

## Here Are the Profits You Don't Get

Mr. Merchant, if you were offered a line of goods that

Cost less than your present stocks,  
Turned quicker than your present stocks,  
Earned more than your present stocks,

You'd immediately place them upon your shelves and push them hard.

If you were offered a line of goods that

Required fewer salesmen,  
Advertised themselves,  
Appealed to more people,

You'd be foolish not to buy them, wouldn't you?

Then why have you not been pushing 5, 10 and 25 cent goods which combine *ALL THESE POINTS IN A SINGLE LINE?*

It is time to go after the profits that you've been passing out to your competitors.

We are National Headquarters for 5, 10 and 25 cent goods.

Write to-day for catalogue *F. F. 958*; go to our sample rooms (see list below) and ask our manager there to show you the best goods to buy, the best way to display them, and the cheapest way to sell them.

If you can't call, *WRITE*, and do it to-day before some more alert merchant steps in and takes the profits that ought to be yours.

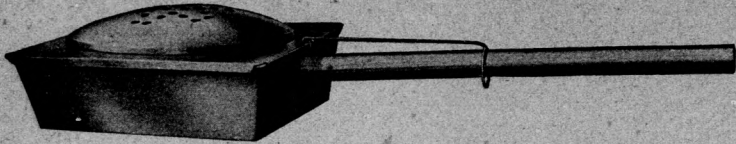
## BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS DALLAS

Sample Houses: Baltimore, Cincinnati, Kansas City, Milwaukee, Omaha, San Francisco, Seattle

## Lansing Crown Top Corn Popper



Seasons the corn just to suit the taste the same as in a spider or kettle. The unpopped corn falls automatically through the holes in the crown of the cover. This feature makes it out-sell any other popper made. Steel handle that can't get hot or burn off. Polished steel and perfect construction. If you want the popper business, buy this popper.

The Gier & Dail Mfg. Co., Lansing, Mich.



Did it ever occur to you that there is a reason back of forty years popularity of the

## Green Seal Cigar

It is uniform excellence and the best of workmanship.

The new sizes—Standard 3 for 25c. Regalia straight 10c—will convince you.

**Detroit Cigar Manufacturing Co.**  
Detroit, Mich.

W. C. Rea

## Rea & Witzig

A. J. Witzig

PRODUCE COMMISSION

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

"BUFFALO MEANS BUSINESS"

We make a specialty of live poultry and eggs. You will find this a good market. Ship us your poultry and eggs.

REFERENCES—Marine National Bank, Commercial Agencies, Express Companies, Trade Papers and hundreds of shippers.

Established 1873

## Don't Pay a Fancy Price for Vinegar

SEND US AN ORDER TO-DAY FOR

*Robertson's*  
COMPOUND

GRAIN, SUGAR AND GRAPE VINEGAR

The price is 13¼ cts. per gallon with one barrel free with each fifth barrel snapped this season

F. O. B. Kalamazoo, Lawton, Grand Rapids, Saginaw, Jackson, Detroit, Alpena, Traverse City or Bay City. F. O. B.

STOCK ALWAYS ON HAND AT THESE POINTS

An Ideal Pickling and Table Vinegar  
Satisfaction Absolutely Guaranteed

Lawton Vineyards Co.

::

Kalamazoo, Mich.

## Your Customers Need This Protection



WINTER'S chilling blasts have no terrors for the man who is wearing a Sunbeam Fur Coat—the kind that insures the maximum comfort and service at a minimum price. Sunbeam coats are made entirely in our own plant. We tan the furs and tailor each garment ourselves and know that it is perfect throughout.

## SUNBEAM FUR COATS

Are rapid sellers wherever shown. The line is broad. It possesses individuality and means satisfied customers.

If you are carrying the Sunbeam line, push it! If not, send for our special catalog of Fur Coats and get started right.

**BROWN & SEHLER CO.**  
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

**SNOWBOY**  
Won't hurt  
your hands

**SNOWBOY**  
Weighs more

**SNOWBOY**  
Good profits

**SNOWBOY**  
Washing powder

We are telling YOUR customers about SNOW BOY  
Washing Powder every day.

How much SNOW BOY have you in stock?

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

Quick Profits

# MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 17, 1912

Number 1478

## SPECIAL FEATURES.

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## TRAIL OF THE SERPENT.

In consequence of the strike of furniture workers last summer, which forced 6,000 men, either through sympathy or coercion—mostly coercion—to remain idle for eighteen months, during which time they received \$114,000 in strike benefits, while they could have earned \$2,000,000 by productive industry, local conditions are far from satisfactory. As the result of this loss in wages, the bank clearings showed a marked diminution, so far as increase over the previous year is concerned, the volume of business showed a decided loss and the furniture industry suffered a blow from which it will take many years to recover. Worse than all is the physical suffering the strike has precipitated. The city has never been compelled to deal so generously with this question as it has this winter. More men are out of work than ever before. Much more money will be required to take care of the poor people this winter and tide over the unfortunate than heretofore.

And to what purpose? In order that a half dozen lying labor leaders might disport themselves in luxury, ride in Pullman cars and take trips to Europe with their families.

The report of the State Labor Commissioner shows that 750 less men are working in our factories than was the case a year ago, which is a clear loss of at least \$500,000 a year to the city, besides the expense of maintaining the idle men by public and private charity.

Such are the fruits of unionism, or, properly speaking, such is the trail of the serpent. Any contact with unionism at any point smirches the victim and leaves the indelible impress of the torch and the bludgeon.

## Saginaw Is Assembling a Ball Team.

Saginaw, Jan. 16—The "Game of Rum," which the writer does not think needs an introduction to the boys, has been the pastime in this section the past week with the boys who tried to make their territory. Of course, they only played between trains, which were running from five to eighteen hours late, and, by the way, some of the boys checked up

when the train did come and said they wished it would never be late again.

No doubt, if everything goes well with Herb. Raum, he will move next fall where he can be nearer his territory, as he spent about two days in Deford this week waiting for a train to come through town and was the only one there, which made it hard for him, as he is the champion at Rum in Eastern Michigan, so he says.

Attention, U. C. T. baseball players! We wish to inform the managers of all U. C. T. baseball teams that Guy Bennett, manager and owner of the Saginaw team, is at work getting his players in shape for the coming season and several of us heard him say he was going to go to Bay City in June to the convention and cop the prize of State championship. His one hope is that Grand Rapids will come over with a ball team. As he remarked this week, he just waited to trim them to a T and knew his team could do it and says there is plenty of Saginaw money to back this statement up. He has several recruits who are expected to show wonders and, with the old members, such as Mark Brown, who has a State wide reputation at first base and is second only to Hal Chase, C. W. Taylor, who, no doubt, would be with some major league team if it were not for his family, and Ralph Cuyler, the crack catcher who has had several offers to play with the big league boys but has always refused to sign a contract on account of the salary question, and several others, there is no question but what Guy will be able to do all he expects to. We don't want him to know we have said anything about this to the other managers, as it is a secret.

George Drury, of Port Huron, is confined to his home with his face in a badly frozen condition, which was caused from making a drive Tuesday from Avoca to Yale. We have not had a late report from him, but trust he is getting along in good shape. He has the sympathy of all the boys.

Don't forget the U. C. T. meeting Saturday, Jan. 20, and also that Secretary H. E. Vasold will be ready for dues, etc.

H. W. Sullivan, formerly with the United Supply Co., opened an office January 2 in the John Conley building and is acting as manufacturers' agent in factory and mill supplies. He reports business as opening up very good, as he has closed several good deals the past week. C. S. F.

And some of our oldest colleges still retain their faculties.

## Waffled Down From Grand Traverse Bay.

Traverse City, Jan. 16—We are pleased to report at this writing that Kenneth Livingstone is on the mend, after being ill for four weeks.

Boyne City's new hotel, the Wolverine, was opened for the public Jan. 15. Surely the boys, as well as her citizens, can be proud of such a hostelry. It is in charge of Chas. Renner, who has been connected with the famous Harvey system, of the Santa Fe Railroad, for years. The hotel will be run on the American and European plan. Rates, \$2.50 and up, with a charge of 75 cents and up on the European plan. It will be up-to-date in every respect. Thanks to Boyne City!

We do wish Bill Smith success, and if ever you do return to these sections, remember, Bill, you are always welcome.

Grand Counselor George B. Crow and John A. Hach, Jr., chairman of the Legislative Committee of the United Commercial Travelers, expect to meet with Governor Osborn at Lansing within a week in regards to the hotel regulation laws for our State and you can just bet there is going to be something doing. Will try and give particulars later.

E. C. Below, of Manistee, surely had one slipped over on him recently, for after loaning a fellow traveler \$10 about two months ago, he received the following: "Enclosed please find the ten which you loaned me some time ago and I surely thank you for same." But the letter was short the ten and now Ernie can no locate his man. Kindly have the letter framed, with his compliments.

Fred C. Richter.

## Regards the Store as a Jonah.

Charlotte, Jan. 16—With the closing of the dry goods store of David B. Satovsky, the people of this place have come to regard that particular store building as having some kind of a hoodoo attached to it. There is a long list of firms that have either failed or closed out their business in that building. In the past six years Satovsky is the third man to close his store, although the other two were not closed by order of the sheriff. Fred W. Loveland conducted a dry goods store which he closed out several years ago. Next came Chas. E. Morgan & Son, who closed out their dry goods stock four years ago. Before that the older residents speak of several firms who operated a store at the stand for a few years and then disposed of their business. Mr. Satovsky has declared himself a bankrupt and returned to Detroit, where his father is engaged in the furniture business. Mr. Satovsky has had two

fires during his few years in this city, the last one occurring a few months ago. For a short time he operated a branch store at Eaton Rapids, which he was compelled to abandon because of his inability to secure a competent manager. It is understood that Mr. Satovsky has signified his desire to settle with his creditors without resorting to the red tape of bankruptcy proceedings, providing they wish to settle. He declares his liabilities as nearly \$17,000, with but \$7,000 assets. Mr. Satovsky has been hard pressed for some time, but has made a strong effort to weather his financial troubles. Last Thursday a \$200 judgment was served on him, which he paid on the spot, to prevent his store being closed.

## Preservative Used in Fountain Flavorings.

Lansing, Jan. 16—To State Analyst Fern L. Shannon, of the Michigan Dairy and Food Department, is accorded the honor of determining the preservative that certain New York manufacturers of fruit syrups sold at soda fountains have been using for some time. Shannon says that the substance is formic acid, a preservative exploited in European countries under various names for several years.

Shannon says that formic acid retains the taste and natural flavor of the fruit and at the same time prevents the product from becoming sour. However, he calls attention to the fact that the pure food law of Michigan requires that the name of foreign substances shall be stamped on packages and he declares that this has not been done.

Parker Dykes, who covers the Western States for the Couple-Gear Freight-Wheel Co., of this city, is spending a few weeks at the U. B. A. Hospital, as the result of an operation for hernia. Mr. Dykes is making rapid progress toward recovery and will soon be on the warpath again.

Menominee—The A. Spies Lumber & Cedar Co. has merged its business into a stock company, under the style of the Spies-Thompson Lumber Co., with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash.

Greenville—The Canada Mills Co. has engaged in business to manufacture and sell clothing and other products of cloth, with an authorized capital stock of \$50,000, all of which has been subscribed, \$10,000 being paid

Home is the place where many a man shows up at a disadvantage.

## FIFTY YEARS AGO.

## Facts About People of the Long Ago.

Written for the Tradesman.

Charles J. Kruger and M. P. Booth were associated in the manufacture of saddles, harness and trunks fifty years ago. Their store and factory were located on the south side of Monroe street, near market. Mr. Kruger was prominent in the Masonic fraternity and held many positions of distinction and power in the various lodges of the order. The firm dissolved in 1870 and Mr. Booth moved to Muskegon, having purchased the National Hotel property in that city. He managed the hotel successfully several years and retired from business after the destruction of his house by fire. Mr. Kruger continued the harness business in Grand Rapids several years after the retirement of Mr. Booth from the firm. He was succeeded in trade by Aaron Vandenberg.

Christopher Kusterer established a small brewery on East Bridge street, corner of Ionia, about sixty years ago. He was a popular German and the products of his brewery met the approval of all who indulged in the Gambrinian beverage. He was succeeded by the Grand Rapids Brewing Co. Mr. Kusterer, accompanied by Frederick Spaeth and George Hottinger, started for Chicago from Grand Haven upwards of thirty years ago on the steamer Alpena, of the Goodrich line. The steamer went

down in a furious gale that swept Lake Michigan a few hours after leaving port. Several days later the body of Mr. Spaeth was discovered lying in the water near the shore a few miles south of Holland and brought to Grand Rapids for burial. The bodies of Mr. Kusterer and Mr. Hottinger were never recovered. George, a nephew of Mr. Spaeth, is the Treasurer and Assistant Manager of the Majestic Theater.

On the ground now covered by the Aldrich building, on Ottawa street (occupied by the Kent State Bank), William Laraway operated the Excelsior Marble Works. Laraway was skilled in cutting marble by hand and turned out many handsome tombstones and small monuments. Very much of the work he performed with hand tools is now done by machinery. When Laraway sold his property on Ottawa street he moved to Fisk's Lake and opened a shop on the Robinson road, near the bridge over Coldbrook. He built the fine mansion now owned by Charles P. Limbert on the opposite side of the highway.

Louis L. Launiere was a maker of window blinds and lived at the Bridge Street House. Afterward he worked in the furniture factories, represented the eighth ward in the Common Council several terms and finally landed a good job in the money order department of the postoffice.

David S. Leavitt sold footwear in a store located on the south side of Monroe street, "between Greenwich

and Officials streets (now Ionia and Commerce). Mr. Leavitt also bought and sold real estate and in 1865 he owned the northeast corner of Pearl and Ottawa streets, now occupied by the Houseman building, where he resided. He also erected the stone house that surmounts a series of terraces on the northwest corner of Barclay and Lyon streets. Formerly it was easy of access, but the cutting away of Lyon street hill by the city left the house far above the new grade line.

William B. Ledyard and Moses V. Aldrich, a son-in-law, manufactured fanning mills, chain pumps and cheese and milk safes on the southeast corner of Division and Maple streets, the site of St. Andrew's cathedral. Mr. Ledyard was a resident of Plymouth fifty years ago, but later he moved to Grand Rapids. The fanning mill was considered a necessary part of the machinery equipment of every farmer. It was used for cleaning wheat after the grain came from the old-fashioned flails of the hand threshers or the useful but imperfect threshing machines.

C. W. Leffingwell, an attorney and justice of the peace, was the father of Mrs. D. H. Waters, mother of Dudley E. Waters. Leffingwell went to the front in one of the Michigan regiments upon the outbreak of the Rebellion and came home with a well-earned commission as Colonel at the close of the conflict. He re-

sumed the practice of law and died a few years later.

