbs	6
Grains	5	Hides and Pelts	10
H		J	
Herbs	6	Jelly	6
Hides and Pelts	10	L	
J		Licorice	6
Jelly	6	M	
L		Matches	6
Licorice	6	Meat Extracts	6
M		Mince Meats	6
Matches	6	Molasses	6
Meat Extracts	6	Mustard	6
Mince Meats	6	N	
Molasses	6	Nuts	11
Mustard	6	O	
N		Olives	6
Nuts	11	P	
O		Pipes	6
Olives	6	Pickles	6
P		Playing Cards	6
Pipes	6	Potash	6
Pickles	6	Provisions	7
Playing Cards	6	R	
Potash	6	Rice	7
Provisions	7	Salad Dressing	7
R		Saleratus	7
Rice	7	Salt Soda	7
Salad Dressing	7	Salt	7
Saleratus	7	Salt Fish	7
Salt Soda	7	Seeds	7
Salt	7	Shoe Blacking	7
Salt Fish	7	Snuff	8
Seeds	7	Soap	8
Shoe Blacking	7	Soda	8
Snuff	8	Soda	8
Soap	8	Spices	8
Soda	8	Starch	8
Soda	8	Syrups	8
Spices	8	T	
Starch	8	Tea	8
Syrups	8	Tobacco	8
T		Tooth Picks	10
Tea	8	Twine	9
Tobacco	8	V	
Tooth Picks	10	Vinegar	9
Twine	9	W	
V		Wicking	9
Vinegar	9	Woodenware	9
W		Wrapping Paper	10
Wicking	9	Y	
Woodenware	9	Yeast Cake	10
Wrapping Paper	10		
Yeast Cake	10		

3		4		5	
Largest Gum Made	55	Cocanut Drops	12	CREAM TARTAR	
Sen Sen	55	Cocanut Macaroons	18	Barrels or drums	33
Sen Sen Breath Perf	1 00	Cocanut Hon. Fingers	12	Boxes	34
Yucatan	55	Cocanut Hon. Jumb's	12	Square cans	35
Spearmint	55	Coffee Cake	10	Fancy caddies	41
CHOCOLATE		Coffee Cake, iced	10	DRIED FRUITS	
Walter Baker & Co.'s		Crumpets	10	Apples	
German's Sweet	22	Dinner Biscuit	25	Sundried	
Premium	31	Dixie Sugar Cookies	9	Evaporated	10 1/2 @ 11 1/2
Caracas	31	Family Cookie	9	Apricots	
Walter M. Lowney Co.		Fig Cake Assorted	12	California	12 1/2 @ 14 1/2
Premium, 1/4s	30	Fig Newtons	12	Citron	@ 15
Premium, 1/2s	30	Floral Cake	12 1/2	Currants	
CIDER, SWEET		Fluted Cocanut Bar	10	Imp'd 1 lb. pkg.	@ 10
"Morgan's"		Frosted Creams	8	Imported bulk	@ 9 1/2
Regular barrel 50 gal	10 00	Frosted Ginger Cookies	8	Peel	
Trade barrel, 28 gals	5 50	Fruit Lunch iced	10	Lemon American	13
1/2 Trade barrel, 14 gal	3 50	Ginger Gems	9	Orange American	13
Boiled, per gal.	65	Ginger Gems, iced	9	Raisins	
Hard, per gal.	25	Graham Crackers	8	Connosiar Cluster	3 25
COCOA		Ginger Snaps Family	8	Dessert Cluster	4 00
Baker's	37	Ginger Snaps N. B. C.	7 1/2	Loose Muscatels 3 Cr	5 1/2
Cleveland	41	Ginger Snaps N. B. C.	7 1/2	Loose Muscatels 4 Cr	6 1/2
Colonial, 1/4s	35	Square	8	L. M. Seeded 1 lb. 7 1/2 @ 8	
Colonial, 1/2s	33	Hippodrome Bar	12	California Prunes	
Epps	42	Honey Cake, N. B. C.	12	L. M. Seeded, bulk	7 1/2
Huyler	45	Honey Fingers As. Ice	12	Sultanas, Bleached	12
Lowney, 1/4s	36	Honey Jumbles, Iced	12	100-125 25lb. boxes	@ 9 1/2
Lowney, 1/2s	36	Honey Flake	12 1/2	90-100 25lb. boxes	@ 10
Lowney, 1s	40	Household Cookies	12 1/2	80-90 25lb. boxes	@ 10 1/2
Van Houten, 1/4s	12	Household Cookies Iced	9	70-80 25lb. boxes	@ 11
Van Houten, 1/2s	20	Imperial	9	60-70 25lb. boxes	@ 11 1/2
Van Houten, 1s	20	Jersey Lunch	8	50-60 25lb. boxes	@ 12 1/2
Webb	33	Jubilee Mixed	10	40-50 25lb. boxes	@ 13
Wilber, 1/4s	33	Kream Klips	25	1/4c less in 50lb. cases	
Wilber, 1/2s	32	Laddie	9	FARINACEOUS GOODS	
COCOANUT		Lemon Gems	10	Beans	
Dunham's per lb.		Lemon Biscuit Square	8	Dried Lima	7
1/4s, 5lb. case	29	Lemon Wafer	16	Med. Hand Picked	2 25
1/4s, 5lb. case	28	Lemona	9	Brown Holland	2 85
1/4s, 15lb. case	27	Mary Ann	9	Farina	
1/4s, 15lb. case	26	Marshall Walnut	16	25 1 lb. packages	1 50
1s, 15lb. case	25	Molasses Cakes	8	Bulk, per 100 lbs.	4 00
1/4s & 1/2s, 15lb. case	26 1/2	Molasses Cakes, Iced	9	Hominy	
1/4s & 1/2s, pails	14 1/2	Molasses Fruit Cookies	9	Pearl, 100 lb. sack	1 75
Bulk, pails	13	Iced	11	Maccaroni and Vermicelli	
Bulk, barrels	12	Molasses Sandwich	12	Domestic, 10 lb. box	60
COFFEES, ROASTED		Mottled Square	10	Imported, 25 lb. box	2 50
Common	17 1/2	Oatmeal Crackers	8	Pearl Barley	
Fair	17	Orange Gems	9	Chester	3 75
Choice	18	Orbit Cake	14	Empire	4 75
Fancy	19	Penny Assorted	9	Peas	
Peaberry	19	Peanut Gems	9	Green, Wisconsin, bu.	
Santos		Pretzels, Hand Md.	9	Green, Scotch, bu.	2 90
Common	17	Pretzeltes, Mac. Md.	9	Split, lb.	04
Fair	18	Raisin Cookies	10	Sage	
Choice	18 1/2	Raisin Gems	11	East India	5
Fancy	19	Revere, Assorted	14	German, sacks	5
Peaberry	19 1/2	Rittenhouse Fruit	10	German, broken pkg.	
Maracalibo		Rube	9	Tapioca	
Fair	19	Scalloped Gems	10	Flake, 100 lb. sacks	6