Francis Letellier, who located in Grand Rapids in 1856, was a clerk in the employ of L. H. Randall. In later years he was a member of the firm of Robinson, Solomon & Co., manufacturers of lumber. He is still in business, operating a plant in the manufacture of interior finishes. In 1878 he was elected Mayor of the city as the nominee of both the Republicans and Democrats, defeating Henry S. Smith, the nominee of the Greenback party. Mr. Letellier is one of the vestry of St. Mark's church and gives personal attention to the parish house and the church building. A few years ago, when an offer was made by the Board of Education for the church property, very strenuous objections to its sale were made by present and former parishioners. Martin A. Ryerson, of Chicago, was of their number. Rather than permit the church to be sold or used for other than religious purposes, he offered to contribute whatever sum the parish might need to improve and retain the property. No church in the city is protected by sentiment so strongly as is old St. Mark's. "My father and mother were married in that church by Rev. Dr. Cuming," one gray-haired parishioner exclaimed. "I was baptized in that church by Rev. Dr. Tustin and wedded my wife later before its sacred altar. My father, mother and sister died and the service of the church was read over their remains

# Preferred Life Insurance Co. of America

A GROWING COMPANY

Under Progressive Management

Essentially a Michigan Company

Insurance in Force \$2,325,130.00

Home Office—Grand Rapids, Michigan

## FINANCIAL CONDITION

As of December 30, 1911

### ASSETS

Michigan Municipal Bonds and First Mortgage Securities	\$156,105.84
Cash	26,091.34
Accrued Interest and Deferred Premiums	4,987.58
Agents' Balances	3,210.08
Bills Receivable	59.60
<b>Total Gross Assets</b>	<b>\$190,454.44</b>

### LIABILITIES

Reserve	\$ 30,416.00
Unpaid Death Claims	(none)
All other Liabilities	497.04
Capital and Surplus to Policyholders	159,541.40
	<b>\$190,454.44</b>

### OFFICERS

James R. Wylie, President  
E. Golden Filer, Vice President

Clay H. Hollister, Treasurer  
Claude Hamilton, Vice President

William A. Watts, Secretary and General Manager  
William H. Gay, Vice President

### DIRECTORS

Lewis H. Withey, Grand Rapids  
Henry Idema, Grand Rapids  
Clay H. Hollister, Grand Rapids  
John B. Martin, Grand Rapids  
R. W. Irwin, Grand Rapids  
Arthur H. Vandenberg, Grand Rapids  
William H. Gay, Grand Rapids  
L. A. Cornelius, Grand Rapids  
E. Golden Filer, Manistee

Frank J. Cobbs, Cadillac  
Patrick Noud, Manistee  
R. E. Olds, Lansing  
Chalmers Curtis, Petoskey  
James R. Wylie, Grand Rapids  
C. W. Garfield, Grand Rapids  
Claude Hamilton, Grand Rapids  
Guy W. Rouse, Grand Rapids

Lee M. Hutchins, Grand Rapids  
Van A. Wallin, Grand Rapids  
A. G. Dickinson, Grand Rapids  
William A. Watts, Grand Rapids  
J. S. Stearns, Ludington  
C. C. Billingshurst, Muskegon  
Fred A. Diggins, Cadillac  
Charles A. Peck, Kalamazoo

Life Insurance furnished at a lower net cost than any other Legal Reserve Company

in old St. Mark's. Do you suppose I would ever consent to its sale? Not in a thousand years!" the old man vehemently exclaimed, thereby voicing the sentiments of hundreds of communicants. Nothing less than fulfillment of the sometimes whispered proposition to open and extend Pearl street eastward to Barclay street would serve to raze old St. Mark's.

The first mail route agent on the Detroit & Milwaukee (now Grand Trunk) Railroad was Benjamin Luce. His home for many years was located on the south side of Fountain street, between Division and Ionia streets. Luce was an officer in one of the Michigan regiments in the Civil War and returned with a captain's commission when peace was declared to engage in the real estate business. Two sons, Frank W. and Ambrose, are well remembered by old settlers. Frank was a circulator for one of the daily newspapers and Ambrose an expert billiard and pool player. He did little else and earned a comfortable living by giving exhibitions and playing for small wagers.

Charles D. Lyon, still a resident of the city, was a clerk in the office of the American Express Co., of which his father, T. H. Lyon, was the agent. His brother, T. H. Lyon, Jr., was a dealer in drugs and medicines. Another brother, James D. Lyon, was a clerk during many years in the postoffice.

McCray Brothers & Co. operated a machine shop located on Market street on the ground now owned by

Charles N. Remington and occupied by the William A. Berkey Furniture Co. One of the brothers, Gilbert M. McCray, was elected Mayor of the city during the first decade of its life.

Lawrence McCurdy, who died a few months ago, sold groceries and provisions on Stocking street, near West Bridge street. He invested his savings in real estate and acquired a competency through thrift and industry.

Arthur S. White.

#### Preliminary Arrangements For Traverse City Convention.

Bay City, Jan. 16—What are you going to do on February 13-14-15, 1912?

If you want to use these dates to the very best possible advantage, make your plans to attend the annual convention of the Retail Grocers' and General Merchants' Association of Michigan, which will be held in Traverse City at that time.

The convention won't be a social gathering, although the entertainment features will not be neglected, but the meetings will be participated in by the aggressive and hard-headed retail merchants in your line, prepared to talk over plans for solving the very problems that you are confronted with every day in your own business.

Now, be square with yourself. Is there any real good reason why you should not take an active part in this commendable movement? Your store would continue doing business if you

were laid up with sickness, wouldn't it? Certainly! Then break away and take advantage of this opportunity to meet personally with and profit by the experiences of the progressive dealers who will be at this convention.

If you want any further information about the meetings, drop a line to

M. L. DeBats, Pres.

Port Huron, Jan. 16—The time is approaching for the annual convention in February and the Traverse City Association is working over time on the proposition. So far the following associations have elected delegates:

Detroit—M. J. Maloney, Geo. V. Rowe, J. C. Currie, J. C. Metzner, Geo. W. Faulman, E. J. Schmidt, W. J. Cusick, John A. Altfettis, E. W. Deiss.

Lansing—J. Van Winkle, F. J. Christopher, M. C. Bowdish, A. P. Walker, D. Glenn, A. D. Olin, Chas. Reck, A. Roller, Wm. Saier, A. E. Carman, F. L. Hoff, Chas. Bantel.

The following merchants have taken out individual membership and will attend the convention:

Gundry & Son, Grand Blanc.  
C. D. Andrews, Colling.  
W. O. Whitfield, Pontiac.  
A. H. Saur & Co., Kent City.  
Chas. P. Lillie & Son, Coopersville.  
L. G. Van Liew, Bellaire.  
F. D. Avery, Tecumseh.  
Chas. H. Coy, Alden.  
Port Huron will elect delegates

this week and will send ten or fifteen.

Delegates from the eastern part of the State will gather at Saginaw on the 12th and proceed to Traverse City in a special car, if the necessary arrangements can be made.

J. S. Percival, Sec'y.

#### Making Artificial Sponges.

An artificial sponge, the outcome of German ingenuity, is now to be had. The process of making it consists principally in the action of zinc chloride on pure cellulose. This results in a pasty, viscous mass, which is mixed with coarsely grained rock salt. Placed in a press mold armed with pins the mass is pierced through and through until it appears traversed by a multitude of tiny canals, like the pores of a natural sponge. The artificial sponge swells up with water, but hardens on drying, just like its prototype, and it can be employed for all the purposes that are usually assigned to the genuine article.

#### How He Escaped.

One of the boys had broken one of the school rules and no one would own up. The teacher announced that he would thrash the whole class if some one did not tell him who had committed the offense. All were silent, and he began with the first boy and thrashed every one in the class until finally he reached the last one. Then he said, "Now, if you will tell me who did this, I won't thrash you." "All right, sir. I did it," was the reply.

## Makes Money Going and Coming

Your profits come two ways on Dandelion Brand Butter Color, viz:

Way No. 1.—Sales to your buttermaking customers.

Way No. 2.—Sales of these customers' butter.

In addition to this, you get credit for handling the best article of its kind in the world. Dandelion Brand Butter Color is positively without equal. It gives a rich, golden June shade. It never turns rancid or sour.

It doesn't affect the taste, odor or keeping qualities of butter. It is endorsed by every authority. And its action is always safe, its color always uniform.

You owe it to yourself and to your trade to send an order for Dandelion Brand Butter Color. Send it now—while you think of it.

### Dandelion Brand

THE BRAND WITH



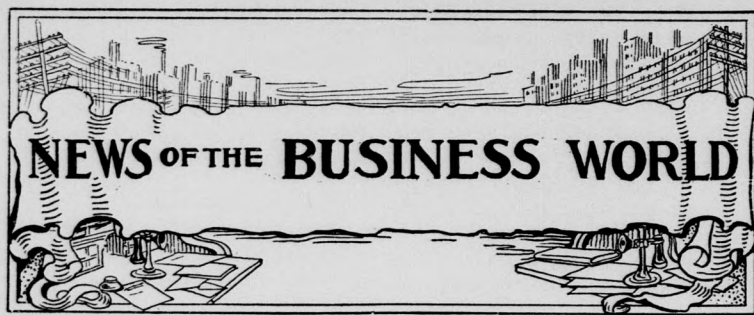
### Butter Color

THE GOLDEN SHADE

We guarantee that Dandelion Brand Butter Color is purely vegetable and that the use of same for coloring butter is permitted under all Food Laws—State and National.

## Wells & Richardson Co., Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



### Movements of Merchants.

Butternut—R. S. Fuller has engaged in the harness business here.

Jackson—Buehler Bros. succeed E. S. Bazley in the meat business.

Mackinaw—Wheeler Bros. succeed Christian Dietz in the grocery business.

Detroit—The Acme Sales Co. has increased its capital stock from \$3,000 to \$10,000.

Freeport—Miss Elva Foglesong will open a millinery store here March 1.

Hart—M. H. Hunkins & Co. succeed George H. Burns in the shoe and men's furnishing business.

Corunna—Kay & Mills, grocers, have dissolved partnership, Mr. Kay taking over the interest of his partner.

Detroit—The W. A. Miller Co., dealer in lumber, has increased its capital stock from \$50,000 to \$100,000.

Elsie—Dr. W. S. Bell, druggist, has sold his stock to John Grover, recently of Alma, who has taken possession.

Alma—George Ricketts, of Madison, Ind., has purchased the shoe stock of F. E. Pollasky and taken possession.

Hodunk—Fred Coster and Abram Ralston have formed a co-partnership and purchased the general stock of Alva Myers.

Holt—H. E. Gunn and George Froedtert have formed a co-partnership and purchased the grocery stock of Clapham Bros.

Byron—Guy David, recently of Vernon, has purchased the Neal & Shadbolt hardware stock and will continue the business at the same location.

Fowler—Fred L. Sturgis has sold his stock of drugs and paints to Albert Martin and Eli Breneman, who have formed a co-partnership and taken possession.

Dimondale—A. W. Nesbitt has sold his jewelry, bazaar and millinery stock to Mrs. Nellie Cameron, who will continue the business at the same location.

Detroit—The Lucky Curve Sales Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in cash.

Caro—The Tuscola Elevator Co. has engaged in business with an authorized capital stock of \$20,000, of which \$15,000 has been subscribed and paid in cash.

Gwinn—A. D. Bohrer has sold his stock of drugs to A. G. Buckman, formerly of Munising, who will con-

tinue the business under the style of the Gwinn Pharmacy.

Scottville—Charles O. Neff has sold his meat stock to Pearl Arnold and Rolland Miller, who have formed a copartnership and will continue the business at the same location.

Pinconning—Fire which started in the grocery store of Mrs. Mary S. Stevens consumed the building and stock, also the building and contents of the jewelry store of F. A. Goyar.

Detroit—A new company has been organized under the style of the Fields Cloak & Suit Co., with an authorized capital stock of \$15,000, all of which has been subscribed and paid in cash.

Lake City—Chick & Wolverton, grocers, have made an assignment. Henry Miltner, assignee, has closed the store and will invoice the stock. It is believed that the assets are sufficient to pay all claims.

Detroit—A new company has been organized under the style of the Wolverine Hardware Co., with an authorized capital stock of \$50,000, of which \$25,000 has been subscribed and \$10,000 paid in cash.

Morrice—Rann Bros., who conduct general stores here and in Perry, have dissolved partnership. Earl Rann will continue the store here under his own name, while Morton Rann will conduct the Perry store.

Ionia—H. A. Rich completed his twenty-ninth year as a local grocer Dec. 30. For seventeen years Mr. Rich was in business in the store just east of where he now is and for the past twelve years he has been in his present location.

Kalamazoo—O. L. Hartman, recently of South Bend, Ind., has reopened the bakery and delicatessen store formerly conducted by C. W. Hodges, on Oak street. He has added a line of fancy groceries and confectionery to his stock.

L'Anse—Joseph Cohl and David Levitan, of Chicago, have formed a co-partnership and leased the Campbell building, which they will occupy with a general stock of merchandise about February 15. The store will be under the management of Mr. Levitan.

Cheboygan—M. Klassen, of Manistee, has leased a store building at 400 North Main street and will occupy it with a stock of men's, women's and children's clothing. The store will be under the management of C. F. Cressy, recently of Traverse City.

Adrian—Eugene Crane, of the wholesale grocery house of Morland,

Brown & Crane, of this city, well known figure among the business men of this part of the State, died Jan. 11 of heart disease. Mr. Crane was 64 years old. About two weeks ago he was injured by a fall, sustaining a broken knee cap. Since that time he had been confined to his home. His death was entirely unexpected. He leaves a widow and one son, Harold, a professor in a Boston technical school.

Shelby—J. E. MacGregor has not decided just what disposition will be made of the R. K. Gellatly stock of general merchandise, but he expects to take over another similar stock in a Central Michigan city, in which case a closing out sale will be made of the stock here and the remainder moved and combined with the other stock. C. A. MacGregor has recently purchased a lot in the industrial section of Detroit and in the spring a store building will be erected thereon which will serve as headquarters for the operations of MacGregor Bros. in trustee and bankrupt stocks.

Bad Axe—The business men of this city recently received a shock that almost took their breaths when Luella M. Burton, special agent of the State Department of Labor, began investigating the separate business houses regarding the number of hours female help is putting in. A State law of 1909 provides no male under 18 years, or any female shall work longer than fifty-four hours a week or nine hours per day. It was found by the agent that there were a number of cases where the law was not being observed, which resulted in her having quite a number of the leading business citizens of the city arraigned before Justice Skinner and fined \$10. No costs were imposed. Men will no doubt take the places of the girls.

Flint—The local police are looking for a young man of prepossessing appearance who worked the bogus check game on several merchants here early this week. The checks were all made out for \$10.80 and signed with the name of a local contractor. In each instance the young man offered one of the worthless checks in payment for a small bill of goods and pocketed the change handed over by the unsuspecting victims. Three of the checks are in the possession of the police and it is believed that there are several others yet to be heard from. The swindler managed to get out of town without having his identity discovered.

Chesaning—The Stuart & Perrot grain elevator here was recently destroyed by fire, together with a large stock of grain and beans. The loss is estimated at \$20,000.

### Manufacturing Matters.

Sigma—Bice & Yeomans have their feed mill completed and in operation.

Mason—H. R. Traver, recently of Williamston, has opened a rug factory here.

Detroit—The Robert Keller Ink Co. has increased its capital stock from \$20,000 to \$60,000.

Ann Arbor—The Buckhom Garment Co. has increased its capital stock from \$6,000 to \$12,000.

Saginaw—The capital stock of the Argo Electric Vehicle Co. has been increased from \$200,000 to \$400,000.

Saginaw—The capital stock of the Acme Metal Weather Strip Co. has been increased from \$12,000 to \$24,000.

Detroit—The Scotten-Dillon Co., manufacturer of tobacco, has increased its capitalization from \$500,000 to \$1,000,000.

Detroit—The capital stock of Frederick Stearns & Co., manufacturing pharmacists, has been increased from \$1,000,000 to \$2,000,000.

Detroit—The Patterson Gregor Manufacturing Co., dealers in jewelry, has changed its name to the Ward Tesch Manufacturing Co.

Sparta—E. M. Averill has purchased the interest of George Blackall in the lumber and crate manufacturing business of E. M. Averill & Co. and will continue the business under his own name.

Freeport—N. Bouma and George Leonard have engaged in the manufacturing of factory trucks, wood and iron hand screws and cant-slip belt dressing under the style of the Freeport Cant-Slip Co.

Monroe—The Monroe Steel Castings Co. has engaged in business with an authorized capital stock of \$40,000 common and \$10,000 preferred, of which \$25,000 has been subscribed and \$16,000 paid in cash.

Dorr—Milo Gray has sold his feed mill to Wm. Taylor and Harold Bouman. After running a few days Mr. Bouman was severely burned with gasoline while thawing out pipes and is in a very critical condition.

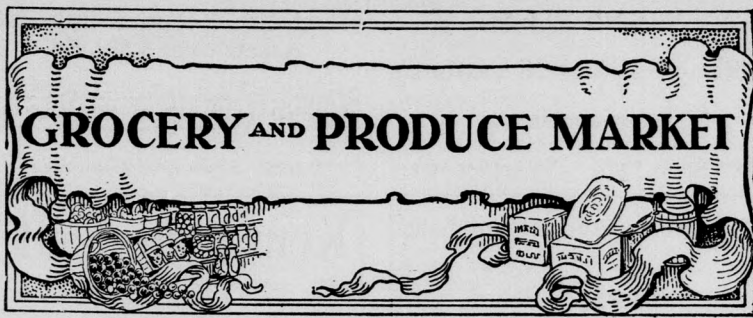
Bay City—The Michigan Surgical Instrument Co. has been incorporated with an authorized capital stock of \$20,000, of which \$11,400 has been subscribed, \$1,400 being paid in cash and \$10,000 in property.