Choice	20	Scotch Cookies	10	Pearl, 130 lb. sacks	4 1/2
Mexican		Scotch Currant Cake	10	Pearl, 36 pkgs.	2 25
Fair	19	Sugar Fingers	12	Minute, 36 pkgs.	2 75
Fancy	21	Sultana Fruit Biscuit	16	FLAVORING EXTRACTS	
Guatemala		Spiced Ginger Cake	9	Foot & Jenks	
Fair	20	Spiced Ginger Cake Iced	9	Coleman Vanilla	
Fancy	22	Sugar Cakes	9	No. 2 size	14 00
Java		Sugar Squares, large	9	No. 4 size	24 00
Private Growth	24 @ 29	or small	9	No. 3 size	36 00
Mandling	30 @ 34	Sunnyside Jumbles	10	No. 8 size	48 00
Aukola	29 @ 31	Superba	8	Coleman r p. Lemon	
Mocha		Sponge Lady Fingers	25	No. 2 size	9 60
Short Bean	24 @ 26	Sugar Crimp	9	No. 4 size	18 00
Long Bean	23 @ 24	Vanilla Wafers	16	No. 3 size	21 00
H. L. O. G.	25 @ 27	Waverly	10	No. 8 size	36 00
Bogota		In-er Seal Goods		Jaxon Mexican Vanilla	
Fair	20	Albert Biscuit	per doz.	1 oz. oval	15 00
Fancy	22	Animals	1 00	2 oz. oval	28 20
Exchange Market, Steady		Arrowroot Biscuit	1 00	4 oz. flat	55 20
Spot Market, Steady		Baronet Biscuit	1 00	8 oz. flat	108 00
New York Basis		Bremmer's Butter		Jaxon Terp. Lemon	
Arbuckle	21 50	Wafers	1 00	1 oz. oval	10 20
Lion	21 50	Cameo Biscuit	1 50	2 oz. oval	16 80
McLaughlin's XXXX		Cheese Sandwich	1 00	4 oz. flat	33 00
McLaughlin's XXXX sold		Chocolate Drp Centers	16	8 oz. flat	63 00
to retailers only. Mail all		Chocolate Wafers	1 00	Jennings (D. C. Brand)	
orders direct to W. F.		Cocanut Dainties	1 00	Extract Vanilla	
McLaughlin & Co., Chicag-		Dinner Biscuits	1 50	Terpeness Extract Lemon	
Extract		Domestic Cakes	8	No. 2 Panel, per doz.	75
Holland, 1/2 gro boxes	95	Faust Oyster	1 00	No. 4 Panel, per doz.	1 50
Felix, 1/2 gross	1 15	Fig Newton	1 00	No. 6 Panel, per doz.	2 00
Hummel's foil, 1/2 gro.	85	Five O'clock Tea	1 00	No. 3 Taper, per doz.	1 50
Hummel's tin, 1/2 gro.	1 43	Protana	1 00	2 oz. Full Measure doz.	1 25
CRACKERS		Gala Sugar Cakes	8	4 oz. Full Measure doz.	2 40
National Biscuit Company		Ginger Snaps, N. B. C.	1 00	Jannings (D. C. Brand)	
Brand		Graham Crackers, Red	1 00	No. 2 Panel, per doz.	1 25
Butter		Label	1 00	No. 4 Panel, per doz.	2 00
N. B. C. Sq. bbl. 6 1/2 bx	6	Jonnie	8	No. 6 Panel, per doz.	3 00
Seymour, Rd. bbl. 6 1/2 bx	6	Lemon Snaps	50	No. 3 Taper, per doz.	2 00
Soda		Marshmallow Coffee		1 oz. Full Measure doz.	2 00
N. B. C., boxes	6	Oatmeal Crackers	12 1/2	2 oz. Full Measure doz.	2 00
Select	8 1/2	Old Time Sugar Cook.	1 00	4 oz. Full Measure doz.	4 00
Saratoga Flakes	13	Oval Salt Biscuit	1 00	No. 2 Panel assorted	1 00
Zephyrette	13	Oysterettes	50	Crescent Mfg. Co.	
Oyster		Pretzeltes, Hd. Md.	1 00	Mapleine	
N. B. C. Rd. bbl. 6 1/2 bx	6	Royal Toast	1 00	2 oz. per doz.	3 00
Gem, bbl. 6 1/2 boxes	6	Saltine Biscuit	1 00	Michigan Maple Syrup Co.	
Faust	8	Saratoga Flakes	1 50	Kalkaska Brand	
Sweet Goods		Social Tea Biscuit	1 00	Maple, 2 oz., per doz.	2 25
Animals	10	Soda Crackers N. B. C.	1 00	GRAIN BAGS	
Apricot Gems	12	S. S. Butter Crackers	1 50	Amoskeag, 100 in bale	19
Atlantics	12	Triumph Cakes	16	Amoskeag, less than bl	19 1/2
Atlantic, Assorted	12	Unedea Biscuit	50	GRAIN AND FLOUR	
Avena Fruit Cake	12	Unedea Jinjer Wayfer	1 00	Wheat	
Brittle	11	Unedea Lunch Biscuit	50	Red	85
Bumble Bee	10	Vanilla Wafers	1 00	White	83
Cadets	9	Water Thin Biscuit	1 00	Winter Wheat Flour	
Cartwheels Assorted	9	Zu Zu Ginger Snaps	50	Local Brands	
Chocolate Drops	16	Zwieback	1 00	Patents	5 20
Choc. Honey Fingers	16	In Special Tin Packages.		Second Patents	5 00
Chocolate Tokens	2 50	Festino	2 50	Straight	4 60
Currant Honey Cookies	12	Nabisco, 25c	2 50	Second Straight	4 40
Currant Fruit Biscuits	12	Nabisco, 10c	1 00	Clear	4 00
Cracknels	16	Champagne wafer	2 50	Flour in barrels, 25c	per barrel additional.
Cocanut Brittle Cake	12	Per tin in bulk		Lemon & Wheeler Co.	
Cocanut Sugar Cake	11	Sorbetto	1 00	Big Wonder 1/4s cloth	4 50
Cocanut Taffy Bar	12	Nabisco	1 75	Big Wonder 1/2s cloth	4 50
Cocanut Bar	10	Festino	1 50	Worden Grocer Co.'s Brand	
CHEWING GUM		Bent's Water Crackers	1 40	Quaker, paper	4 70
American Flag Spruce	55			Quaker, cloth	4 60
Boeman's Pepsin	55			Wykes & Co.	
Adams' Pepsin	55			Eclipse	4 60
Best Pepsin	45				
Rest Pepsin, 5 boxes	2 00				
Black Jack	50				



6	7	8	9	10	11
Lemon & Wheeler Co. White Star, 1/4 cloth 5 50 White Star, 1/4 cloth 5 40 White Star, 1/4 cloth 5 30 Worden Grocer Co. American Eagle, 1/4 c 5 35 Grand Rapids Grain & Milling Co. Brands Purity, Patent 5 00 Seal of Minnesota 6 10 Wizard Flour 4 60 Wizard Graham 3 60 Wizard Gran. Meal 3 60 Wizard Buckwheat 6 00 Rye 4 40 Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 40 Golden Horn, bakers 5 30 Wisconsin Rye 4 50 Judson Grocer Co.'s Brand Ceresota, 1/4 6 10 Ceresota, 1/4 6 00 Ceresota, 1/4 5 90 Lemon & Wheeler's Brand Wingold, 1/4 6 00 Wingold, 1/4 5 90 Wingold, 1/4 5 80 Worden Grocer Co.'s Brand Laurel, 1/4 cloth 5 80 Laurel, 1/4 cloth 5 70 Laurel, 1/4 & 1/2 paper 5 60 Laurel, 1/4 cloth 5 80 Voigt Milling Co.'s Brand Voigt's Crescent 5 60 Voigt's Flourlogit 5 60 Voigt's Hygienic Graham 5 00 Voigt's Royal 5 80 Wykes & Co. Sleepy Eye, 1/4 cloth 6 00 Sleepy Eye, 1/4 cloth 5 90 Sleepy Eye, 1/4 cloth 5 80 Sleepy Eye, 1/4 paper 5 80 Sleepy Eye, 1/4 paper 5 80 Watson-Higgins Milling Co. Perfection Flour 5 00 Tip Top Flour 4 60 Golden Sheaf Flour 4 20 Marshall's Best Flour 5 00 Perfection Buckwheat 3 80 Tip Top Buckwheat 2 80 Badger Dairy Feed 24 00 Alfalfa Horse Feed 26 00 Kafir Corn 1 35 Hoyle Scratch Feed 1 50 Meal Bolted 3 40 Golden Granulated 3 60 St. Car Feed screened 20 00 No. 1 Corn and Oats 20 00 Corn, cracked 19 00 Corn Meal, coarse 19 00 Winter Wheat Bran 26 00 Buffalo Gluten Feed 30 00 Dairy Feeds Wykes & Co. O P Linseed Meal 37 50 O P Laxo-Cake-Meal 34 00 Cottonseed Meal 30 00 Gluten Feed 26 00 Brewers' Grains 26 00 Hammond Dairy Feed 24 00 Alfalfa Meal 26 00 Oats Michigan carlots 36 Less than carlots 38 Corn Carlots 48 Less than carlots 50 Hay Carlots 16 Less than carlots 17 MAPLEINE 2 oz. bottles, per doz. 3 00 MOLASSES New Orleans Fancy Open Kettle 42 Choice 35 Good 22 Fair 20 Half barrels 2c extra MINCE MEAT Per case 2 85 MUSTARD 1/4 lb. 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 10@1 20 Bulk, 2 gal. kegs 95@1 10 Bulk, 5 gal. kegs 90@1 10 Stuffed, 5 oz. 1 35 Stuffed, 8 oz. 1 35 Stuffed, 14 oz. 2 25 Pitted (not stuffed) 2 25 Manzanilla, 8 oz. 90 Lunch, 10 oz. 1 35 Lunch, 16 oz. 2 25 Queen, Mammoth, 19 oz. 3 75 Queen, Mammoth, 28 oz. 5 25 Olive Chor, 2 doz. cs, 2 25 PICKLES Medium Barrels, 1,200 count 7 75 5 gal bbls., 600 count 4 50 5 gallon kegs 2 25 Small Barrels 9 00 Half barrels 5 25 5 gallon kegs 1 90 Gherkins Barrels 11 00 Half barrels 5 00 5 gallon kegs 2 75 Sweet Small Barrels 13 50 Half barrels 7 50 5 gallon kegs 3 00 POTASH Rabbit's 4 00	PROVISIONS Barreled Pork Clear Back 18 50 Short Cut 16 75 Short Cut Clear 20 00 Bean 23 00 Brisket, Clear 23 00 Pig 26 00 Clear Family 26 00 Dry Salt Meats S P Bellies 16 Lard Pure in tiers 92@10 Compound lard 8 1/4 80 lb. tubs 1/4 advance 1/4 60 lb. tubs 1/4 advance 1/4 50 lb. tins 1/4 advance 1/4 20 lb. pails 1/4 advance 1/4 10 lb. pails 1/4 advance 1/4 5 lb. pails 1/4 advance 1/4 8 lb. pails 1/4 advance 1 Smoked Meats Hams, 12 lb. average 14 1/4 Hams, 14 lb. average 14 1/4 Hams, 16 lb. aver 13 1/4 Hams, 18 lb. aver 13 1/4 Skinned Hams 14 1/4 Picnic Boiled Hams 11 1/2 Boiled Ham 20 Berlin Ham, pressed 11 1/4 Minced Ham 13 1/4 Bacon 16@16 1/4 Sausages Bologna 8 1/4 Liver 7 1/4 @ 8 Frankfort 9 1/4 @ 10 Pork 11 Veal 11 Tongue 11 Headcheese 9 Beef Boneless 14 00 Rump, new 14 00 Pig's Feet 1/4 bbls., 40 lbs. 2 15 1/4 bbls., 40 lbs. 4 00 1 bbl. 9 00 Tripe Kits, 15 lbs. 90 1/4 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 35 Beef, rounds, set 20 Beef, middles, set 70 Sheep, per bundle 80 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 11 @ 13 Canned Meats Corned beef, 2 lb. 3 60 Corned beef, 1 lb. 1 95 Roast beef, 2 lb. 3 60 Roast beef, 1 lb. 1 95 Potted Ham, 1/4 50 Deviled Ham, 1/4 50 Deviled Ham, 1/4 50 Potted tongue, 1/4 50 Potted tongue, 1/4 50 RICE Fancy 7 @ 7 1/2 Japan 5 1/4 @ 6 1/2 Broken 2 1/4 @ 3 1/4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 00 Deland's 3 00 Dwight's Cow 3 00 L. P. 3 00 Standard 1 80 Wyandotte, 100 1/4 3 00 SAL SODA Granulated, bbls. 80 Granulated, 100 lbs. cs. 80 Granulated, 36 pkgs. 1 20 SALT Common Grades 100 3 lb. sacks 2 40 60 5 lb. sacks 2 25 28 10 1/2 lb. sacks 2 25 56 lb. sacks 17 28 lb. sacks 17 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 90 Medium, fine 90 SALT FISH Cod Large whole 7 1/4 Small whole 7 Strips or bricks 7 1/4 @ 10 1/4 Pollock 5 Halibut Strips 15 Chunks 16 Holland Herring Y. M. wh. hoop, bbls. 11 00 Y. M. wh. hoop, 1/2 bbl. 6 00 Y. M. wh. hoops, kegs 75 Y. M. wh. hoop Milchers 85 Queen, bbls. 10 50 Queen, 1/2 bbls. 5 75 Queen, kegs 65 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 16 50 Mess, 40 lbs. 7 00	Mess, 10 lbs. 1 85 Mess, 8 lbs. 1 50 No. 1, 100 lbs. 15 50 No. 1, 40 lbs. 6 60 No. 1, 10 lbs. 1 70 No. 1, 8 lbs. 1 40 Whitefish 100 lbs. 9 75 50 lbs. 5 25 10 lbs. 12 8 lbs. 12 100 lbs. 4 65 40 lbs. 2 10 10 lbs. 75 8 lbs. 65 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 35 Miller's Crown Polish 35 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond 50 8 oz 2 80 Dusky D'nd 100 8 oz 3 80 Jap Rose, 50 bars 3 60 Savon Imperial 3 60 White Russian 3 60 Lome, oval bars 3 00 Satinet, oval 2 70 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 85 Lautz Bros. & Co. Acme, 30 bars, 75 lbs. 4 00 Acme, 25 bars, 75 lbs. 4 00 Acme, 100 cakes 3 25 Big Master, 70 bars 2 35 German Mottled 3 50 German Mottled, 5 oxs 3 45 German Mottled, 10 bx 3 40 German Mottled, 25 bx 3 35 Marseilles, 100 cakes 5 00 Marseilles, 100 cks 5 00 Marseilles, 100 ck toil 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Snow Boy, 24s family size 4 00 Snow Boy, 50 5c 2 40 Snow Boy, 30 10c 2 40 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Sapoline 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXXX 4 25 Nine O'clock 3 30 Rub-No-More 3 85 Scouring Enoch Morgan's Sons Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scouring Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/4 Kegs, English 4 1/4 SPICES Whole Spices Allspice, Jamaica 13 Allspice, large Garden 11 Cloves, Zanzibar 19 Cassia, Canton 14 Cassia, 5c pkg. doz. 25 Ginger, African 9 1/2 Ginger, Cochinchina 14 1/2 Mace, Penang 70 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Mixed, 5c pkgs. doz. 30 Nutmegs, 75-80 30 Nutmegs, 105-110 20 Pepper, Black 14 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian 45 Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 19 Cassia, Canton 12 Ginger, African 12 Mace, Penang 75 Nutmegs, 75-80 35 Pepper, Black 11 1/2 Pepper, White 18 Pepper, Cayenne 16 Paprika, Hungarian 45 STARCH Corn Kingsford, 40 lbs. 7 1/4 Muzzy, 20 lb. pkgs. 5 1/4 Muzzy, 40 lb. pkgs. 5 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/4 Silver Gloss, 16 lbs. 6 1/4 Silver Gloss, 12 lbs. 8 1/4 Muzzy 48 lb. packages 5 16 lb. packages 4 