Menominee—The D. G. Bothwell Lumber & Cedar Co. has engaged in business with an authorized capital stock of \$35,000, all of which has been subscribed, \$30,000 being paid in cash and \$5,000 in property.

Iron River—The Fisher-Morrison Lumber & Fuel Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$75,000, of which \$39,000 has been subscribed and paid in property.

Brown City—The Eureka Milling & Elevator Co., Ltd., has merged its business into a stock company under the style of the Eureka Milling & Elevator Co., with an authorized capital stock of \$30,000, of which \$17,000 has been subscribed and paid in cash.

Detroit—The Delaney Specialty Co. has engaged in business to manufacture and sell manifolding receipts, telephone notation rolls and automatic door weather strips, with an authorized capital stock of \$10,000, of which \$8,000 has been subscribed, \$500 paid in cash and \$1,000 in property.



### The Produce Market.

Apples—Pound Sweets, \$3.25 per bbl.; Jonathans, \$3.50; Baldwins, \$3.50 @4; Spys, \$4@5; Russets and Greenings, \$3.25@3.50.

Bananas—\$1.50@2 per bunch, according to size and quality.

Beets—50c per bu.

Butter—Receipts of creamery continue very light, and the market is firm at an advance of 3c on all grades. Stocks in storage are considerably lighter than usual at his season, and the consumptive demand is very good considering the price. Local dealers hold factory creamery at 40c for tubs and 42@42½c for prints. They pay 26c for choice dairy rolls and 19c for packing stock.

Cabbage—85c per bu.

Carrots—60c per bu.

Celery—25c per bunch.

Cocoanuts—60c per doz. or \$4.50 per sack.

Cranberries—Late Howes, \$9.50 per bbl.

Cucumbers—\$1 per doz. for hot house.

Eggs—Receipts of fresh have increased slightly during the week, but the consumptive demand has continued to absorb the increase, and in spite of this the market has advanced 1c per dozen. The demand for storage eggs is also very good and the market is 2@3c higher. Weather conditions are now and will continue to be an important factor in the egg market from this on. Local dealers pay 27c per dozen for strictly fresh.

Grape Fruit — Florida, \$6.50 per box of 54s or 64s.

Grapes — Imported Malaga, \$4.50 @5.50 per bbl., according to weight.

Honey—20c per lb. for white clover and 18c for dark.

Lemons — California, \$3.75 for choice and \$4 for fancy.

Lettuce—Hot house, 14c per lb.; head, \$2 per bu.

Nuts—Ohio chestnuts, 16c per lb.; hickory, \$1.75 per bu.; walnuts and butternuts, 75c per bu.

Onions—\$1.25 per bu. for home grown; \$1.85 per crate for Spanish.

Oranges—Floridas, \$2.75@3 for 126s to 216s; Navels, \$3.

Potatoes—The general situation is accurately described by Mr. Kohnhorst in his weekly review of the market. Local dealers hold supplies at \$1.10 per bu.

Poultry—Local dealers pay 11½c for springs and fowls; 6c for old roosters; 13c for ducks; 10c for geese; 17c for turkeys. These prices are for live weight. Dressed are 2c higher.

Radishes—35c per doz. for hot house.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—\$6.25 for Jerseys

Turnips—50c per bu.

Veal — 6@11c, according to the quality.

### The Grocery Market.

Sugar—Refined grades were reduced 5 points last Wednesday afternoon. Further declines are by no means unlikely.

Tea—Demand has shown some little briskness since the first of the year. The market is unchanged throughout, however, everything being steady to firm. No changes of any importance seem to be in sight.

Coffee — Mild grades are rather neglected, but rule steady at quotations. More demand is looked for from distributors because of the attractiveness compared with Brazils. Nobody seems inclined to buy far ahead, because of the high prices which not only entail risk of decline, but also necessitate practically double the capital than would have been the case two years ago. Since stocks are largely concentrated in the hands of big roasters prices are maintained.

Dried Fruits—Peaches and apricots are both dull and unchanged. Some holders of raisins on the coast are asking ½c advance, but the secondary markets are not paying it and would not. Currants are unchanged and quiet. Other dried fruits are dull and unchanged. Prunes are unchanged. Goods can now be obtained in Eastern secondary markets ½@¾c below the coast parity, although this is really an advance in the secondary markets, for very recently the difference was about 1¼c.

Canned Goods—Spot tomatoes have been strengthened by the announcement of the pack for 1911, but show no further change for the week. The demand is fair. Corn is weak and dull. Peas are still firm and wanted. The demand for future canned goods continues excellent, at about unchanged prices. Apples are quiet and unchanged. California canned goods are in moderate request at ruling quotations. Small staple canned goods are for the most part scarce, steady to firm and in fair demand.

Spices—The market is gradually becoming more active, after the usual flatness of the first two or three weeks of the new year. Foreign markets are stronger than ours, with rather an upward tendency, while trading here has been mostly absorption of lots pressed for sale by tired holders here for cash. This feature has been inconsiderable this year, however, and values, as a rule, are very steady, with small stocks and

few holders. Prices are likely to stiffen generally during February in most grades.

Cheese—The market is very firm at present quotations and everything points to an advance soon. Stocks are light and the consumptive demand is normal for the season.

Flour—One peculiarity of this season's flour trading has been the rigidity with which buyers have adhered to the policy of taking only such supplies as they needed from time to time, regardless of whether prices were high or low. Thus the exceptionally low values which prevailed toward the latter part of December attracted buyers only in a moderate way, where ordinarily they would have induced considerable speculative activity. This has been a poor policy, as the mills themselves are willing to admit, for there is still a considerable reserve of buying power for the remainder of the crop season, whereas last year at this time stocks were so heavy that it took all the remainder of the season to use them up. The mills already admit that their average business for the year will be fully up to expectations, while there is less complaint among buyers than there has been for several years, and there is comparatively little, if any, distress flour appearing on the market.

Syrups and Molasses—Glucose and compressed syrup are unchanged. The demand is fair. Sugar syrup is dull and unchanged. Molasses is in fair demand for good stock, but wanted grades are scarce and high.

Rice—The country is waking up to the fact that the Northern market is comparatively more attractive than Southern, where prices have again been advanced. Mills are asking full quotations for their cleaned, although here and there some concession might be obtained to dispose of supplies. It is figured that the New York market is ¼@¾ point below Southern parity. Rough rice in planters' hands is strongly held, the same being true of the cleaned controlled by the millers' combination.

Provisions — Smoked meats are steady and unchanged, with a seasonable consumptive demand. Compound lard is firm and unchanged, but pure lard shows better consumptive demand at ¼c advance. Dried beef, canned meats and barrel pork are steady and in light demand at unchanged prices.

Fish—Cod, hake and haddock are firm and in very fair demand. Salmon continues high and unchanged in any way. Sardines, both imported and domestic, show no change and very little demand. Mackerel are firm and are beginning to show some demand. Almost certainly prices will be no lower and may be somewhat higher before long.

John A. Hach, Jr. (Tappan Shoe Manufacturing Co.), received a telegram at Coldwater on Tuesday, announcing the death of his mother at Cleveland, Ohio. He left at once to attend the funeral. The sympathy of the fraternity goes out to him in his affliction and his sorrow.

### Why Grand Rapids' Invitation Was Not Presented.

Grand Rapids, Jan. 16.—On the date of Dec. 22 I went to the office of Mayor Geo. E. Ellis and also to the office of the Secretary of the Association of Commerce (at the latter did not meet Mr. Huggett personally) and from each office I solicited invitations to extend at the convention in Detroit of the Michigan Knights of the Grip to hold the 1912 convention in the city of Grand Rapids, but in each instance gave the explanation that the invitations might not be used, for the reason of my being in possession of the fact that John A. Hoffiman and a delegation from Kalamazoo were coming with invitations for the 1912 convention to go to that city, and in view of the fact that their city was turned aside in favor of Lansing for the 1909 convention, I felt they were entitled to recognition at this time, providing they extended their invitation, which they did. Had they not done so, I was clothed with the proper credentials from my home city. Asking for them with the explanation I did, I considered it was within my jurisdiction to extend or withhold them, as the conditions prompted me.

After the invitation from Kalamazoo was extended, I asked the privilege of the floor, and explained that in my pocket were invitations from His Honor, the Mayor, and also from the Secretary of the Association of Commerce of Grand Rapids, the metropolis of Western Michigan, for the 1912 convention, but my respect for my friends from Kalamazoo would not allow me at this time to do anything that might again disappoint them, but I did ask consideration from the Board of Directors for our city (Grand Rapids) for the convention in 1913, and it was received with hearty approbation.

I assure Mr. Huggett there is positively no apprehension on my part of any trouble his article may cause me, and if my explanation to him is not sufficient, he is privileged to ask any member who was at the Detroit convention—and Mr. Stowe can furnish the names of many—for confirmation or contradiction of same.

John D. Martin.

### Beans Evidently At the High Point.

Beans the past week have shown some improvement, which is, perhaps, due to the extreme weather and lack of receipts at the elevators. The trade, however, is rather quiet and buyers are not anxious to take hold at present price, which is about the high point for the season. There are but few beans in Michigan which can be carried into the warm weather on account of the excess moisture and, without a question, there will be a fair movement and a lower price as soon as the weather conditions improve.

The past week has shown a little export demand for red kidney beans. Yellow eyes and white kidney beans are very quiet and have not followed the advance.

E. L. Wellman.

Mrs. J. W. Salt will engage in the millinery business at 687 Madison avenue.



### Recommendations of Controller of Currency.

Scarcely a month elapses before Controller of the Currency Murray comes to the front with a new reform recommendation for the national-banking system. What is still more unusual, his suggestions are invariably meritorious because they aim to accomplish practical results and have very little of the theoretical about them. What this vigorously efficient federal officer has done in the way of national-banking reform would require a good sized volume to narrate in full; but, certain it is, he has brought the internal workings of the banks and the methods of the national bank examiners up to a highly commendable plane. He has read their duties to bank directors, bank officials and bank examiners alike, and he is seeing to it that they are living up to them. His latest undertaking is praiseworthy, and shows that the man is virtually tireless. He is insisting that the boards of directors of national banks be made up from men who reside near enough to the bank to be readily accessible for attendance at any summoned meeting. In other words, he is "after" the non-resident director. If we know anything about the methods of this progressive and aggressive young man, we believe he will "get" the "non-residents," and will succeed in forcing a national bank to have at least a majority of its directors near enough to the bank to attend a meeting on relatively short notice. The director who did not direct had to go; now, it seems, the director who does not attend is booked for a similar destination.

The currency bill as outlined in the report of the Monetary Commission, is, with a few changes, the same measure as that to which the bankers of the country gave their unanimous endorsement at the New Orleans convention. One of the most important alterations in the plan as previously published, is the partitioning of the country into districts. The old draft merely provided that there should be fifteen districts. The new draft specifies the names of the states that shall constitute each district, and this provision is distinctly in the public interest. It will prevent any gerrymander, any such grouping of states as would give undue influence and power in the affairs of the National Reserve Association to any one section of the country. The plan as a whole is a masterly piece of work; a safeguard against panics.

An unique idea to encourage small deposits has been adopted by the First Mortgage Guarantee & Trust Company of Philadelphia. Folders with ten blank spaces are sent out to what are called "thrift stations," meaning public places, such as cigar stores, etc. In these establishments are placed slot machines. For every dime deposited a stamp or certificate falls out, and when ten of the latter are placed on adhesive blanks of the folder the company, on identification of the holder, grants credit for one dollar and allows 4 per cent. interest, giving at the same time the right to withdraw without notice. Over a thousand such accounts have, it is said, been opened through this process. The President of the company is Leslie M. Shaw, former Secretary of the Treasury.

No more unpleasant chapter in the history of American investments has been written than that of the fleecing of widows and women with small savings by the get-rich-quick promoters. Every woman who has a legacy is the prey of these harpies and too often they are induced to give up the money which was to keep them from poverty for some worthless bits of paper. The woman with money is seldom a wise investor. She wants a large return and it takes education to show her that she must be satisfied with moderate return if she wants to invest safely.

Each December a vast flood of calendars is poured upon the country—calendars of every country—calendars of every size, shape and color that clever artists and printers are able to devise, and worth anywhere from a fifth of a cent to five dollars. Practically every household in the land receives from two to twenty date-indicators, of more or less artistic merit, and hinting, in greater or less degree, that Brown & Co. sells coal, or that the Solid Savings Bank pays 3 per cent. interest. American business man evidently think the calendar an excellent advertising medium, as they spend not less than \$20,000,000 a year in supplying them to the public. Averaging the cost of the free calendars at three cents each, which is probably rather high, there appears to be something over six hundred and fifty million distributed each year. The "calendar appropriations" of some large concerns, insurance companies and manufacturers, amount to as much as \$30,000 and \$40,000 per annum. The banks, combined, probably spend more on

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THE McBAIN AGENCY

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Merchant's Accounts Solicited  
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**GRAND RAPIDS SAVINGS BANK**

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Capital - - - - \$500,000  
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Deposits  
**6 Million Dollars**

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J. A. COVODE - - - - Vice President  
A. H. BRANDT - - - - Ass't Cashier  
CASPER BAARMAN - - - - Ass't Cashier

**3½ %**

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

**2½% Every Six Months**

Is what we pay at our office on the Bonds we sell.

**\$100.00 Bonds—5% a Year**

THE MICHIGAN TRUST CO.

We offer limited amount of 6% preferred stock of

**Sierra Pacific Electric Co.**

with 50% bonus of common stock. This company owns valuable water powers as well as gas and electric companies. Stone and Webster of Boston manage the property. Full details on request.

**A. E. Kusterer & Co.** 733 Michigan Trust Bldg., Grand Rapids  
Both Phones: 2435.

**GRAND RAPIDS  
NATIONAL CITY BANK**

**Resources \$8,500,000**

Our active connections with large banks in financial centers and extensive banking acquaintance throughout Western Michigan, enable us to offer exceptional banking service to

**Merchants, Treasurers, Trustees,  
Administrators and Individuals**

who desire the best returns in interest consistent with safety, availability and strict confidence.

**CORRESPONDENCE PROMPTLY REPLIED TO**



calendars for free distribution than any other business division.

The first steps to carry out the announced intention to have state banks abolish the practice of permitting overdrafts have been taken by State Bank Commissioner Gill, of Texas, who has instructed the fifteen bank examiners of the department to arrange for meetings of bankers in their respective districts to effect agreements, if possible, to discontinue overdrafts. Similar instructions have been given by the Federal Controller of the Currency to the national bank examiners, it is said, and an earnest effort will be made to put an end to this practice in Texas.

Centuries of experience have failed to teach our amateur economists that no government can regulate prices without creating a hundred evils where one existed before. — Wall Street Journal.

It is said that the directors of the South Cleveland Bank, at Cleveland, Ohio, now in course of liquidation, drew annual dividends of 8 per cent. on \$150,000 of the bank's capital stock for ten years when the bank was insolvent and without assets to pay its debts. The assignee has therefore filed suit for \$500,000 against the bank officials. Probably those officials were honest men in their everyday business transactions, but if they took their depositors' money in the way charged, the offense was worse than that of a common yeggman who blows open a safe, for there is no protection from inside dishonesty. Still, it should not take ten years to discover that a bank is insolvent; and as the bank in question was incorporated under the state laws, greater efficiency in the State Bank Examiner's department should be demanded by the bankers of Ohio.

There are three kinds of profits: Fair profits, big profits and trust profits. There are also net profits and gross profits. The English call gross profits "takings." For a nation which does not know a monopoly when it sees it this is a remarkably clever definition.