1/2 12 lb. packages 6 50 lb. boxes 2 1/2 SYRUPS Corn Barrels 2 1/4 Half barrels 2 1/4 Bushels 1 90	20lb. cans, 1/2 dz. in cs. 1 40 10lb. cans, 1/2 dz. in cs. 1 35 5lb. cans, 2 dz. in cs. 1 45 2 1/2lb. cans, 2 dz. in cs. 1 55 Pure Cane Fair 16 Good 20 Choice 25 Michigan Maple Syrup Co. Brand Kalkaska, per doz. 2 25 TEA Japan Sundried, medium 24@25 Sundried, choice 30@33 Sundried, fancy 36@40 Regular, medium 24@25 Regular, choice 30@33 Regular, fancy 36@40 Basket-fired medium 30 Basket-fired choice 30@37 Basket-fired, fancy 40 3 Nibs 26@30 Siftings 10@12 Fannings 14@15 Gunpowder Moyune, medium 28 Moyune, choice 32 Moyune, fancy 40@45 Pingsuey, medium 25@28 Pingsuey, choice 30 Pingsuey, fancy 40@45 Young Hyson Choice 30 Fancy 40@50 Oolong Formosa, fancy 45@60 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 25 Choice 30 Fancy 40@45 India Ceylon, choice 30@35 Fancy 45@50 TOBACCO Fine Cut Blot 1 45 Hiawatha, 16 oz. 60 Hiawatha, 1 oz. 56 No Limit, 7 oz. 1 65 No Limit, 14 oz. 1 35 Ojibwa, 16 oz. 40 Ojibwa, 5c pkg. 1 35 Ojibwa, 5c 47 Petoskey Chief, 7 oz. 1 35 Petoskey Chief, 14 oz. 3 10 Sterling Dark, 5c 5 75 Sweet Cuba, 5c 5 00 Sweet Cuba, 10c 11 10 Sweet Cuba, 1 lb. 5 00 Sweet Cuba, 16 oz. 4 20 Sweet Cuba, 1 lb. 5 00 Sweet Burley, 5c 5 75 Sweet Mist, 1/2 gr. 5 70 Sweet Burley, 24 lb. cs 4 30 Tiger, 1/2 gross 6 00 Tiger, 5c tins 5 50 Uncle Daniel, 1 lb. 50 Uncle Daniel, 1 oz. 5 22 Plug Am. Navy, 15 oz. 27 Drummond, Nat Leaf, 2 & 5 lb. 50 Drummond Nat. Leaf per doz. 95 Battle Ax 37 Bracer 37 Big Four 37 Boot Jack 31 Bullion, 16 oz. 46 Climax Golden Twins 38 Days Work 38 Derby 53 5 Bros. 48 Gilt Edge 48 Gold Rope, 7 to lb. 58 Gold Rope, 14 to lb. 58 G. O. P. 37 Granger Twist 46 G. T. W. 37 Horse Shoe 45 Honey Dip Twist 45 Jolly Tar 40 J. T., 8 oz. 35 Keystone Twist 46 Kismet 58 Nobby Spun Roll 58 Parrot 28 Peachey 45 Picnic Twist 49 Piper Heidisch 38 Red Lion 38 Sherry Cobbler, 10 oz. 26 Spear Head, 12 oz. 44 Spear Head, 14 1/2 oz. 44 Spear Head, 7 oz. 42 Square Deal 43 Star 37 Standard Navy 37 Ten Penny 30 Town Talk 14 oz. 30 Yankee Girl 32 TWINE Cotton, 3 ply 25 Cotton, 4 ply 25 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 24 Wool, 1 lb. bales 8 VINEGAR Highland apple cider 22 Oakland apple cider 17 State Seal sugar 13 40 grain pure white 10 Barrels free WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 90	Bushels, wide band 1 15 Market 1 15 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, small 6 25 Willow, Clothes, me m 7 25 Butter Plates Wire End or Ovals 1 lb., 250 in crate 30 1/2 lb., 250 in crate 30 1 lb., 250 in crate 30 1 lb., 250 in crate 35 1 lb., 250 in crate 40 1 lb., 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round Head 4 inch, 5 gross 55 4 1/2 inch, 5 gross 55 Cartons, 20 1/2 doz. box 30 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 28 No. 2 complete 28 Case No. 2 fillers, 15 sets 1 35 Case, medium, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 90 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 30 No. 2 pat. brush holder 40 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 1 00 3-hoop Standard 1 35 2-wire Cable 1 10 Cedar all red brass 1 25 3-wire Cable 1 30 Paper Eureka 1 25 Fibre 1 70 Toothpicks Birch, 100 packages 2 00 Ideal 85 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 45 Mouse, tin, 5 holes 65 Rat, wood 90 Rat, spring 90 Tubs 20-in. Standard, No. 1 7 50 18-in. Standard, No. 1 5 50 16-in. Standard, No. 1 5 50 20-in. Cable, No. 1 3 90 18-in. Cable, No. 1 3 90 16-in. Cable, No. 1 3 90 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 Washboards Bronze Globe 2 50 Dewey 1 75 Double Acme 4 75 Single Acme 4 75 Double Peerless 4 75 Single Peerless 4 75 Northern Queen 3 90 Double Duplex 3 75 Good Luck 3 75 Universal 3 90 Window Cleaners 12 in. 1 65 14 in. 1 35 16 in. 2 30 Wood Bowls 12 in. Butter 1 50 15 in. Butter 2 25 17 in. Butter 4 15 19 in. Butter 6 10 Assorted, 12-15-17 3 00 Assorted, 15-17-19 4 25 WRAPPING PAPER Common Straw 2 Fibre Manila, white 3 Fibre, Manila, colored 4 No. 1 Manila, colored 4 Cream Manila 3 Butchers' Manila 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 FRESH FISH Per lb. Whitefish, Jumbo 14 Whitefish, No. 1 12 Fresh, frozen 12 Strictly fresh 15 Trout 13@15 Halibut 10 Herring 14 1/2 Bluefish 29 Live Lobster 29 Boiled Lobster 29 Cod 8 Haddock 8 Pike 12 Perch 8 Smoked, White 12 1/2 Chinook, Salmon 15 Mackerel 12 Finnan Haddie 12 1/2 Roe Shad 6 Shad Roe, each 6 Speckled Bass 8 1/2 HIDES AND PELTS Hides Green No. 1 7 1/2	Green No. 1 7 1/2 Cured No. 1 7 1/2 Cured No. 2 7 1/2 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured No. 1 12 Calfskin, cured No. 2 12 1/2 Pelts Old Wool 30 Lamb 30@1 00 Shearlings 30@1 00 Tallow No. 1 5 No. 2 5 Wool Unwashed, med. 10 Unwashed, fine 10 CONFECTIONS Stick Candy Standard 5 Standard H H 5 Standard Twist 5 Jumbo, 32 lb. 5 Extra H H 10 Boston Cream 15 Eng stick, 30 lb. case 5 Mixed Candy Grocers 5 Competition 5 Special 5 Conservé 5 Royal 12 Ribbons 10 Broken 5 Cut Loaf 5 1/2 Leader 5 Kindergarten 10 French Cream 5 Star 10 Hard Made Cream 10 Premio Cream mixed 14 Paris Cream Bon Bons 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 12 Peanut Squares 12 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 12 Lazengs, plain 12 Champion Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 14 Quintette Chocolates 14 Champion Gum Drops 14 Moss Drops 14 Lemon Sours 14 Imperial 14 Van. Cream Bon Bons 12 Golden Wafles 12 Red Rose Gum Drops 14 Auto Bubbles 14 Fancy-in 3lb. Boxes Old Fashioned Molasses Kisses 14 Orange Jellies 14 Lemon Sours 14 Old Fashioned Horehound drops 14 Peppermint Drops 14 Champion Choc. Drops 14 H. M. Choc. Drops 14 H. M. Choc. Ld. and 14 Dark, No. 12 14 Butter Sweets, as'd 14 Braniant Gums, Crys. 50 A. A. Licorice Drops 30 Lazengs, printed 45 Lazengs, plain 50 Imperial 50 Mottos 50 Cream Bar 50 H. M. Peanut Bar 50 Hard Made Crms 10@10 Cream Wafers 50 String Rock 50 Wintergreen Berries 50 Old Time Assorted 1 15 Cluster Brown Good 1 50 Up-to-date Assortm 1 75 Ten Strike No. 1 4 50 Ten Strike No. 2 4 50 Ten Strike, Summer assortment 6 75 Pop Corn Cracker Jack 1 25 Giggles, 5c pkg. cs. 1 50 Pop Corn Balls 1 25 Anulink 100s 1 25 Oh My 100s 1 25 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragon 18 Almonds, Drake 18 Almonds, California 18 soft shell Brazil 18@18 Filberts 18@18 Cal. No. 1 18 Walnuts, soft shell 18@18 Walnuts, Market 17 Table nuts, fancy 18@18 Pecans, medium 18 Pecans, ex. large 14 Pecans, Jumbos 18 Hickory Nuts, per bu. 18 Ohio, new 18 Cocoanuts Chestnuts, New York State, per bu. 18 Shelled Spanish Peanuts 9 1/2 Pecan Halves 9 1/2 Walnut Halves 9 1/2 Filbert Meats 9 1/2 Alcanta Almonds 9 1/2 Jordan Almonds 9 1/2 Peanuts Fancy H P Suns 9 1/2 Roasted 9 1/2 Choice, raw, H. P. Jumbos 9 1/2