Some men are better at making profits than others. The farmers are getting rich selling hogs at 9 cents a pound, while the packers claim they are getting poor selling pork at 25 cents a pound. Some presidents get \$50,000 a year for their services and die poor, while some aldermen get \$1 a meeting and amass vast fortunes.

Large profits are pleasant but dangerous. They cause financial congestion, which has to be relieved by long applications of society, automobiles, gay sons, private yachts and ticker tapes. On the other hand, small profits are usually only light lunches for some other fellow's big profits.

Take it all around, profits are a worry which only ceases after we have died and the undertaker has made a 265 per cent. profit by mixing it with grief.

The great trouble with this country is the fact that there are too many profits without honor in it.— George Fitch.

**Quotations on Local Stocks and Bonds.**

	Bid.	Asked.
Am. Box Board Co. Com.	30	
Am. Box Board Co. Pfd.	92	
Am. Gas & Elec. Co., Com.	68	70
Am. Gas & Elec. Co., Pfd.	44	45
Am. Light & Trac. Co., Com.	296½	297½
Am. Light & Trac. Co., Pfd.	107	108
Boyer City Lumber Co., Pfd.	150	180
Can. Puget Sound Lbr.		3%
Cities Service Co., Com.	83½	85
Cities Service Co., Pfd.	82¼	83¼
Comw'th Pr. Ry. & Lt. Com.	60¼	
Comw'th Pr. Ry. & Lt. Pfd.	90¼	90½
Comw'th Pr. Ry. & Lt. Com.	58¾	59¼
Comw'th Pr. Ry. & Lt. Pfd.	89¾	90¼
Dennis Salt & Lbr. Co.		100
Fourth National Bank	185	193
Furniture City Brew Co.		83
Globe Knitting Works, Com.		125
Globe Knitting Works, Pfd.	100	101
G. R. Brewing Co.		225
G. R. Nat'l City Bank	180	181
G. R. Savings Bank	175	
Holland-St. Louis Sugar, Com.	12¼	12¾
Kent State Bank	250	251
Lincoln Gas & Elec. Co.	30¾	31½
Macey Company, Pfd.	96	98
Michigan State Tele. Co., Pfd.	99½	100½
Michigan Sugar Co., Com.	95	98
National Grocer Co., Pfd.	83	85
Pacific Gas & Elec. Co., Com.	53	54
Pacific Gas & Elec. Co., Pfd.	53¾	53¾
Pacific Gas & Elec. Co., Pfd.	90	92
Peoples Savings Bank		235
United Light & Railway, Com.	60	
United Lt. & Railway 1st. Pfd.	80¼	81½
United Lt. & Railway 2nd. Pfd.	70	71½
<b>Bonds.</b>		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	94 96
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	97 99
G. R. Gas Light Co.	1915	100½ 100½
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Sag. City Gas Co.	1916	99

January 16, 1912.  
The effect of the January dividend and interest disbursement has begun to be felt. The market was filled with enquiries during the week. There were a few advances but prices generally held quite steady.

Citizens Telephone stock has been very active, more having changed hands in the open market than in any week for several months. The price remains about the same.

Considerable attention has been given to Commonwealth P. R. & Lt. securities and the common now stands at 60¼ bid. There is not a share offered for sale at any market in the country where this is dealt in. The tendency is toward higher prices. The preferred is at 90¼ bid and 90½ asked with a good demand.

United Light & Railways stocks are showing a steady upward climb. The first preferred selling at 81½ with the last dividend period only two weeks past. Common quoted at 60 with no stock offered under 62, second preferred 70 bid. Michigan Sugar sold down to 98 and Holland St. Louis at 12½ with very little demand for either.

American Light & Traction sold quite readily and at slightly higher prices, but the quotations will hardly run as high as last quarter. The usual dividends will be paid to holders of record at close of business January 16, 1912.

**Illustrious Endorsers.**

One winter morning Henry Clay, finding himself in need of money, went to the Riggs Bank and asked for the loan of \$250 on his personal note. He was told that, while his credit was perfectly good, it was the inflexible rule of the bank to require an endorser. The great statesman hunted up Daniel Webster and asked him to endorse the note. "With pleasure," said Webster. "But I need some money myself. Why not make your note for \$500, and you and I will split it?" This they did. And to-day the note is in the Riggs Bank—unpaid.

**Wearing Away.**

A chap on the train told us this one. He said a man he knew had his money stolen, and a week later received this letter: "Dear Sir—I took your money. Remorse gnaws my conscience and I send you \$5. When remorse gnaws again I will send you some more."

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**You Can Add to Your Income**  
Selling Life Insurance for  
**The Preferred Life Insurance Co. of America**  
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ASK US HOW WILLIAM A. WATTS, Sec'y and Gen'l Mgr.

WE WILL  
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Grand Rapids, Michigan

**SOLICITS** The accounts of merchants.  
**OPENS** Savings accounts with anyone, anywhere, paying 3% semi-annually on all sums remaining 3 months. Banking by mail is an easy matter, let us tell you how easy.  
**ISSUES** Savings Certificates of Deposit bearing interest at 3½% if left one year. 3% if left six months.  
**EXTENDS** Courteous treatment to all.

**Capital and Surplus** **Resources**  
**\$1,300,000** **\$8,000,000**  
**LET US SERVE YOU**

**Fourth National Bank**

**Savings Deposits**

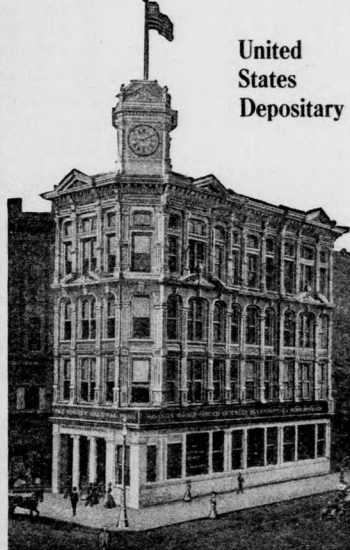
**3**

Per Cent Interest Paid on Savings Deposits

Compounded Semi-Annually

---

Capital Stock  
**\$300,000**



United States Depository

**Commercial Deposits**

**3½**

Per Cent Interest Paid on Certificates of Deposit Left One Year

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E. A. STOWE, Editor.

January 17, 1912

## LEST WE FORGET.

Two incidents of the past week are worthy of more than passing notice. One was the gift to the city of a park at Reed's Lake by Anton G. Hodenpyl. The other was the testimonial of appreciation given William H. Anderson by the West Michigan State Fair of which he has been President for ten years.

Mr. Hodenpyl was born and brought up in Grand Rapids and this city was his home until his removal to New York for a career befitting his abilities. His gift is a token of remembrance and affection for the old town and will rank with John Ball Park and Ryerson Library as something for the city to take pride in and to boast of as coming from one of its "boys." The park is of 40 acres, lies between a much used thoroughfare and the lake, and will become a part of the around-the-lake park and boulevard system. It has hills and valleys, is covered with a beautiful growth of hardwood timber and has the water front for a quarter of a mile. It is ideal as a park and is easily accessible and, under directions which Mr. Hodenpyl has given for its development, it will become a place where the people of Grand Rapids may go to find nature in its most beautiful aspects. The gift is a splendid one and the public appreciation of it will increase with the years.

The presentation of a beautiful loving cup to Mr. Anderson was an expression of appreciation for the long services he had rendered as President of the West Michigan State Fair, and never has such an expression been more deserved. Mr. Anderson has been President of the Fair for ten years. When he took hold the institution was a financial, physical and moral wreck. It had neither money nor credit, its property was encumbered and its buildings were going to decay. By subscription among the business men \$8,800 was raised for working capital. Never since then have the people been asked for direct aid, either by subscription or guarantee. The Fair has been self-sustaining, and not only this but out of its earnings approximately \$70,000 has been used for the betterment of the grounds and buildings and the improvement of the property. The old buildings have been kept in repair, new buildings have been erected, the old board walks have been replaced with cement, the old dirt roads that were hub deep in mud during rainy weather are now of gravel and macadam, the grounds have been enlarged

by the purchase of 22 acres additional to the north and an ample supply of pure water has been secured by the purchase of five acres in the hills west of the park. A sewer system has been put in and the low places have been drained. The West Michigan State Fair to-day has grounds any city or state might be proud of, and its standing among the fair associations of the country is the highest. It would be unfair to those who have been associated with Mr. Anderson in the work to give him all the credit of achievement, but his has been the genius that has harmonized all elements and made them into a smooth running machine of wonderful efficiency and his the wise leadership that has pointed the way. The West Michigan State Fair is important to this city's growth and to the development of Western Michigan. It will be difficult to find another to take Mr. Anderson's place. The high ideals of the Anderson administration and the educational purposes that have ever been kept in view must be maintained and there must be prudence and progressiveness in the business policies pursued. Men who possess the abilities and have the willingness to serve are rare. The Association of Commerce, the Retailers Association and all others interested in the city's welfare should join in the hunt.

## FAD AND FANCY CHARTER.

The Commission elected to draft a home rule charter for the city of Grand Rapids was made up of fifteen members, and nearly every one of these fifteen members had some sort of fad or fancy of his own as to what should go into the fundamental law. One believed in the initiative and referendum, another in the recall, another in centralized power, another in non-partisan elections, another in civil service, another in municipal ownership of the public utilities and another that the aldermen should be elected by wards instead of from the city at large, and so on through a long list of municipal theories. The Charter Commission, instead of completing its work in three months, as it should have done, actually labored nine months, and this long time was taken, not in sober, serious deliberation, but in the exploitation of fads and getting them all in. The new charter, which will be submitted to the popular vote in February, contains some good features, but, as a whole, it is a collection of theories, freak ideas and "reform" notions such as have become popular in some of the Western towns. Not a member of the Commission commends the charter as a whole, but such of them as got in his own particular fad agree that if adopted this plan of government will be an improvement over the present plan. Two members failed in securing recognition for the freak notions which their hearts were set on and they are opposing the adoption of the charter as containing nothing that is worth while. Some of the freak ideas in the new charter are not particularly harmful because they will be forgotten as soon as adopted, but

there are some that are thoroughly vicious and there are enough of these latter to warrant the voters in voting against the plan of government that is proposed. If Grand Rapids could be assured of always having high minded, unselfish, good mayors, the centralized power idea might be desirable, but there is nothing in the law to prevent men of another type becoming candidates for the first place in the municipality. With an unworthy man or a dishonest mayor—a self seeker in the executive office—under this charter every department of the city government would be converted into a part of the machine and made subject to the whims or selfish purposes of the man who held control. This is not a desirable situation and there is no reason to believe that the "recall" which is thrown in as a safeguard against the contingency of an unworthy mayor would furnish any effective remedy in time to do any good. That part of the new charter covering the granting of franchises to public utility corporations is so full of folly and nonsense that it should be sufficient reason to kill the whole charter. The Grand Rapids-Muskegon Power Company last year spent approximately \$800,000 in Grand Rapids in building a new power plant and sub-stations and its expenditures the coming year will be large for improvements and extensions. The public policy should be such that the corporations will be encouraged to spend their money in directions that will give the city and its people better service, but under this charter any corporation which spends a dollar more than absolutely necessary is inviting trouble and loss of money invested. The Grand Rapids Railway Company could easily spend a million dollars in the city in extending its lines to reach thickly settled sections which do not now have service, but under this charter no sane man would invest a dollar in such extensions. The corporations should certainly be under municipal control and regulation, but the restrictions under this charter are so many and so needless that the adoption of the charter will mean that in the development of its utilities Grand Rapids will stand still, and this means that the city's growth will be hampered and retarded.

## WE SHOULD BROADEN OUT.

When visitors come to town and are prevailed upon to address a public meeting of any kind it is quite customary for them to tell us that we are the best people on earth, that the city is the greatest and prettiest on the map and that our chief industry is what makes us famous. All of which sounds well and it might swell our heads if in our hearts we did not know it was mostly buncombe.

W. L. Harris, of Minneapolis, who has been coming to Grand Rapids for a quarter of a century as a furniture buyer, addressed the Association of Commerce Committee of One Hundred last week, and there wasn't a word of taffy or jolly or flattery in

what he said. He was the last speaker of the hour and his time was limited, which, perhaps, may have accounted for the directness of his remarks, and he confined himself mostly to telling us a few things we ought to know. He did it so nicely, with such evident sincerity and good will toward the city that he was applauded as few speakers ever have been who have appeared before the Committee.

"Forget that you are a furniture city; think of yourselves as something bigger and better," said Mr. Harris. "Certainly be proud of your furniture, but find other things to be proud of, too. Do not be a one idea city; have your ideas and interests and industries diversified. By all means encourage your furniture industry, but let furniture be the start, not the finality. Instead of a two months city, be a city all the year around."

Mr. Harris spoke further in the same strain, and this is just the kind of talk Grand Rapids needs. It is the kind of talk every town needs whose interests are in a single channel. We hear so often that this is a great furniture city, that the impression is strong that nothing but furniture is produced here, that it is our sole and only claim to recognition. If we could forget our furniture eminence, as Mr. Harris advises, we might remember that Grand Rapids is the foremost in several other products and is making rapid progress in others. This city is the recognized center of the gypsum trade; but who ever thinks of that? We lead the world in carpet sweepers and sticky fly paper, but do the orators often dwell upon this fact? Our printers and engravers do work which is known the country over for its excellence, but do we ever boast of their skill and ability? Wood-working machinery bearing the Grand Rapids imprint goes to every country in the world, but does anybody ever point to this with pride? Our already large and rapidly growing knitting industry competes successfully with the Eastern manufacturers in their own market. Is this ever mentioned? Grand Rapids has many other claims to industrial distinction if only we would seek them out, but habitually we think and speak of furniture as the only thing made here that is really worth while, and, undoubtedly, many of our own people actually believe that, beyond furniture, we have nothing that amounts to anything. If this is the impression in Grand Rapids is it strange that the outsiders should have an impression that but for furniture the city would be off the map? We should, as Mr. Harris suggested, forget that this is a furniture town. We should broaden our view, be bigger in our ideas, know better what our resources are and make furniture, not the whole thing but merely an incident.

What kind of "dope" do the artists use who make pictures of plants and vegetables for the seed catalogues?

**SOAP SWINDLE.**

The police of Erie, Pa., are just now busy over a soap swindle which would have victimized many of her grocers had not prompt action been taken and at least one of the bogus company placed where he will "soft soap" no more dealers for a time at least.

Several weeks ago a man claiming to represent a big concern at 196 William street, New York, and showing a sample of high grade borax soap readily secured orders from almost every dealer in the city. A few days ago a partner delivered the goods and received the pay, some of it being in checks, and a goodly part in cash. Later the buyers examined the goods and found a lot of inferior grease mixed with saltpeter, incapable of producing a lather and discoloring clothes washed with it.

Police were consulted, and the man who had collected the money was apprehended as he presented the checks at the bank. He says very little save that he has been hired by two men to make deliveries and collections, usually meeting them every night at the postoffice. Enquiries regarding the standing of the New York firm disclose the fact that no such firm exists at that place.

Simultaneously with this disclosure comes one that soap agents purporting to represent the Armour-Swift Soap Company are working the housewives in rural districts of the same community, the combination of two well known names being used to

turn away suspicion. Yet no such firm exists. Whether there is a connection between the two frauds, time will tell. Just how wide a field they have mapped out remains also to be seen. The Erie episode will cripple the business for a time, but it is well to be on the watch for them elsewhere. It is only another illustration of how hard people will work and plan to get out of honest work. And yet the way justice is going after the trusts and the dynamiters, there is little assurance that crooked work on a smaller scale will not be forced to pay the penalty.

**THE DRINKING CUP.**

Death lurks in many places; but in none more surely than in the public drinking cup. We may live without food for weeks, but we can not endure it many hours without discomfort if deprived of water. And that with the quenching of thirst we stand an excellent chance of getting germs which will prove of a serious nature is anything but assuring.

The traveler, the business man, and most of all the school boy or girl is exposed to the danger. And yet the remedy is so simple that only a little publicity is needed to put an end to the whole matter. The silver plated drinking cup has long been the privilege of the rich, collapsible into a space requiring only the vest pocket. But it is the poor who most of all need the protection. The bubbling mouth piece at the public fountain is in many cities helping out on the problem, but there are thousands of

places where it has not yet penetrated.

There is now a small tin collapsible drinking cup, a duplicate of the expensive silver one save in material, made to retail at five cents. You have it in your power to work a real reform in any community by pressing its sale. Get your supply out to the front and emphasize both its convenience and its hygienic value. A trifle which appeals so forcibly both to comfort and to common sense will surely attract notice. Whatever your general stock of goods, if no one else in town has discovered the opportunity to do real public service, make it yours. If novelties are entirely out of your line, offer them as premiums with a purchase of a certain amount. And do not forget to find some little service which the boy or girl without the nickel can render which will entitle him to one of the little pocket cups. They come under the category of home missionary work, a branch which should recognize neither creed nor color.

**VAGARIES OF FASHION.**

The latest surprise is that of the fashionable fur set with fancy price attached made from the well known raccoon skin. A handsome set it is, too, the peculiar shade of color being quite unlike that of any of the more common furs. And while coarse, it is beautifully shaded.

And yet this is the same "coon-skin" out of which Harrison's caps were made in olden times, and some of the old residents still remember

the coon skin which was the emblem of the Whigs in 1840, a cry started in derision by the opposing faction, but eagerly taken up by the adherents of the pioneer candidate. Little did those who ridiculed the homemade fur head covering dream that in this twentieth century milady's fur set made from this same coon skin would sell for enough to buy several silk hats.

The old-fashioned school girl who wore the homespun linen gown felt quite abashed when standing by the side of the one in a new calico frock. But if the two were now placed side by side the tables would be turned, for the linen was pure, and of the natural brown now so stylish.

That was in the days when cake, pie and cookies were sweetened with the old-fashioned maple sugar, which needed no printed guarantee of purity; when "boughten" sugar was rare and high priced. And yet many of the modern city dwellers do not even know the flavor of the brown sweet which antedates the cane sugar. It is only the old story of the constant shifting of fashion. Some of her favorites in one generation are for some reason totally lost sight of in the next; but many times they bob up practically unchanged; and the common things of one age become the rare ones of the next. Values are largely relative, the garment which is derided to-day may become most stylish to-morrow.

Treat a man like a dog and it will make him mad—even if he does not develop hydrophobia.

# Build Your Husband Strong

Consider him as a piece of earning machinery.

Consider his working capacity as it is and as it might be.

Then feed him scientifically to furnish the tissue, brain and sinew he needs to make him a better working machine than his competitors.

Note what feeding does for prize fighters. Brain workers and laborers need still more careful attention because the strain is on them every day.

They cannot rest up between bouts like the prize fighters.

Every man needs the nitrogen, phosphorus and protein contained in bread made of

## LILY WHITE FLOUR

"The Flour the Best Cooks Use"

Give a man bread properly made in his own kitchen and he'll eat lots of it because it will taste so good he can't help it.

Slap on any old kind of bread, sour, soggy or tasteless and he'll pass it by and eat something else.

To be "fit" he's got to eat a certain amount of bread. Many men do not eat as much as they should because they don't have the right kind.

Don't lay the success of your neighbor's husband all to luck. The chances are his wife gives him home-made Lily White bread.

Chew it slowly and note the taste.

VALLEY CITY MILLING COMPANY  
Grand Rapids, Mich.

## Detroit Department

### Will Represent Board of Commerce at Galveston.

Detroit, Jan. 16—Robert H. Day, Transportation Manager of the Detroit Board of Commerce, has gone to Galveston, Tex., to represent a number of Detroit industries whose products will come before the Western Classification Committee for readjustment as to rates and classification.

The Western Classification Committee has in charge all matters affecting rates and classifications pertaining to the territory west of the Mississippi River, and on account of Detroit's heavy business into that section of the country, it has been thought advisable by the Transportation Committee to have some one on the ground to see that Detroit's interests were not placed in jeopardy. Mr. Day will be accompanied by several of the representatives of large industries who are vitally interested in the proposed changes. The Western Classification Committee generally continues its meetings from a period covering three to five weeks' duration, and it is expected that Mr. Day will remain in attendance so long as he thinks it necessary.

Salesmen and department managers of the Boyde Bros. White Lead and Color Co. to the number of eighty-five rounded out a week's convention last Thursday evening with a banquet and theater party at the Temple as guests of the firm. The entertainment is an annual event much enjoyed by the company's employees.

The Churchfield Motor Co., a new corporation, will establish an automobile plant at Sibley in the building of the former Church Soda Ash factory. Machinery is now being installed.

Two shoplifters were caught taking goods in one of the big department stores Saturday night. One stole natty, but moderate priced dresses for her three little children. The other woman, unmarried, took a \$20 kimono and two shirtwaists. The former was accompanied by her husband, the latter by her beau. At least that is what the police think, as he was at her elbow all the time.

The two arrests, one following close on the heels of the other, were widely divergent although both women were captured in the same store.

The woman who stole for her babies broke down in a paroxysm of grief. She was deeply penitent. Her tears apparently came from the heart

and her expressions of contrition were genuine, the police thought. The other woman was bold, even brazen. She offered no excuse, no extenuating circumstances. She even gave a wrong address, assert the police.

Both were locked up. One, the mother, had to be half carried to the matron's quarters. The other nimbly climbed the stairs.

Mrs. Lina Pitazaga, of Walkerville, is the woman who stole the little dresses. She took six, two for each child. She stuffed them into her shopping bag and was detected in the act. Detectives Parker and Wilson were summoned and the woman, a diminutive creature, and her husband were taken to headquarters.

The woman begged piteously to be allowed to go home and take care of the children. Chief of Detectives Palmer struggled with his emotions. If the woman lived on this side of the river she would probably have been allowed to go, but he figured the boundary line too strong and ordered her held. He sent her husband home to care for the children.

The other woman was not the least disturbed when she was ordered locked up. She gave her name as Matilda Trumbull and her address as 100 Columbia street east. There is on such number on the thoroughfare. Later she gave a number on Elizabeth street. The goods were found on her, say the police. Detectives Buhr and Boersig are investigating Miss Trumbull. Her companion was not locked up.

### United States Express Co. in Bad Light.

The Secretary of the American Hardware Manufacturers' Association, while in Atlantic City in October, 1910, found himself at the close of a convention with a package of books on his hands—the Association's records. He did not want to be bothered with them, so he sent them by express to his own office at 309 Broadway, New York. The express company charged him \$2.35 prepayment in Atlantic City. He did not hear from the package for some time after arriving here, but on November 14—twenty-three days after shipment—the package was brought to his office.

He told the expressman that it had been prepaid and was able to produce the receipt. But the expressman insisted that his instructions were to collect \$2.05, and that unless this amount was paid he would have to take the package away again. Mr. Mitchell paid the second sum demanded and took both receipts to 2 Rector street, the headquarters of the

United States Express Co. This company had received the package, while final delivery had been made by the Wells Fargo Co.

Mr. Mitchell waited for several weeks for his claim to be "adjusted." Instead of receiving the \$2.05, he received letters from the claim department, and soon found it would take a good deal more of his time than the sum of money involved was worth to obtain restitution.

The situation interested him. If that was a typical case, then what was happening out in the homes of thousands of people to whom manufacturers send samples and souvenirs prepaid, where a collection at the other end would mean a serious affront to the person to whom it was meant to extend a courtesy?

He wrote to the United States Express Co. on Dec. 13, 1910, asking how soon the \$2.05 would be refunded.

A week later he received an answer calling attention to "recent labor troubles," which had flooded the department with correspondence and made it impossible to return prompt answers to correspondence. It promised early adjustment. On Jan. 23, after twenty-four days, a messenger arrived with the cash refund of \$2.05.

As a result of this unfortunate experience—which is a very common one in dealing with express companies—Secretary Mitchell sent letters to members of his Association to whom he has been forwarding prepaid packages, asking them if they have ever been required to pay "collect" charges. Out of 187 replies to such letters already received, forty stated that they had been compelled to pay charges on the delivery of packages which they had every reason to expect had been sent prepaid.

What the manufacturers fear is that the express companies, through charges on "samples" sent prepaid, for which the consignee is under no obligation to pay, will place in the heart of the consignee and possible customer "a bitterness that may result in the alienation of his sympathy and the consequent loss of possibly thousands of dollars in business."

Many a man doesn't realize that he might have made good as a fiction writer until he hears some of his love letters read in court.

The measure of our sincerity is the amount of health and wealth we will hazard in the defense of our right. —Emerson.

Near Wayne County Bldg.



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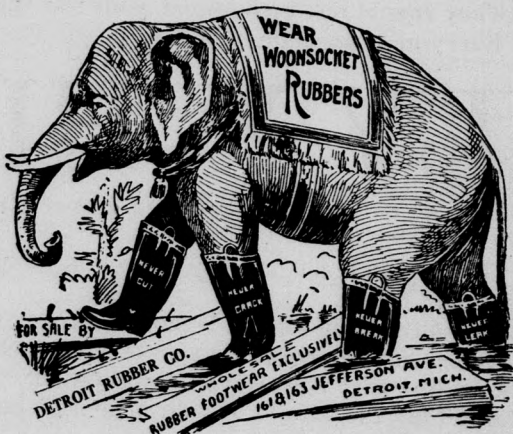
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The Easy, Comfortable, Long-wearing Kind

## Elephant Head

### Rubber Boots

The fine new brand made by the Woonsocket Rubber Co. All styles

Detroit Rubber Co. Detroit, Mich.

## BOOTH COLD STORAGE DETROIT, MICH.

A perfect cold storage for Poultry and all kinds of Fruits and Produce. Eggs stored with us usually sell at a premium of 1/2c per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.

**What Some Michigan Cities Are Doing.**

Written for the Tradesman.

The new year starts off well in Grand Haven, with the factories all running, some of them overtime.

Freight shipments from Jackson during 1911 show a gain of 15 per cent. over the previous year. Jackson has diversified industries, but the biggest freight business comes from the five automobile factories.

Battle Creek makes and ships more breakfast foods, threshing machines, steam pumps and printing presses than any other city in the world.

The Saginaw Board of Trade has a membership of 902, the largest in its history.

Jackson is preparing for its Lincoln Club banquet, which will be held Feb. 13 at the Masonic Temple.

Figures show that nearly \$2,500,000 was invested in building operations in Kalamazoo during 1911.

Saginaw laid three miles of new pavement, largely asphalt, during the past year.

The Grand Trunk will spend \$30,000 for a new passenger station and freight house at St. Johns.

Letter carriers of the State will hold a convention in Saginaw Memorial day.

The annual banquet of the Saginaw Board of Trade will be held Feb. 12, with Rev. Newell Dwight Hillis, of Brooklyn, as the principal speaker.

Preparations are being made for the Northeastern Michigan Fair, which is to be held at Bay City next fall. It will continue five days. The date is not yet fixed.

The Kalamazoo Commercial Club is arranging for quarters in the new Hanselman building. This structure will go up at Main and Burdick streets.

Lansing will entertain the following conventions this month: Michigan millers Jan. 16 and 17, State Live Stock Association Jan. 17 and 18, meeting of State manufacturers of soft drinks for organization Jan. 24, and Michigan Threshermen's Association Jan. 30-31.

Saginaw will undertake to raise \$30,000 before March 1 and, if successful, Hon. W. R. Burt will add \$6,000 more to this sum, the purpose being to furnish "sinews of war" to the Eastern Michigan State Fair Association for holding annual agricultural fairs at Saginaw.

The Lakeside Board of Trade has been organized at Muskegon, the object being to boost the city, particularly the eighth ward.

The first annual banquet of the Pt. Huron Business Men's Association was held Jan. 9, with 250 members present, and among the cheering announcements made were the following: The old Grand Trunk shops will soon re-open and 100 more men could be used by the company right now and the new Pt. Huron Paper Co. will employ 500 men within three years. There are over forty-five manufacturing plants in the city and they furnished employment to 3,600

men during the past year. Pt. Huron has the largest salt works in the world, producing nearly 600,000 barrels per annum.

The Thumb District Fair has been re-organized and its capital stock raised to \$10,000. It is possible that an industrial hall will be erected on the grounds at Pt. Huron in which the various manufacturing industries will display their products.

The annual meeting of the Northeastern Michigan Development Bureau will be held Jan. 24 at Bay City.

Workers on Saginaw's new city directory report finding fewer vacant houses than ever before.

Muskegon will spend \$150,000 to \$200,000 in special improvements this year, the biggest job being the water works plant.

The St. Clair Commercial Association recently secured 100 members in less than a day.

The Jackson Chamber of Commerce will hold its annual banquet Jan. 19, with Hugh Chalmers, of Detroit, as the principal speaker.

The Michigan Fire Prevention Bureau will make an inspection of Bay City Jan. 17 and 18.

Free night school was opened Jan. 8 at Battle Creek, with over 350 students at the start.

A bunch of twenty or more Syrian peddlers have been trying to sell their wares in Muskegon without securing licenses, but have been thwarted by the police force. Then they scattered in groups of two or three to work in Montague, Whitehall, Fremont, Holton and other small towns.

The auditorium owned by the city of Saginaw is paying its own expenses, even although the building is turned over free or at reduced rates for conventions and many public meetings.

Five substantial additions to the manufacturing industries of Cadillac have been made during the past year.

Petoskey has put down another drive well 103 feet for its city water supply. Six wells will be driven.

Adrian's wire fence industries are busy, with excellent prospects for a year's business.

The Michigan Association of County Drain Commissioners will meet in Saginaw Feb. 13 for a three days' session. Over 200 delegates are expected.

Plans for establishing a public market at Menominee are being considered by the Commercial Club of that city.

The annual banquet of the Holland Merchants' Association will be held the evening of Jan. 18 and an excellent programme of speeches by local talent has been arranged.

Almond Griffen.

You can be dishonest once, but not twice. No one will deal with you if your reputation has been stained.

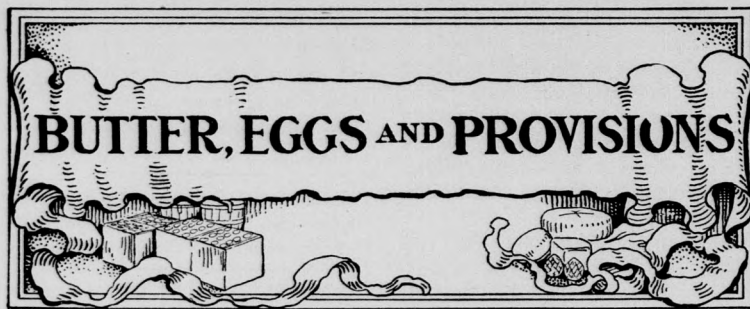
And the love of money is also the root of much matrimony and all alimony.

**Valley City Biscuit Co.**  
 Grand Rapids, Mich.  
 Manufacturers of  
**Cookies and Crackers**  
 Write for Price Lists  
 We Make a Specialty of 10c and 12c Cookies  
**NOT IN THE TRUST**

**Keeping the Old Customer**

The old customer demands as good service and as good merchandise as the new customer. "She wants what she wants." When she says Nabisco she means Nabisco, and it's just the same with Uneda Biscuit, ZuZu Ginger Snaps, Baronet Biscuit and all N. B. C. products. Don't lose your old customer by failing to add variety in both the easy selling In-er-seal Trade Mark packages and the glass front cans.

**NATIONAL BISCUIT COMPANY**



### Interesting Story of the Egg Business.

[Continued from Jan. 11 issue.]

At best, the egg deal when viewed at any stage of the game is eccentric and treacherous. It is as fickle as a March wind on some occasions; while at times it shows the strength of a stone wall. But the very uncertainty which generally prevails, and which has been induced by the speculative feature made possible by the cold storages and the banks in recent years, it may be set down with double emphasis that by no system of logic or rule of produce law can one "count one's chicks until one's eggs are hatched. Of course, that is only another way of stating the fact that no expected profits from eggs can be called real money until the aforesaid profits are in hand and preferably to one's credit at the bank.