## Special Price Current

### AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

### BAKING POWDER

#### Royal



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

### YOUR OWN PRIVATE BRAND



Wabash Baking Powder Co., Wabash, Ind.

80 oz. tin cans .3 75  
32 oz. tin cans .1 50  
19 oz. tin cans .85  
16 oz. tin cans .75  
14 oz. tin cans .65  
10 oz. tin cans .55  
8 oz. tin cans .45  
4 oz. tin cans .35  
32 oz. tin milk pail .2 00  
16 oz. tin bucket .90  
11 oz. glass tumbler .85  
6 oz. glass tumbler .75  
16 oz. pint mason jar .85

### CIGARS

Johnson Cigar Co.'s Brand



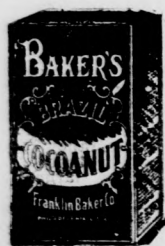
S. C. W., 1,000 lots .31  
El Portana .33  
Evening Press .32  
Exemplar .32  
Worden Grocer Co. Brand

### Ben Hur

Perfection .35  
Perfection Extras .35  
Londres .35  
Londres Grand .35  
Standard .35  
Puritinos .35  
Panatellas, Finas .35  
Panatellas, Bock .35  
Jockey Club .35

### COCOANUT

Baker's Brazil Shredded



10 5c pkgs., per case 2 60  
36 10c pkgs., per case 2 60  
16 10c and 38 5c pkgs., per case .2 60

### CLOTHES LINES

#### Sisal

60ft. 3 thread, extra..1 00  
72ft. 3 thread, extra..1 40  
90ft. 3 thread, extra..1 70  
60ft. 6 thread, extra..1 29  
72ft. 6 thread, extra..1 25

### Jute

60ft. .75  
72ft. .90  
90ft. .1 05  
120ft. .1 50

### Cotton Victor

50ft. .1 10  
60ft. .1 35  
70ft. .1 60

### Cotton Windsor

50ft. .1 30  
60ft. .1 44  
70ft. .1 80  
80ft. .2 00

### Cotton Braided

50ft. .1 35  
40ft. .95  
60ft. .1 65

### Galvanized Wire

No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE Roasted

Dwinell-Wright Co.'s B'ds



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; Symons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo.

### FISHING TACKLE

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

### Cotton Lines

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

### Linen Lines

Small . . . . . 20  
Medium . . . . . 26  
Large . . . . . 34

### Poles

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

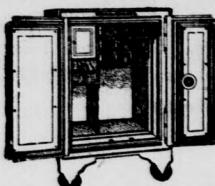


Small size, doz. . . . . 40  
Large size, doz. . . . . 75

### GELATINE

Cox's, 1 doz. large . . . . 1 80  
Cox's, 1 doz. small . . . . 1 00  
Knox's Sparkling, doz. 1 25  
Knox's Sparkling, gr. 14 00  
Nelson's . . . . . 1 50  
Knox's Acidu'd, doz. . . . 1 25  
Oxford . . . . . 75  
plymouth Rock . . . . . 1 25

### SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

### SOAP

Beaver Soap Co.'s Brand



100 cakes, large size .6 50  
50 cakes, large size .3 25  
100 cakes, small size .3 85  
50 cakes, small size .1 95

Tradesman Co.'s Brand



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

### TABLE SAUCES

Halford, large . . . . . 3 75  
Halford, small . . . . . 2 25

## Lowest

Our catalogue is "the world's lowest market" because we are the largest buyers of general merchandise in America.

And because our comparatively inexpensive method of selling, through a catalogue, reduces costs.

We sell to merchants only.

Ask for current catalogue.

## Butler Brothers

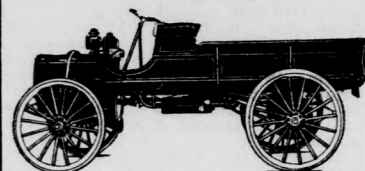
New York

Chicago St. Louis

Minneapolis

Be the Progressive Dealer in Your Town—Buy This

## Motor Delivery Wagon



Model D—1000 Pounds Capacity—\$900 00

## The Chase Wagons Are

Simple in Construction

Cheap to Maintain

Easy to Operate

Dependable and Durable

If you are alive to your best interests, write for catalog of the Chase Complete Line to

Adams & Hart

Western Mich. Agents

Grand Rapids, Michigan

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

## Outlast Shingles Slag or Tin

THERE is no question but that Reynolds Flexible Asphalt Slate is the most durable and satisfactory roofing material known today. It is practically indestructible. These slates are 8x13 inches in size, lay 4 inches to the weather, and because of their slightly flexible nature, are never broken by frost and ice.

## Reynolds Flexible Asphalt Slate

are made of asphalt (no coal tar) felt and crushed granite. Cost about one-half the price of quarry slate laid, and last much longer. Never need painting. Do not hold snow. Cannot stain rain water and are fire and lightning proof.

Reynolds Flexible Asphalt Slate makes a fine looking roof—fully up to quarry slate in appearance. We back them with a ten year guarantee, but know from years of experience that they will last many times that length of time. Write for free booklet on slate.

We also manufacture Asphalt Granite roofing in rolls.

H. M. Reynolds Roofing Co.

172 Oakland Ave.

Grand Rapids, Mich.

Established 1868

# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

**For Sale**—At public auction to the highest bidder, stock of general merchandise, splendidly located. Old-established business. Disagreement of partners, cause of trouble. An unusual opportunity. Will also receive bids on each individual stock, as follows: Groceries, boots and shoes, dry goods and clothing, hardware and paints, drugs, flour, feed, hay and straw, store fixtures, horses and wagons. Sale will be held at the store of Plumb-Hayes Merc. Co., Comstock Park, Mich., at 10 o'clock on the morning of April 12, 1911. Gilbert E. Carter, Receiver. 304

**For Sale**—Stock shoes, clothing and groceries and furnishing goods, located in one of the best towns in Michigan. No old stock. Address No. 321, care Tradesman. 321

**For Sale or Rent**—Store building, 100x80, suitable for general store, hardware, etc. Only one hardware store in town, room for two. Basement under entire store, with ironclad warehouse, 24x50, in rear of lots. Good living rooms overhead. Will make rent very cheap. For further information address R. J. Rosenfield, Portage, Wis. 312

## LISTEN, MR. MERCHANT

We are ready, right now, to conduct a business building, profit producing advertising campaign, that will increase your cash sales from three to six times, dispose of old goods, and leave your business in a stronger, healthier condition than before.