I have seen advices in a few telegrams received in a large market during the winter while there were yet heavy stocks of storage eggs to be worked out, telling about scattering lots of fresh eggs in the South and Southwest, destroy confidence among a coterie of men whose aggregate holdings of cooler stock ran into the millions. I have observed a handful or two of fresh eggs put up on the exchange in a leading market at the critical moment when the outcome of a season's speculating was trembling in the balance send the whole crowd of traders on the stampede like a drove of steers on the plains. I have seen the mercury play hide and seek with the zero point all over the country, which lasted several days, and shut off egg production, causing the egg market to go up as fast as the mercury went down and then fall itself as suddenly.

In an earlier chapter we noted that various factors are constantly at work shaping conditions and prices of various markets for different kinds of produce. To clinch our point we need only to mention eggs. Supply and demand, while the main factors, without intelligent analysis, are hardly one, two, three in the egg game.

Honestly, it seems to me that eggs delight in being erratic. It is seldom the deal happens the same way twice in succession. Pure dope is unavailing; to handicap the ponies is mere kindergarten exercise as compared with telling what may or may not befall eggs.

But there are lots of soothsayers and fellows with tabulated nonsense every season trying to beat a bunch

of tom-toms to drive away the eclipse over the face of the egg deal, and it may not be fore-ordained but I have been possessed of the idea that if eggs can possibly have a sentient faculty, taken in the aggregate, they strive to make these prognosticators and historians look like a two spot by doing the reverse of what they figure out in their premature dope.

No rule can be laid down as an infallible guide for the successful handling of eggs any more than a sure thing system can be figured out to beat the bookmakers.

But it is true of the egg deal that plain ordinary common sense is the best guide when to buy and when to sell. If the judgment of an experienced produce man tells him eggs are too high for a fairly safe investment when they are being stored, he should have self-control enough to play hands off. If it is necessary to put away some eggs, and he is sure his trade will want a certain amount of stock, even at a higher price than looks safe as an investment, it should be set down as a hard and fast rule that so many and no more will be bought and stored. It would be a great surprise how a bit of horse sense will help now and then to deal with a complex egg situation, as is true of other similar situations that arise in produce affairs every now and then.

But when the speculative fever addles the brain of your egg man, and he gets started on the wrong track, it is a safe bet he meets with a drubbing sooner or later, for if he wins the first time he is tempted to play it stronger the next, and if his load is too heavy and the deal goes wrong some way, as it can and will sometimes, it may mean another tombstone in the commercial cemetery, for the official produce undertaker has a knack at hustling egg speculators to an untimely grave without waiting for a mass of flowers, and there follows a plain obituary in the newspapers and some empty egg cases are left to show where an egg speculator has been.

The advent of the cold storages with the services they offer has wrought a great change in the system of handling eggs, and the range of prices in all markets within the memory of many a middle-aged egg dealer.

It is not my purpose to enter into a discussion as to whether or not these changes have been desirable in every respect, and it is sufficient for our purpose to note that they have come and come to stay. The

application of refrigeration to the egg business, resulting in their being carried for several months, is a fact which we must deal with. In a previous chapter we observed that the storages discharge the function of a bank and also an insurance company, and it is only worth while in this connection to state that the crazy speculation in storage eggs is due almost entirely to the easy means for speculation which have been opened up by these two great aids in the handling of eggs, for if they would not make it possible and even encourage speculation in high-priced eggs, as we have frequently seen during the last few years, it is plain that plunging in high-priced eggs has not lost more money than has ever been made after that system of trading.

While we have the cold storage phase of the egg deal under consideration it may not be improper to say a few words about the selling of storage eggs to the consumer for the fresh article. For this imposition a remedy must be found sooner or later, and it is imperative that the consumptive demand be not reduced to a minimum by a game of swindling that springs from the greediness of retailers and jobbers, and which is too often encouraged, I regret to say, by some people in the wholesale trade who apparently think it is quite correct for them to follow any scheme that will enable them to get the largest possible profit to-day, but who have little concern for the morrow, or for others

## POP CORN

We are in the market for old or new crop shelled or on the ear. If any to offer please write us.

Alfred J. Brown Seed Co. Grand Rapids

## WM. D. BATT

Dealer in

HIDES, FURS, TALLOW AND WOOL

22-124 Louis St. Grand Rapids, Mich.

## Symons Brothers & Company

Wholesale Grocers

Saginaw :: Michigan

## Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

## G. J. Johnson Cigar Co.

S. C. W. El Portana  
Evening Press Exemplar  
These Be Our Leaders

Wanted—Butter, Eggs, Veal, Poultry  
Nuts and Honey

F. E. Stroup, Grand Rapids, Mich.

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

## A. G. Kohnhorst & Co.

GRAND RAPIDS, MICH.

Wholesale distributors of potatoes and other farm products in car loads only. We act as agents for the shipper.

Write for information.

Established 1876

## We Want

Strictly Fresh Eggs  
White Beans  
Red Kidney Beans  
Clover Seed

Moseley Bros.

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

Both Phones 1217

Grand Rapids, Mich.

## The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

## POTATO BAGS

New and Second Hand

Stock carried in Grand Rapids

Can ship same day order is received

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

in the trade who may have a bunch of eggs that can not be moved because the public is held up and made to pay exorbitant prices for what eggs they buy. It does not occur to me that it is at all necessary for the public to be humbugged in order that storage eggs show a profit if they are handled in a legitimate way. The public needs storage eggs as badly as storage eggs need the public.

Just how the remedy is to be applied for the evil of which I am complaining is not so easy to see, for any remedy that will be effective will be very difficult and expensive to put into operation. Yet it is almost a question of self-preservation in some markets during certain critical times that a drastic remedy against this old time imposition be found and applied. Federal regulations will probably be necessary to correct this bad practice, and if the United States Government takes hold of the matter in the right way it is likely that something will be accomplished.

I take it that any food product so generally used as eggs should be of sufficient importance for the United States Government to take cognizance of any manipulations which might tend to affect the movement or the quality of such product, especially if it is likely to affect the public health if improperly handled. At the same time I do not want to be misunderstood as endorsing the senseless clamor we have had against storage eggs as such, and which has come mostly from people who have generally made no first hand investigations into the matter.

But it can not be denied that storage eggs are bought right and left in a score of markets during the fall and winter in a jobbing way at 20 to 25 cents per dozen, and are run out by the retailers to consumers in half dozen or dozen lots at 30 to 40 cents a dozen, or even more sometimes. That they have nearly always been sold for fresh eggs is too well known to require argument.

If the eggs were sold for just what they are it probably would not be so bad, but in addition to charging the exorbitant profit the consuming public are led to believe they are getting real fresh eggs. I have no hesitancy in saying that the better element in the trade will sooner or later have to lend a hand in stamping out this abuse. Too many times have we seen instances where wholesale dealers have aided and abetted in this nefarious traffic. It is a shameful fact that certain men have been connected with the egg trade who in common with other human jackals, have resorted to all kinds of devices to rob consumers and even to impair the digestion of the public, and even to poison people, if only a few paltry dollars were in sight.

We have to thank these two-legged hyenas for a great deal of this insistent public agitation of late years for crazy laws against cold storages. They have so abused every principle of decent business as to outrage the

patience of the average man and woman in this country, and to cause the people to try to get back at them for the harm that has been done. Can the public be blamed?

Think of all the rotten mess that has been fed the American people in the way of bad eggs. Rotten eggs with flies in the cans which were put up for bakers' use have been found by Government pure food agents from time to time. Some of these eggs which are broken up and put into cans are unfit for food, while it can not be denied that a certain percentage of eggs that will not do to put out to the public in the shell are good enough to be used by bakers, who can mix them with other ingredients so as to cause no injurious effects to those who eat their bread and cakes. But I want to emphasize the statement that eggs which are actually filthy and rotten have no place in a baker's shop, or any place else, where human food is being prepared or sold.

If necessary to break up this kind of business I think some dealers who make a practice of handling rotten eggs should be sent to the penitentiary, and unless I read the signs of the times wrong we are not far from having such action taken if it shall become necessary to put a stop to this nasty traffic. Personally I have a much higher regard for a holdup man than for the despicable rascal that cares not if he poisons me and others to get our money.

At the same time, I think there are legitimate limits for the handling of low grade eggs. In other words, an egg may be only bad in part. Such stock, I believe, can be broken up and have the bad part separated from the good so that it may be used for some purpose. Those firms who make a business of handling these under-grade eggs should be provided with an official inspector at their places of business, whose duty it should be to see that only the parts of eggs fit for human food are allowed to get into the commercial food channels.

It may be perfectly true, as some people claim, that undergrade eggs have their uses and that it would be unjust to the egg trade to entirely outlaw these eggs of indifferent quality. There is no question but for chemical purposes, and for tanning leather, glazing and for various other uses, these under-grade eggs are quite desirable. But I am unalterably opposed to allowing people who make a business of handling them to have a free hand for breaking up and canning all kinds of under-grade stock merely because the eggs may have "some" commercial use. I think this business should be put under strict Government supervision similar to the packing house business, and I would like very much to see the severest penalty the law can impose inflicted upon those who undertake to violate such regulations as would restrict these rotten eggs to industrial purposes, and not to permit them in any sense to be used for human food. The public have eaten too many "spinkles;" they will not tolerate them much longer. W. T. Seibels.

[To be continued.]

**Roadside Fruit Trees.**

There is a town in Germany that makes money on its shade trees. Consul Thompson writes that in Linden,

adjoining Hanover, the roadside fruit trees owned by the municipality yielded this year \$4,906. The Consul adds: "This application of the beautiful, practical and economic possibilities embraced in the control of such public property as roads is a fine illustration of the community thrift of the Germans. During the three or four weeks' period of ripening sharp-eyed old watchmen on bicycles patrol the roads, being particularly active on Sundays, when the people are out in large numbers."

Some brands of goodness are more unpopular than others.

**Hammond Dairy Feed**

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

**WYKES & CO.** Grand Rapids, Mich.  
Michigan Sales Agents



**TRADE WINNERS**

Pop Corn Poppers, Peanut Roasters and Combination Machines.

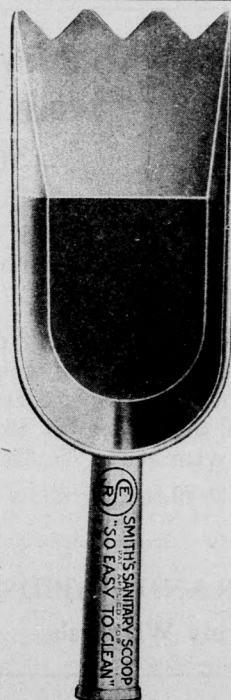
MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

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

**WORDEN GROCER COMPANY**

**The Prompt Shippers**

Grand Rapids, Mich.



**There's A Smith's Sanitary Scoop For Every Grocer**

It does away with the disagreeable, unsanitary way of handling Dried Fruits, Brown Sugar, Loaf Sugar. Nuts, Sal Soda, Lump Starch Hard Candies, etc.

No more sticky fingers or dirty hands to wash a dozen times a day.

**Smith's Sanitary Scoop Does The Work!**

It is made of the best quality steel, heavily nickelplated and just the size to be most convenient for you.

**Dig with it—Scratch with it—Pry with it.**

Use the four steel fingers instead of your own. They are stronger, more sanitary and "So easy to clean."

**A Money Back Guarantee With Each Scoop.** If you are not perfectly satisfied with it—fire it back and your money will be returned at once.

Your jobber sells them at Fifty Cents each. Add one or two to the next Order you give the Salesman and you will be glad that you did—if not, you take no risk for your money will be returned.

If your Jobber does not carry them in stock—send me Fifty Cents in stamps with his name and address and I will send you a Scoop by prepaid Express.

**E. R. SMITH, Oshkosh, Wis.**



### One Price To All—Wholesale and Retail.

Written for the Tradesman.

One price to all and goods marked in plain figures has come to be regarded as a fundamental principle of correct retailing. No up-to-date merchant thinks of allowing anything like, "Now seeing you're an old customer we'll make this to you at so and so," naming a figure below the regular price.

Favoritism in business has been proved over and over again to be a failure. One person's money is as good as another's and it is morally right that each and every customer should receive the same value. To pay a long price when some one else is getting a short price is an injustice which no patron ever really forgives.

The secret always leaks out in some way. Throw off your profit on an article as a personal favor to a friend or acquaintance and she or even he will be so tickled as to be sure to tell it. The confidential price is such in name only. It has been demonstrated times without number that there is no such thing as keeping a special price quiet.

So much for genuine favoritism. As to the pseudo-favoritism that tries to make every patron feel that she is getting better bargains than anyone else, it is simply a case of "you can't fool all the people all the time." The retail merchant who attempts this old-as-the-hills but mistaken policy is simply destroying his reputation for truthfulness, and creating distrust where he needs confidence.

Shrewd retailers are careful to avoid even the appearance of evil. "Won't you please go to the head of the department and see if he can't let me have this piece of dress goods at an even dollar a yard?" pleaded the importunate bargain-hunter. The price was \$1.10.

"I am sorry not to comply with your request," politely replied the saleswoman, "but we are forbidden to do this. It would be of no possible use anyway. The head of the department never changes a price upon request from anyone. He sells at the marked prices the same as all the rest of us. Now we have other goods at \$1 even—perhaps some of these—"

"No, give me five and one-half yards of the \$1.10 piece. That suits me. I think the price is a little too high but I guess I'll take it."

At this store they had learned the important lesson that it puts a bad face on things to allow the clerks to run to higher authority to see wheth-

er a reduction can be made. And the moment reductions are made in response to such requests, confidence on the part of customers is all off. No one who has once secured a reduction is ever willing to pay full price for anything afterward.

"As the result of twenty-nine years' experience in retailing dry goods, I have come to the conclusion that no juggling in prices should be permitted in a store," said a successful merchant. "I am careful that all mark-downs shall be made beforehand—not while persons are examining goods with a view to purchasing. Yesterday I was waiting on a lady myself. She was wanting some fifty cent flannel of a kind we usually keep in stock but just happened to be out of. Now we have another piece at fifty-five cents that is not a good seller, and I should then and there have drawn my pencil through the fifty-five and marked it fifty, had it not been for the looks of the thing. I preferred to lose the sale rather than have the impression go out that there is any flexibility as to prices at this establishment, or that I am at liberty to name a lower figure on any article than those who are in my employ."

This has come to be the attitude of the best retailers. Why is it that to a very great extent the old practice of shoving prices up or down to meet the exigencies of a particular sale still prevails in the wholesale trade? The range of variation is not so wide as it used to be, but yet the man who is easy is apt to pay long prices, and the close buyer sometimes saves money by haggling. A salesman on the road may name a low price on an attractive article in order to get an order started, and make it up on other items. Nor are such practices classed as "ways that are dark and tricks that are vain." They commonly are regarded as legitimate customs of trade.

There are certain reasons why this kind of thing has lived longer in wholesale business than in retail. Customers do not have the same opportunity to make comparisons. Sell one woman a skein of yarn for fifteen cents and charge her neighbor twenty cents for the same thing and not only will those two women know of the unfair discrimination but all their friends and neighbors and all their neighbors' friends and neighbors are bound to know about it also. But when a salesman on the road or in the jobbing house does better by one customer than he does by another, neither one is likely to find out quickly, directly, unmistakably,

just how much the one has been favored and the other has been beaten.

Making a man feel that he is getting something for less than others have to pay is a most subtle form of flattery. It is taking human nature at one of the points where it is weakest and most gullible. An extra 5 per cent. discount on a bill is as very unctious to the buying merchant's soul, just at the time. But he gets outside and thinks. He wonders whether some other fellow doesn't get still another 5 per cent. or 3 per cent. off. He comes to doubt very much whether anywhere near the rock bottom figure has been touched. And so what was intended as a means of grappling his soul to that wholesale house may, if he is an intelligent man, serve rather to shake his faith in it.

There are certain well known manufacturing firms that maintain inflexible schedules of prices. For the same kind and quantity of goods, every customer pays exactly alike. When prices are advanced, they are advanced to everybody; when they decline, they drop to all. If you buy by the case, you get the case price; if you buy in broken lots, you pay the somewhat higher broken price. This system of dealing is fair, just and begets confidence. It is a square deal all around and everyone recognizes it as such.