**Comstock-Griser Advertising & Sales Co.**  
907 Ohio Building Toledo, Ohio

I want to buy, for cash, a stock of general merchandise, clothing or shoes. Address Box 116, Bardolph, McDonough Co., Ill. 311

**For Sale**—Country store, general merchandise in small country town; will invoice \$2,000. Store building and three lots, \$800. Residence and one lot, \$600. J. J. Keever, Crotty, Kan. 310

**For Sale**—Bottling plant, business good all the year round. Big resort trade in summer. Must sell at once on account of sickness. Address No. 309, care Michigan Tradesman. 309

**Wanted**—Second-hand soda fountain outfit. Must be cheap. Box 187, Traverse City, Mich. 306

**New storeroom for rent** at Moline, Ill. First-class opening for live dry goods firm. Best street corner in city; 55x140 feet, three or four stories. Address R. C. Leedy, Moline, Ill. 307

**For Sale**—O snap for some one with the cash wishing a fine dry goods and millinery business; established 18 years; no old goods; excellent line of merchandise and doing a fine business. Best reason for selling. Will take 70c on the dollar if taken by April 10. Exclusive of spring goods. Stock will invoice about \$10,000; fixtures about \$1,000. Geo. W. Smith, Jefferson, Iowa. 308

**For Sale**—Stock clothing, shoes, furnishing goods and groceries. Inventorying about \$5,000. Good trade established and located in one of the best farming sections in the State. Address No. 318, care Tradesman. 318

**Ask me how you can double your profitable cash sales**, right now, with a clean cut, "Quick-action" selling plan. James Buswell, Kalamazoo, Mich. 317

**For Sale**—At a bargain, one Brecht butchers' refrigerator, 8x12x11 ft. Also one Stevens 10x8x10 1/2 ft. Both in excellent condition. Further particulars, write A. R. Hensler, Battle Creek, Michigan. 315

**For Sale**—Groceries, shoes and clothing stock, in fine shape. No trade. Must be cash. Answer at once. Stock inventories between \$5,000 and \$6,000. A1 farming country. Address No. 319, care Tradesman. 319

A man with \$2,000 cash and a thorough knowledge of the dry goods business, experienced buyer and advertiser, wishes to invest this amount, with services, in a well established dry goods or general store. Address No. 314, care Tradesman. 314

**For Sale**—A stock of clothing and gents' furnishings, including a nine year lease. Best location in city. Address No. 313, care Tradesman. 313

Fine chance for someone wishing to go into a good established shoe, clothing and grocery business in one of the best farming and fruit sections in Michigan. Address No. 320, care Tradesman. 320

We have desirable merchandise stocks for sale. Also good farms and city property to exchange for general stocks. Write us for results. Cusick Bros. & Co., Grand Rapids, Michigan. 325

I have for sale a first-class general stock in a good town; invoices between \$9,000 and \$10,000; did \$37,000 worth of business last year. Here is a good chance for someone. Address No. 323, care Michigan Tradesman. 323

I have just sold my general stock and am in the market for a good live stock, regardless of price. What have you to offer? Address No. 324, care Michigan Tradesman. 324

I will pay cash for a broken paper and paint stock. Address No. 322, care Michigan Tradesman. 322

**For Sale**—Drug store in summer resort locality. Established trade, fine location for physician. Good reasons for selling. Good farming country and small investment. Address No. 303, care Tradesman. 303

**For Sale**—\$6,000 general stock clean merchandise, Southern Minnesota town. Best of dairy country. Corner brick building; rent very reasonable. Two banks in town and only two stores. No trades considered. Address Box F, Wells, Minn. 301

**For Sale**—Best present opening in Michigan for doctor and druggist at Dansville. Established drug business worth \$2,500 and a good practice for the right man. Call on or address A. L. Randall, Dansville, Michigan. 299

**For Sale**—Up-to-date racket store; excellent location, town 10,500 population; good trade; well advertised; reason selling, other business. P. O. Box 310, Brownsville, Texas. 298

**SELLERS OF MERCHANDISE**—If you wish to sell your stock of merchandise, LIST it with W. D. Hamilton & Co., 1037 Main St., Galesburg, Ill. 297

**For Sale**—Greenhouse, nice plot, much land. Five-room house, located in largest summer resort in Northern Michigan. Taken on mortgage. I am too old to run it. Younger man can get rich here. Sacrifice price. Address J. G. Bain, Petoskey, Mich. 295

**For Sale**—A first-class stock of general merchandise, located in Genesee county, the best location in the town and at the right price. Address No. 291, care Tradesman. 291

Half interest in \$2,000 stock drugs, town 1,500, for \$600 to registered man, who must take charge and manage business. Address X, care Tradesman. 290

**Listen Merchants**. This is the time of year to get ready for an auction sale, no matter where located, how large or small, I give satisfaction and get more than you get otherwise and cash. Write me. I sometimes buy a stock and sell. Will be in Paxton, Illinois, from March 16 to 25. A. O. Dering, Merchandise Auctioneer, Centerville, Ind. 284

**For Sale**—Clean stock groceries and crockery, central location county seat of 4,000, general delivery. Address No. 282, care Tradesman. 282

**For Sale**—A drug stock in a good location. Established trade. No cut prices. Cash business. Expenses light. A bargain. Will give terms. Reasons for selling. Address Quinine, care Tradesman. 283

**For Sale**—Up-to-date grocery business, good county seat town 3,500. Cash deal, \$2,500 to \$3,000 stock and fixtures. Address No. 281, care Tradesman. 281

**Administrator Sale**—Two-story double store; lot, groceries, restaurant and rooming house; fixtures; annual sales \$6,000. Quick sale price, \$2,500. Chas. A. Sheffer, Fennville, Mich. 277

**For Sale**—One 300 account McCaskey register cheap. Address A. B., care Michigan Tradesman. 548

**For Sale**—Here is a splendid opportunity for someone. General stock merchandise. Will invoice about \$1,000. Store, depot, postoffice and living rooms under one roof. Good barn and 6 1/2 acres good land. Buildings in good repair. Cash for stock. Buildings and land on easy terms. E. A. Bromley, Englishville, Mich. 266

**For Sale**—\$1,500 stock groceries and hardware in new farming country Central Michigan. Last year's store sales \$10,000. Produce business connected, 40 cars potatoes shipped this season. Sell at invoice. Wish to go into auto business. Address No. 263, care Tradesman. 263

**For Sale**—Two Bowser self-measuring oil tanks nearly as good as new. One two-barrel steel floor tank, \$40, cost \$65. One two-barrel floor cellar tank \$50, cost \$75. Faye E. Wenzel, Edgetts, Mich. 262

**For Sale**—Soda fountain complete, including two tanks, counters, marble slabs, stools, bowls and work board. Good condition. A bargain for cash. Address Bellaire Drug Co., Grand Rapids, Mich. 244

**For Sale**—First-class grocery stock and fixtures of about \$1,500 in the best town in Michigan. No old stock. Have other business. Lock Box 2043, Nashville, Mich. 234

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

There has been millions of money made in the mercantile business. You can do as well. We have the location, the building and the business for you. We have all we wish and want to get out. Write us for full information. Address No. 220, care Tradesman. 220

**For Sale**—Drug stock and fixtures worth \$2,500. Will sell for \$1,500 if sold quick. Address W. C. P., care Tradesman. 100

**For Sale**—Stock of shoes and men's furnishings in one of the best country towns in this State. Is a moneymaker. Owner retiring. Agents need not apply. Address No. 201, care Tradesman. 201

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kauffer, Milwaukee, Wis. 92

Cash for your business or real estate. I bring buyer and seller together. No matter where located if you want to buy, sell or exchange any kind of business or property anywhere at any price, address Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Illinois. 304

**Safes Opened**—W. L. Slocum, safe expert and locksmith. 62 Ottawa street, Grand Rapids, Mich. 104

## HELP WANTED.

Local Representative Wanted—Splendid income assured right man to act as our representative after learning our business thoroughly by mail. Former experience unnecessary. All we require is honesty, ability, ambition and willingness to learn a lucrative business. No soliciting or traveling. This is an exceptional opportunity for a man in your section to get into a big-paying business without capital and become independent for life. Write at once for full particulars. Address E. R. Marden, Pres. The National Co-Operative Real Estate Company, L. 371 Marden Bldg., Washington, D. C. 305

**Wanted**—An experienced clothing and furnishing goods salesman. Address, stating experience, etc., N. M., care Tradesman. 316

**Wanted**—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

## SITUATIONS WANTED.

**Wanted**—Position by man 38 years of age, as manager of reputable, winning business. Eight years public, and 9 years of successful business experience. Must reserve some time to see to private interests. Grand Rapids preferred. Satisfactory references. Address No. 293, care Tradesman. 293

**Position Wanted**—Window trimmer and salesman, of many years' practical experience, abroad and in this country, desires position with a first-class house; age 27; quick and accurate; salary \$25. Have last been conducting own store, but capital to command not sufficient. Best of references. P. O. Box 155, Geneva, N. Y. 285

Want ads. continued on next page.

**Office Stationery**  
LETTER, NOTE AND BILL HEADS  
STATEMENTS, ENVELOPES, COUNTER BILLS.  
**TRADESMAN COMPANY**  
GRAND RAPIDS

## WHAT IS THE GOOD



Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else.

It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you—in printing.

**Tradesman Company**

Grand Rapids :: Michigan



## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 3—There is a steadier tone to the spot market than prevailed last week, and with the troublesome valorization question out of the way for a while, the trade will draw a breath of relief and settle to a steady basis. The stocks of Brazil coffee in store and afloat amount to 2,448,082 bags, against 3,343,014 bags at the same time a year ago. At the close Rio No. 7 is quoted in an invoice way at 12¼@12½c. Mild grades have settled into a quiet and steady channel, and holders look for improvement from now on. Good Cucuta is held at 13¼@13½c.

Stocks of teas in warehouses are very light—one will, in fact, have to go back a number of years to find so small a supply, and the outlook is for a higher range of values sooner or later. At the moment there is nothing of interest going on. Simply an every-day trade is being done and sales generally are of small lots.

Rice is decidedly dull. Buyers take supplies only large enough to keep up assortments and neither side seems to care whether school keeps or not. Prime to choice domestic, 4½@5½c.

In spices there is a very moderate supply of pepper, and if more animation were shown on the part of buyers there would doubtless be some advance in quotations. Ginger, cloves and nutmegs are steady and unchanged.

Open-kettle molasses is in very moderate supply and some advance has been made in quotations. The market is steady on other grades. Good to prime centrifugal, 25@32c. Syrups are well held at 25@27c for fancy.

For the first time in weeks there is said to be a showing of activity in canned corn. It is argued now that supplies have been pretty well cleaned up and holders are hanging on tight. All hands look for a good canned goods year. Southern Maine style corn is moving at about 75c. Western packers hold seconds peas at 95c, but buyers are not falling over each other to take supplies at this quotation. The finer grades do not seem to be wanted, but are very firmly sustained. Tomatoes, both spot and futures, remain very quiet, and while rates for spots are perhaps no lower, they certainly seem to tend that way. Future tomatoes, we may say, are almost entirely neglected. Other goods are selling in about the usual manner.

Butter is certainly in a bad way and top grades are now working out at 20½c; extras, 19½c; firsts, 17@18c. These figures will certainly please the "ultimate consumer." Imitation creamery, 16@16½c; factory, 14½@15½c.

Whatever may be said of butter, cheese retains its former strength, and is quoted at as high a figure as at any time this year. New stock will soon be due. Full cream is now

held at 14½@16c for September make; good summer stock, 12@13c.

Eggs are doing better and the demand being of "Easter proportions" quotations have been advanced. Fresh gathered selected extras, 17½@18c; storage, 17c, and from this down to 13@14c.

## THE CARE WHICH PROTECTS.

An enthusiastic bird lover thought to help along the cause of increasing the songsters in his yard by building them a home. It was constructed with the utmost care and was indeed a model of architecture, and the fact that it became speedily the home of a pair of bluebirds was proof that there were no mistakes in its planning.

When the little birds were almost ready to fly the family cat concluded that it was time to take a hand in the matter. The mother bird was at home, but she, too, was a victim, for she was literally penned into the house. There was no escape.

Now the lad who is alert as to the proper planning of bird houses could have warned the owner of the yard that wire netting or some equally insurmountable guard should have been placed around the trunk of the tree, thus stopping the progress of Tabby. It is really worse to attract the birds with no such preventive than to allow them to seek the open branches, where at least they may themselves escape such harm, even if the nestling must perish.

We behold this mistaken friendship in every walk of human life. The inviting spots which offer elegance and ease without very much hard labor are often in the end as fatal to the occupant as is the unprotected bird house to its tenants. The plan for helping the birds is a noble one, properly worked out; but the deficiency in this one detail may prove fatal to them.

Help properly given may be the means of saving one from falling or helping him to rise after he has fallen. It should never be so proffered as to curtail his own resourcefulness. Make his position as alluring as possible, but let him still be so placed that his own ability shall not be curbed; his dependence placed upon others.

## CURBING THE TEMPER.

In all vocations there are times when one's temper is severely tried, and yet to give expression to the real feelings would but add to the trouble. "Don't you think," said a country merchant doing a thriving business, "that I do not every day of my life have these trials? If I allowed myself to succumb to them I should be in a quarrel with the entire community. I have learned that I can not afford it. Tact must rule rather than temper.

"For instance, a good customer comes in and gets to talking. In an absent-minded manner he sets his muddy foot upon a sack of flour. The first impulse is to tell him to take his foot down. He would doubtless

take both feet down and out, and it might be many a long moon before I caught sight of him again. But I know better than to do that. There are many neat little reminders which will not give offense and will not be noticed by others that will serve the purpose of saving both flour and the good will of the customer."

If the salted peanuts prove too tempting to the small boy, set them back out of reach. If the fruit is too alluring, cover it with tarlatan or keep a small box outside for sampling. Even if you do suffer waste in some line, better do this than give offense. Contrive against future losses in the same way, but bear in mind the fact that when you offend a good customer you may also give offense to a dozen of his friends. Reputation spreads like the ripples from a small pebble cast into the stream. A single discourteous act will not only make rough waters for a wide radius, but it is very apt to stir up the mud in the bottom. A runaway temper is worse than a runaway horse. You may replace the broken harness, but the broken friendship may be forever mutilated.

## BLISS THROUGH IGNORING.

Frances E. Willard recalled in after years the scheme of a dozen mischievous members of her class of seventy freshmen in the Northwestern University. Being unaccustomed to a woman teacher, they strove in various ways to test her efficiency; yet the instances cited prove her entirely equal to the occasion.

At one time they took advantage of a creaking door, entering and closing the door one at a time, the annoyance being thus manifold. To this Miss Willard was deaf and the recitation went on without her noticing the studied effort on their part to create disturbance. The next day a repetition of the programme was planned. But as the boys came in one by one, making a separate opening and shutting of the door in the gathering, they were each in turn surprised by its sudden silence. A trustworthy man had been employed to doctor the stiffened hinges with oil the night before, and the door now opened noiselessly. Tact had won and the boys had failed to carry the first point.

How many of the unpleasant incidents in life may be avoided by this charming plan of not noticing them. Although for a time they are inconvenient, unpleasant, even insulting, the trouble is but increased by allowing ourselves to notice them. If we can for the time step over them, shut our eyes and ears to their effects, and by some means remove them in the future without seeming to notice the annoyance, the victory is ours.

The lad who is ready to fight every time an offending word or look is received soon leads a pugilistic life. He is forced into it at every turn. The peace-loving lad comes out in the end with better treatment, and yet his victory is gained through

ignoring the things which stirred his more impulsive companion into a rage.

## THE HIGH GAUGE.

"Let your thermometer go up to 219 degrees before taking off the syrup," said an experienced sugar maker to a novice.

"But A. told me 216 degrees was his rule," was the reply, "although 215 is the notch marked for the finished product on the thermometer."