At the immense wholesale houses of Butler Brothers the unique system prevails of having all goods marked in plain figures. Great rooms are filled with samples in orderly arrangement—the price on each. Sometimes you will see a buyer—usually an old customer of the firm—at work with no salesman in attendance. He writes down on an order sheet as he makes his selections and he knows that all the salesmen in the house, or even the heads of the firm, could not give him any lower prices than he himself finds on the samples, which prices are identical with those in the catalogue. There is solid comfort

and satisfaction in this way of doing things.

It is simply a tenacious adherence to a custom which is outgrown and should be obsolete that prevents other jobbing houses from adopting a like system. There is no reason why everything should not be perfectly open and aboveboard and every buyer know what every other buyer is paying. All should feel and know that they are on just the same footing as are all others who buy in the same quantity. The large quantity price on any given article should both be open to all alike.

In time the shading of prices will come to be regarded as a shady practice. Fabrix.

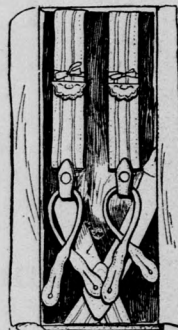
We must carefully distinguish between the absence of tact and the presence of principle.—John Davidson.

Clothes may make the woman, but not when the woman makes the clothes.

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.

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

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



## Shirley Reflex Suspenders are the Kind with the Sliding Web Back

This is one of the "New ones" and retails at 50 cents. We show six different color combinations, price \$4.25 per dozen.

### We Also Offer

a variety of medium, heavy and extra heavy weights of the ever popular **PRESIDENT** line at \$4.25 per dozen as well as numerous other makes for mens' wear at \$2.00, \$2.15, \$2.25, \$4.25 and some for boys' wear at 45c, 75c, 85c, 90c, \$1.15 and \$1.25 per dozen.

Will be pleased to show the samples if interested.

**GRAND RAPIDS DRY GOODS CO.**  
 Exclusively Wholesale Grand Rapids, Mich.



**NEVER WASTE ANYTHING.**

**Why the Yellow Peril Is a Commercial One.**

Napoleon said that when China was moved the face of Europe would be changed. Yet, as the Chinese are naturally peaceful, we think that the yellow peril is a commercial one. The peril is that China will manufacture things cheaper than Western people can and dismiss us from the trade of the Far East. How can we, with our high standard of comfort, strikes and unrest generally compete with the Chinese, combining, as they do, the active industry of the most civilized people with the passive patience of the North American Indian? Far more than we do the Chinese believe in the power of character and intellect. With this, rather than with armies and navies, they will conquer.

A Chinese is nearly always a person of resource. A young man was accused of knocking out his father's teeth and was in danger of being put to death. A friend visited him and whispered in his ear, "It's a bad case."

Suddenly seizing the ear between his teeth, he gave it a severe bite.

"What do you mean?" asked the young man, raising his fist.

"I mean," was the answer, "that you are saved; you have only to show the marks of my teeth and say that they were made by your father, whose teeth, being shaky, dropped out."

Two small things impress foreigners with the skill of the Chinese. One is the way they carve ivory balls, one within the other, to the number of seven or eight; and the other the inscription of minute characters inside agate or crystal snuff bottles.

A Chinaman always appears to be looking round the corners of his eyes at you, and to have a meaning that you can not get at. He gives you the impression that somebody, when he was born, sat on his nose and that he has been lamenting the calamity ever since. And yet, although he never lays aside this expression of resigned wretchedness, the average Chinese is not at all more miserable than the average American.

The Chinese are not less conservative than the English. They dread any change that may cause trouble or disorder, and this is why they have put up so long with their wretched government. "Better be a dog in peace," they say, "than a man in anarchy." The "dog in peace" has now risen to war; let us hope that the splendid empire of China will not remain in anarchy, but will soon establish peace.

The Chinese are fond of sport, although their idea of sport is peculiar. They train quail, thrushes and even fish to fight, and they bet on these, and on almost every other event.

The Chinese contrivances for the management and capture of beast, bird and fish are as ingenious as they are simple. If, for instance, a donkey disturbs by braying in the night, a big stone is tied to his tail, and this humiliates him into silence.

When a Chinaman wishes to catch

wild ducks he mixes an intoxicating spirit made of rice with corn and leaves the mixture for the birds. They become intoxicated and are taken in their cups, so to speak. Sometimes the hunter puts a gourd on his head and swims gently among the ducks. They are not frightened, because they only see the gourd and are accustomed to that, and the artful John pulls one duck after another by the legs into a bag attached to him. Everyone knows that John Chinaman trains cormorants to catch fish, not for themselves, but for him.

The Chinese are great at organizing. The trade guilds which are established in every town are quite as powerful as our trade unions. Even beggars and thieves have guilds. Every morning the King of the beggars sends a detachment of his sackcloth-clad or nearly unclad subjects to collect poor-rates in the districts assigned to them. Owners of property pay so much a year to "the honorable guild of thieves" in order not to be robbed.

The Chinese never waste anything. A merchant puts up parcels with half the paper and string used by Europeans. Servants collect and sell match boxes and things which seem to us to be useless. In the country you will see a boy up in a tree beating down a single leaf with a stick for fuel. Women, when too old for any other work, collect dry grass for the same purpose. A man collects his fowls and then beats old, damp mats or matting; cockroaches and other vermin jump out, and the fowls have a meal that costs nothing. You give a coolie an old coat that you are ashamed to wear, and he will probably get a tailor to transform it for 30 or 50 cents into two pairs of excellent trousers for himself.

One has only to watch their storytellers in the streets to see that the Chinese are natural orators. They are also very clever conjurers. Rich Chinese are very charitable. They distribute free rice and tea in time of exceptional distress; they subscribe to hospitals and to asylums for the blind, for the old, for lepers and for orphans; they even support associations for supplying free coffins to the poor.

**The Value of Service.**

No discussion of the question of price is complete if based solely upon the amount of money for which a given quality of merchandise can be purchased. Economical buying, from the consumer's point of view, consists partly in buying what is wanted at a reasonable price, and in being able to buy whatever quality is wanted. All other things being equal, the consumer can buy most economically any given commodity from the store which has the greatest stock of that particular line of merchandise. The fact that there are not a score of retail stores in the country which carry so large a stock of cheap and medium-class merchandise as do the mail order houses explains why it is that the average retail store seems less economical to the shopper than the average mail order house.

It is an actual fact that in New York, the mercantile center of the country, it is impossible to buy in any single store as advantageously, from the point of view of price, as it is from the Chicago mail order houses. The explanation is not to be found in the fact that the mail order houses buy in larger quantities. It is mainly owing to the fact that the "over-the-counter" selling expense is much higher. Selling is conducted by the mail order houses by machinery; the work which the printing press begins, the adding machine finishes. In a retail store it is necessarily conducted by salespeople.

But, why, if this be true, do not people buy from Chicago?

Because, it is a physical impossibility for the mail order houses to render the service which the well organized retail store invariably renders. This, then, is the nub of the question.—Retail Advertising.

That which weighs heavily in youth, and commits us to desperate action, will be a trifle under older eyes, to blunter senses, a more enlightened understanding. — George Meredith.

Light hearts are often closely associated with light heads.



No. 95—\$8.50 doz.

**FOR SPRING**

We show a very attractive line of children's percale and gingham dresses to retail at 50c, 75c and \$1.00.

**Paul Steketee & Sons**

Wholesale Dry Goods Grand Rapids, Mich.

P. S.—We have for sale several show cases very cheap.

*Bachelors' Friends*  
TRADE MARK

**HOSIERY**

These hose have sprung by sheer worth into their high place in favor

They are perfected hose with new features that afford maximum wear and comfort. A fine, silky "feel," with durability.

Latest improvements increase comfort and wear value

Long, staple, combed Sea Island Cotton—French welt, the best welt ever put on a seamless stocking. Two-thread looping machines give double strength to the toe.

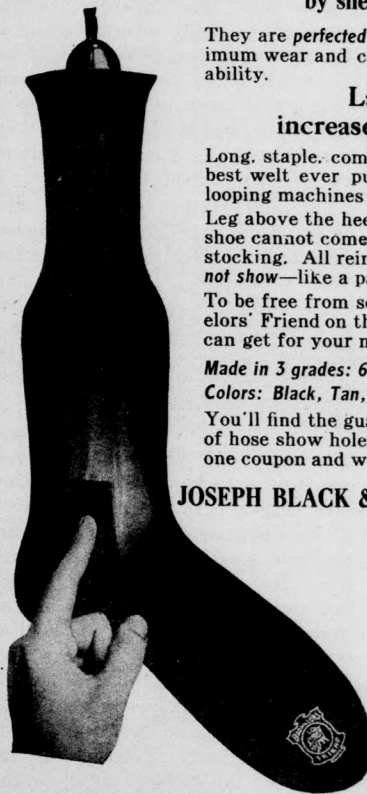
Leg above the heel reinforced to the proper height. The shoe cannot come in contact with the thin part of the stocking. All reinforcing is by special yarn, so that it does not show—like a patch—as on other stockings.

To be free from sock annoyance—look for the name Bachelors' Friend on the box. It means the best value that you can get for your money.

Made in 3 grades: 6 pairs \$1.50; 6 pairs \$2.00; 6 pairs \$2.50. Colors: Black, Tan, Navy, Slate, Bordeaux, Purple, etc.

You'll find the guarantee in every box. Should any pair of hose show holes inside of six months, send to us with one coupon and we'll make good.

JOSEPH BLACK & SONS CO., Manufacturers, York, Pa.



No need to do this since he wears Bachelors' Friend.



EDSON, MOORE & CO., Detroit, Mich., Wholesale Distributors



### Shoe Talk Appropriate To the Season.

Written for the Tradesman.

"I want a pair of shoes that you'll guarantee to turn snow water," said a country customer to the leading shoe merchant of my city one day last winter. "My dear sir," said the dealer. "I haven't got such a pair of shoes in the store. If I knew where I could buy them you bet your life I'd have them. But to be absolutely frank with you, I don't know anybody who makes shoes from leather that are absolutely impervious to snow water."

Plainly the customer was surprised.

"I don't understand why you can not get them," said the customer, "other dealers advertise them. At least some dealers do; for I have read their statements again and again in the newspapers."

"Maybe said," replied the dealer, "but you never read any such statements over my store name. I have never made that claim for any pair of shoes I've sold yet. And why? Simply because I can't back it up. Snow water will penetrate leather and dampen the feet more or less, no matter how it is tanned. I'd rather tell you the absolute truth and miss the sale of a pair of shoes than make a sale by misrepresentation. Now if you know of anybody who can sell absolutely water-proof leather shoes, go to him. But my own conviction is that you'll never find him."

The customer sort of felt as if he could find a pair that would meet this test, so he left the store without buying. From another dealer in the city he bought a pair of shoes that were represented to him as being proof positive against snow water, slush and moisture of all kinds. He bought the shoes. Of course they did not live up to the dealer's claims. They were good shoes—substantially built, and perhaps as near water-proof as one can get; but they didn't turn snow water. The customer was disappointed. The next time he bought he went back to the dealer who had missed a sale rather than tell an untruth. And he said to him something like this:

"After this I am going to buy all my shoes from you. I believe you will represent your goods just as they are. You told me frankly you didn't have any water-proof leather shoes; and the other fellow told me he did. I like to deal with a man who is frank and honest in his statements."

The moral is obvious.

An Understanding at the Outset.

A frank understanding at the out-

set covers a multitude of subsequent troubles, explanations, etc. And the best thing the shoe dealer can do is to get into the habit of letting his customers understand precisely the nature and limitations of the goods they are buying.

Take, for instance, the velvet, corduroy and silk toppings that are proving so popular in many communities. Now the retailer is liable to have some complaints on hand later on if he isn't careful to state the facts concerning these shoes. Shoes made from this class of stock can not be as durable as leather shoes, nor does it stand to human reason that they should retain their shape as well as leather. Velvet especially makes a very attractive shoe for dress purposes. It doesn't require polishing. All milady has to do is to brush her shoes with a clothes brush just as she does her coat and skirt. For occasional wear, dress purposes, and for wear in dry weather—the velvet shoe is all right. But the customer who buys a pair of velvet shoes ought to be warned against expecting the impossible of them. They are not suitable for rough wear, and the nifty looks of them can be very speedily spoiled by snow and slush. If she wears them out in the snow she had better be sure to put on her storm rubbers.

Now she'll take the shoes in any event, if she really wants them. And if local vogue for velvet shoes has struck her bug, she'll certainly want them. But see how much better it is in every way for you to sell them upon the basis of a frank understanding of their actual limitations.

The same thing is true of turn shoes. Turn shoes are light and comfortable, but they are not a rough wear shoe. They simply can not stand snow and slush like Welt and McKay shoes. In spite of this fact, however, some women will always prefer them simply because they are lighter and more comfortable.

As an illustration of the frankness of some of the big retail shoe concerns of the day, in talking about their wares, here is an extract from a booklet gotten out by a large Eastern shoe store that caters extensively to the juvenile trade: "You will find that we sell high boots because 'style' demands it, but you will be frankly told that they are not good for children, and why. You will be told that white canvas ankle ties are the most hygienic footwear for indoors in winter. You will be told not to let the children wear outdoor boots in the house. You will be told that patent boots are not the right

shoes for babies to wear all the time."

In these piping times of prosperity it isn't necessary for the shoe dealer to misrepresent shoes in order to sell them. When any shoe becomes the accredited thing people will have it even if it isn't as durable an article as the sort they have been used to. But they deserve to know the facts in the case at the outset. This puts the question up to them. After that you are released from responsibility. Otherwise people will contract an injured feeling for the shoe merchant if the new and accredited thing does not prove as good and serviceable as they had supposed it would. Wherefore the truth of the dictum, A little explanation goes a long way.

### Microbes and Shoes.

Over in Manchester, England, they are in the throes of a veritable microbe mania over the alleged discovery that microbes can be transmitted through trying on of shoes. Wouldn't that jar you? Think of the setback retail shoe dealers must be getting owing to the fact that people are all wrought up over the prospect of acquiring a lot of malignant germs from shoes that have previously been



For Mail Carriers, Policemen, Truckmen, Railroad Men



IS PURE GUM, GIVES DOUBLE WEAR

The Gold Seal

# Agol

Is a Great

# Rubber

Manufactured only by

**Goodyear Rubber Company**

W. W. WALLIS, Manager  
Milwaukee



## The Story of Profits

The shoes you have left at the close of your business year tell you that. Its the shelf warmers that have not paid dividends and its Easago, Hard Pan, Rikalog and other R K L Shoes that have.

### THE REASON

The R K L Shoes you have on hand are but a small portion of those you bought in 1911, and those you have sold represent that many satisfied customers.

**Rindge, Kalmbach, Logie & Co., Ltd.**  
Grand Rapids, Mich.

tried on by other customers! And there are in every community lots and lots of people who would actually hang onto their old shoes rather than take such perilous chances! The microbe is infinitesimal, to be sure; but I tell you when it comes to making sensible people perk up and cut ridiculous capers under the sun, our friend, the germ, is a world-beater. With the bigness of this microbe theme upon me, I started the other day to indite a poem commemorative of the gay and festive microbe. But unfortunately about the time I had gotten fairly started the telephone bell rang and broke the spell of my poetic inspiration. I give here the first few lines, which is as far as I got when the telephone bell cut in and startled my muse:

Hail, festive microbe, lissom thing!  
Now of thy wondrousness we sing.  
Sure thou art a theme to inspire  
Any man who can thrum the lyre,  
Or make his old Pegasus hike  
In a way that is classic-like.

Isn't it too bad that chap took it into his noddle to call me just at that critical moment? He'll have to answer to posterity for that unhappy interruption.

But now, in all seriousness, isn't it downright funny how dippy intelligent people go over this microbe menace? To be sure the microbe is on the job. He's always been on the job. He's everywhere. And he's been everywhere for all time. You can't boil the life out of him. You can't kill him off. You can't bottle him up or screen him out, or chase him off. If you take to your heels and seek to outrun him, you'll do a foolish thing; for you'll find he's just as thick and just as bad at the end of the journey as he was at the starting point. He burrows in the earth, floats in the air, cavorts around in the water, and goes wherever he chooses.