"True," was the reply; but it takes very little more work and only a trifle more sap to use the higher standard. The quality is, so much better that it amply repays."

The advice was followed. Before long a visitor came along, tested and at once bargained for some of the syrup. "I can get it of A.," he replied, "at a little lower price; but I do not quite like the quality. I suppose it is all right to put upon the market when boiled thinner, but we are used to having it thick and would rather give the higher price."

So it is the world over. The people would rather pay a little more and get the prime article than put up with the inferior one at the smaller price. While the medium grade of goods floods the market the first quality finds a good demand. It is so much more satisfactory to feel that your wares are securing praise; so pleasing to be made to feel that in offering them you are making yourself a bore to no one, but that people are crowding around you, glad to get your product.

Things half done may go for a time, but finally they are shoved aside to make room for something better. The man who just passes will receive just as good a diploma as the one who makes a class record of which he is proud; but it never wins real honors either in college or in after life. Strive to be at the head. It pays every time. There are the best places, the best rewards and the best chances for advancement.

One swallow does not make a summer—and neither does one good store in a town make a good town. But one enterprising and up-to-date store will set such an example to the others and cause so much competition that the whole community is profited thereby.

When a man does not feel that his little town is just about the finest place in the country and a little superior to the others surrounding it, then that man ought to move to the town he thinks superior.

## BUSINESS CHANCES.

For Sale—An up-to-date grocery stock. Business \$15,000 cash per year. Rent cheap. Fine location. Address No. 327, care Tradesman.

For Sale—Dry goods and shoes at Kalamazoo, suburbs. Will trade. Address No. 326, care Tradesman.

**ABUNDANT LIGHT AT SMALL COST**

**THE AUTOMATIC LIGHT.** Operated the same as electricity or city gas. No generating required. Simply pull the chain and you have light of exceeding brightness. Lighted and extinguished automatically. Cheaper than kerosene, gas or electricity. Write for booklet K, and special offer to merchants.

Consumers Lighting Co., Grand Rapids, Mich.





**T**HE grocer really doesn't want to sell bulk starch.

He realizes the trouble and loss in handling it—scooping and weighing and putting it in a paper bag, to say nothing of the little broken pieces which settle

at the bottom of the bin and which he can't well serve to his customers.

But what is there to take its place?

Argo—the perfect starch for all laundry uses—hot or cold starching—in the big clean package to be sold for a nickel. That's the answer.

You don't have to explain it but once to your customer—If she tries it, she'll order it again. To sell Argo—stock it.

CORN PRODUCTS REFINING COMPANY

NEW YORK

## Fresh Goods

**J. W. RITTENHOUSE**

*Official Organizer for the Pennsylvania Retail Merchants' Association*



**WORDS OF  
The Wise Merchants**

"Some time ago I assisted in adjusting a fire loss for a grocer. Among the stuff set aside for adjustment of loss sustained was a lot of breakfast food supposed to be damaged by smoke. I opened several packages and found them not damaged by smoke—but decidedly stale.

"Among the Cereals put out as damaged by smoke, none of which had the least trace of smoke, were Kellogg's Toasted Corn Flakes, three other advertised brands and others, not one of them crisp and fresh but Kellogg's Toasted Corn Flakes. Why? Kellogg's was the only Cereal there not bought in quantity. Single case purchases kept it on the shelf fresh, crisp, wholesome and appetizing. From every standpoint, considering quality, capital or warehouse room, the square deal policy is the best and only policy for the Grocer."

Mr. Grocer, the *only* flaked food sold in America which allows you to buy *one* case at a time at the *bottom* price—and is sold to *all* buyers alike—is

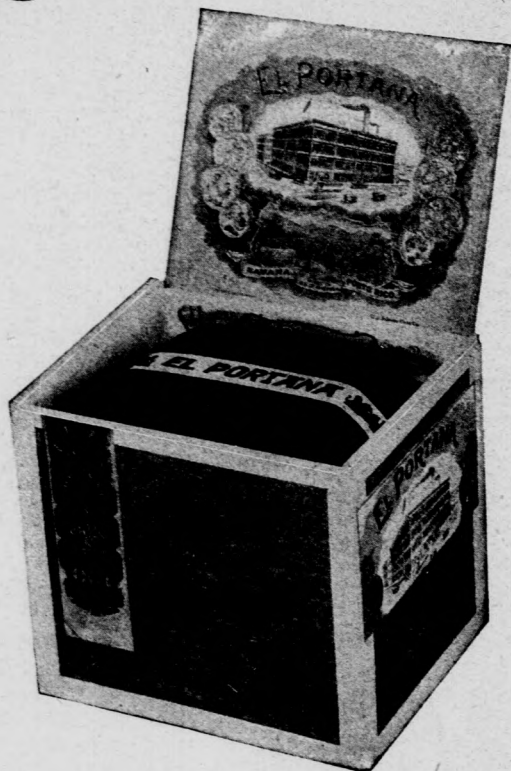
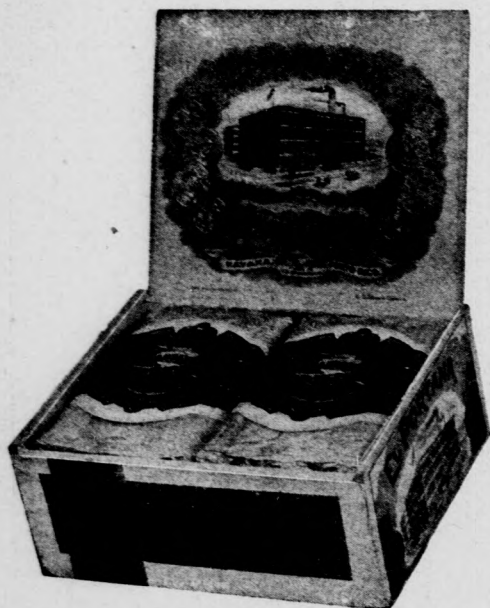
**"Won its FAVOR  
through its FLAVOR"**

**Kellogg's**

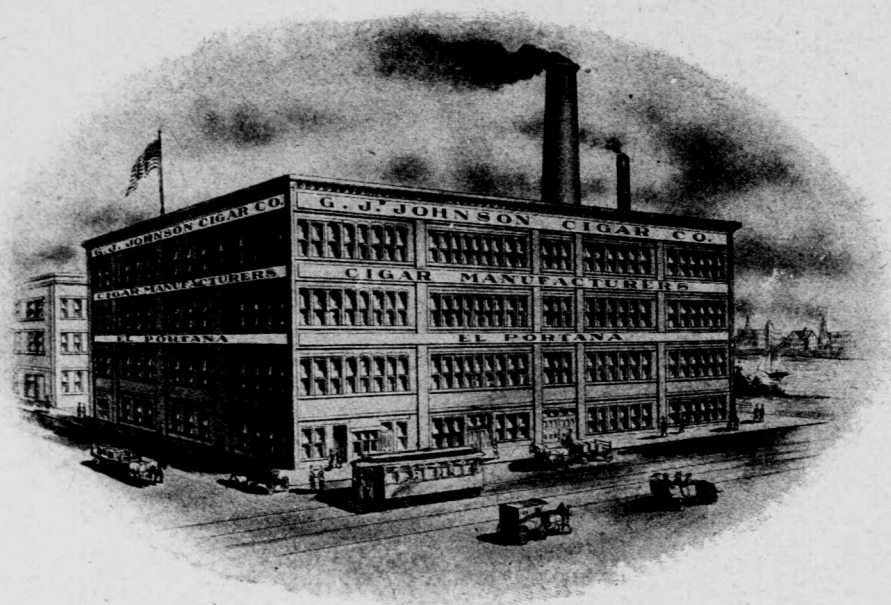




# EL PORTANA 5c CIGAR



"In a  
Class by  
Itself"



Manufactured  
Under  
Sanitary  
Conditions

Made in

## Five Sizes

**G. J. Johnson  
Cigar Co.**

Makers

**Grand Rapids, Mich.**