If he therefore takes it into his head to hide on the nice new linings of new shoes, he'll do it in spite of vigilance on the part of the shoe manufacturer and the city dads who assume the custodianship of the city's health. Suppose you do establish strict rules about trying on shoes. Suppose you go so far as to establish a sort of central fumagatory and compel shoe dealers to bring all shoes to this central plant which have come in contact with the customer's foot. Suppose you compel all cartons coming from the shoe manufacturer to be sealed with a Government stamp showing that they have been Government inspected and found absolutely germ-proof. Do you think for a moment that our gay and festive germ would hesitate to slip in under the carton lid if he were a mind to? There's air in those cardboard cartons, doubtless, around the shoes. A vigorous microbe can go anywhere air can go. And, besides, a shoe lining might be free from germs to-day (relatively speaking) and alive with them to-morrow.

What's the use? When a sporadic germ mania breaks out over anything in any community it's got to run its little day and peter out. But in the

meantime we feel sorry for the shoe dealers in Manchester. Business is doubtless sort of quiet with them just now.

The Semi-Annual Clearance Sale.

It will not be long now until the winter clearance sale will have the right of way.

In some localities where there is no concerted activity on the part of shoe dealers there will be a tremor of anxiety to be first in the field.

In many communities the price will be cut on winter shoes much earlier than there is any real occasion for—and simply and solely because each shoe dealer wants to beat the other fellows to it.

But we are pretty apt to have lots of winter weather yet. Shoe dealers ought to cheer up; for the worst installment of winter is yet to come. That means a demand for reasonable footwear. Consequently the longer the clearance sale is delayed the better it will be for the profits of the business.

It seems strange that in those communities where there are several shoe dealers that they do not get together and decide upon a given date for this cut-price carnage. They ought to put it off until the regular lines of winter shoes are pretty well broken into. Instead of waiting for a big general clean-up on odds and ends and broken lines, it might, perhaps, be a better plan to stimulate business by offering from time to time special values in the popular priced and medium lines.

And some one has suggested for this purpose the possibilities of the store bulletin in which these specials could be featured. In stores which have a sizeable suburban or rural trade this would seem to be a good plan. Give cuts of the shoes thus priced. Most shoe dealers have shoe cuts on hand that can be used. And there are concerns that will supply nifty half tone cuts for \$1 apiece, and outline cuts for 50 cents each. The bulletin could be issued, say weekly, and mailed out to regular and prospective customers of the store. They could be handed out at the store as well. But they ought not to be distributed about town by small boys—simply for the reason that this method of distribution cheapens your proposition. People will not read things that are stuck in the shutters or chucked under the door or thrown over in the front yard. Of all methods of so-called advertising, this is the least productive of results. Every store paper or store bulletin or booklet ought either to go regularly through the mails or be handed out in a dignified way at the store. If 50 per cent. of the trade-pulling value of your store announcements depends upon the copy, the other 50 per cent. depends upon the distribution of the announcement after it is printed.

Cid McKay.

If thought photography ever becomes practical the world will learn some astonishing secrets.

Doing nothing is apt to be overdone.

## MEN'S SHOES

A pleased customer is a dealer's best asset.

An investment in Rouge Rex Shoes for your 1912 spring trade means ready sales at good profits, and a host of pleased customers on whom you can depend.

## Rouge Rex Shoes

are made from choice stock of the best tan-nages, selected for its service—giving qualities, and they are made in styles and heights to suit your every need in men's and boys' shoes.

For dress, buy our Planet Line Welts, Comet, Saturn, Jupiter and Mars. They are winners.

### Hirth-Krause Company

Tanners and Shoe Manufacturers

Grand Rapids, Mich.

**T**HERE'S always a demand for the "best" in every line of trade; the surest way for any retailer to build up a satisfactory rubber business is to handle the best rubbers—and that means

## Wales-Goodyear and Connecticut Rubber Boots and Shoes



Heavy Arctic

A Wales-Goodyear Sale means a satisfied customer—and that's what you're in business for.

We carry a full line of this famous rubber footwear—and we make a special point of shipping the same day your order is received.

A leading member of the Wales-Goodyear family; in men's, boys', youths', misses' and children's. Also in Connecticut brand.

**The Maumee Rubber Co.**

224 226 SUPERIOR ST  
TOLEDO, OHIO

Headquarters for Wales-Goodyear and Connecticut Rubber Boots and Shoes

## MEN OF MARK.

John Sehler, President Brown & Sehler Co.

The law that divided all Gaul into three parts seems to have been followed in a later day in the implement and harness business. In this industry are three distinct divisions—the manufacturer, the seller and the consumer. Oftentimes, it is true, the manufacturer and the seller have been one and the same man, but he has conducted two separate and individual operations—in the first the making of his product and in the latter the selling of it. Likewise the consumer, who constitutes the third division, has been sometimes the retail dealer, buying the product for distribution, and sometimes the harnessmaker who interposed himself between the wholesaler and the dealer, converting the product into a finer article of commerce before passing it on to the consuming class. In any event, manufacturer and dealer are

terests best because of his intimate knowledge of the methods of the manufacturer and the seller and the requirements of the consumer. He has not only the general knowledge of the business, but, as a retailer, he learned how the goods should be manufactured to meet the desires of the consuming trade.

Such a man is to be congratulated on the position he occupies. His is a viewpoint enjoyed by few men. He is not only a chief actor in a great and necessary industry, but a spectator of all that happens. His place is high enough and his vision wide enough to permit him to understand and appreciate many things that one might not appreciate or understand who looked out upon them through the windows of a single branch of the business. The goods manufactured under his direction are more likely to meet the ideas of the consuming class, since he learned as a retailer exactly what the people want. As the advisory head of a selling depart-

ment he can "sense" the situation of both the maker and the buyer. His is a place of large opportunity and wide observation. It is a position of vantage from which to look upon the industry in which he is engaged. The experience in one branch of the business often helps to solve the complex problems of another. Things achieved in one enterprise point the way to similar improvement elsewhere. The ultimate result is intelligent advancement all along the line. The final beneficiary is the consuming public, since the manufacturer, jobber and retailer can not improve their methods and their product or place their operations on a more economical basis without indirectly helping that great body of men for whom has been coined the title "ultimate consumer."

Thus it is that the man of large affairs rises above the occupation of a mere man of business producing profits for his stockholders and himself. That may be his primary pur-

pose; but the service he performs is larger in its significance and higher in its achievements. It is a service not to self or a coterie of fellows, but to the great public. It is a service that places within the reach of the consuming element the highest quality at the cheapest price.

John Sehler was born on a farm in Niagara county, New York, Dec. 18, 1847, being the second child in a family of five children. His father and mother were both natives of Hanover, Germany. In 1865 the family moved to Chester township, Ottawa county, locating on a farm. March 1, 1871, his father bought him a half interest in a saw and planing mill at Big Springs, which was continued for a time under the style of Creager & Sehler. The buildings burned to the ground Oct. 16 of the same year, with no insurance, when Mr. Sehler purchased the interest of



themselves but the representatives of that which has now come to be known as the ultimate consumer.

These are but variations, however, of the rule that makes three divisions—maker, seller and consumer—and readers may differ in regard to the classification of an individual case practically without differing on the main proposition. The three divisions are easily distinct enough to insure a distinct difference in their viewpoints.

Among these three classes are both a divergence and a community of interest. The former is more generally recognized, being based on experience, while the latter has scarcely advanced beyond ethical precept. But that there is a commonality of interest is demonstrated by the fact that one may find occasionally in this industry some man who at some period in his life has represented all three elements of the trade, who is interested in all three of these branches of the industry, and yet serves each of his related enterprises with equal success and fidelity.

Indeed, such a man is probably equipped to serve each of these in-

ment he can "sense" the situation of both the maker and the buyer. His is a place of large opportunity and wide

Dealers everywhere are doing splendidly with

## The "Bertsch" Shoes

**WHY?** Because their customers are pleased.

**THE SHOES ARE RIGHT.** Their quality could be no better. Only the highest grade of material is used in manufacturing.

The styles are of the very best and latest—are designed along natural lines and *FIT*.

We want to show you just how and where the "**BERTSCH**" will be a **BETTER LINE FOR YOU TO HANDLE**.

Write for salesman. Become a "Bertsch" dealer this season.

"They Wear Like Iron"

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.

# SENT ON A GUARANTEE



A  
Lady's Foot

encased in a

Princess Comfort Shoe

provides a walking advertisement for the merchant who sold that shoe, because it invariably combines constant comfort with quality and beautiful appearance.

Write for descriptive booklet.

V. SCHOENECKER  
BOOT & SHOE CO.  
MILWAUKEE WIS.

THIS  
HAND-  
SOME BOOK  
**FREE**  
WRITE FOR IT TODAY

his partner and admitted to partnership Geo. M. Miller—known throughout Michigan in those days as Mike Miller—and continued the business under the style of John Sehler & Co. Two years later he sold his interest to his partner and leased the flour mill at Lisbon, taking Mr. Miller in partnership with him. This partnership continued four years, when Mr. Sehler went back to his father's farm in 1878. In 1882 he formed a copartnership with E. T. Brown and Frank Brown, under the style of E. T. Brown & Co. and engaged in the retail implement business at 19 West Bridge street. The following year the firm built the brick block on Front street. E. T. Brown subsequently sold his interest in the business to his partners, who merged it into a stock company under the style of the Brown & Sehler Co. and in the meantime enlarged its scope and influence by engaging actively in the jobbing trade. The company now has an authorized capital stock of \$300,000, of which nearly \$200,000 is issued. The first officers of the corporation were as follows:

President—F. E. Brown.

Vice-President—T. B. Snyder.

Secretary—Henry W. Sehler.

Treasurer—John Sehler.

The present officers of the corporation are as follows:

President—John Sehler.

Vice-President—Frank Brown.

Secretary—J. H. Colby.

Treasurer—Henry W. Sehler.

These officers, with David Drummond, constitute the present Board of Directors. Since the stock company was organized the corporation has erected a new building on West Bridge street, 70x76 feet in size, four stories and basement. The Front street store is 50x130 feet, four stories. The corporation owns vacant land along the canal, which it will improve with a new building sometime in the future. In 1900 the company closed out its retail business to Smith & Schantz and has since devoted its entire attention to the wholesale business. The manufacture of horse collars and harness was undertaken some years ago and last year a two-story building was erected at the corner of Turner and Victoria streets, which is utilized as a fur dressing establishment. This enables the corporation to manufacture its own fur coats and robes, thus placing it in a position to compete with any institution in the country in this line of business. Seven traveling men are employed, covering Michigan and portions of Ohio, Indiana and Wisconsin.

Mr. Sehler was married April 23, 1873, to Miss Barbara Miller. They have had six children—three sons and three daughters. The sons are all grown up and are active in the business. The family reside in their own home at 99 Livingston street, where they have lived continuously since 1883.

Mr. Sehler has been a member of the Lutheran denomination ever since he was a child. He has been affiliated with the Emanuel Lutheran

church, on Michigan avenue, ever since he came to the city and was Treasurer of the organization for twenty-five years. He is now one of the Trustees and Superintendent of the Sunday school. He has long been prominent in the Grand Rapids Credit Men's Association, having been a member of the Executive Committee for many years and chairman of the Adjustment Bureau for several years. He is now President of the organization, which is the highest office within the gift of the Association. Mr. Sehler has been a member of the Board of Trade ever since it was organized and has been a director for the past six years. He has served on several important committees with credit to himself and with satisfaction to his associates and the interests he represented.

Mr. Sehler attributes his success to hard work and close attention to business. He believes that all good things come from the Lord and that the Lord has blessed his effort to be of some use in this world. Aggressive in action, reticent in speech, he has an executive mind, highly developed and finely trained—a mentality that can grasp the largest proposition, recognizing its own proportions and its proportion in comparison with other matters. This sense of proportion of things, combined with a prophetic understanding of probable results, makes him a man of quick decision and correct judgment.

**Annoying Money Orders.**

A firm in a Northern Illinois town devised an advertising scheme in which postal money orders played a part very satisfactory to the advertisers but somewhat upsetting to the postal authorities. The advertiser secured at the postoffice 500 money orders for two cents each, payable to as many individuals. A form letter was then prepared which notified the reader that inasmuch as his time was probably worth \$10,000 a year, the inclosed money order was to pay for the half minute that it would take to read the inclosed circular. As a result, practically every one who received a circular read it, but very few of them cashed the money orders, and in a short time the postal authorities were in serious difficulties. Every money order issued, no matter for how small an amount, must be entered on the books; and if they are not redeemed in a certain time the federal authorities must know the reason why. Consequently every order not cashed required an investigation. As a result each two-cent money order purchased represented about a dollar's worth of red tape.

**Think It Over.**

It is true that it costs you more to live now than it cost your great-grandfather, but it wouldn't cost as much if you lived as he did.

Notice to inventors—A device for squeezing water out of stocks and the milk supply would fill a long felt want.

**Cynicisms of a Business Man.**

People usually have the blues after skimming the milk of human kindness.

An easy way to make money is to buy stocks when they are low and sell them when they are high.

While you may not be able to lead a man to water, you seldom have to ask him twice to have a drink.

Many a man has lost his mental balance by attempting to entertain two or more ideas at the same time.

When a woman is unable to get what she wants she tries to convince herself that it wasn't worth having after all.

It is just human nature to get more fun out of losing \$10 at gambling than making \$10 by work.

It takes a girl to know that a photograph that flatters her is a better likeness of her than the face she sees in the looging-glass.

Every virtue has its own flaws.

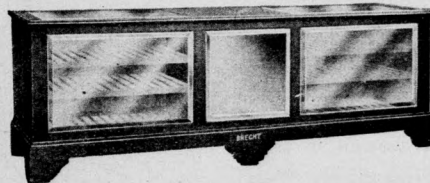
A man's wife loves a cheerful giver.

**Wilmarth Show Case Co.**  
**Show Cases**  
**And Store Fixtures**  
 Take Division St. Car Grand Rapids, Mich.

**It's a Good Investment**

To Display Your Food Stuffs in a Sanitary Manner  
 Consider How Attractive and Inviting they Appear in

Perfectly Insulated Same as Our Coolers



Made of Selected Quarter Sawed Oak and French Beveled Plate Glass

**Brecht's Refrigerator Display Case**

We make high grade Market Outfits, Coolers, Etc.

Write Department "K" for Particulars

**THE BRECHT COMPANY**  
 ESTABLISHED 1853

Main Offices and Factories ST. LOUIS. MO.

New York Denver San Francisco Hamburg Buenos Aires

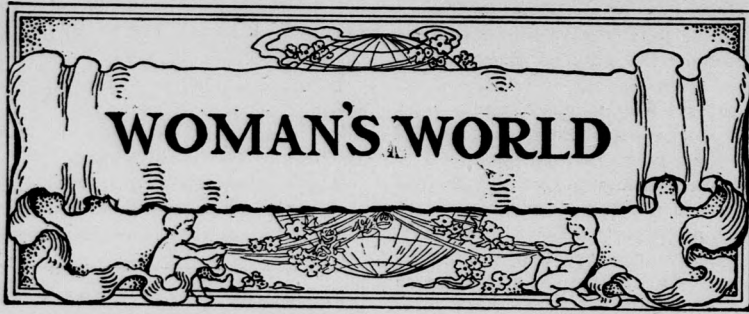


**BOSTON BREAKFAST BLENDED**  
 A Delightful Drink

**Popular in Price and a Trade Getter**

**Roasted Daily**

**Judson Grocer Co., Grand Rapids, Mich.**



### Selfishness of Mothers as a Handicap.

Written for the Tradesman.

It would seem far easier and more natural, more in accordance with our conventional ideas, to write of the unselfishness of mothers—a theme that never has been nor never can be exhausted and which, perhaps, never has been adequately treated! For motherhood is a holy thing to which we all bow in reverence. At its best it is one of the supreme sacrifices of life. In its more imperfect manifestations, it is one of the most sacred things we know.

True, there are women in whom the maternal instinct seems to be lacking. They are so absorbed in bridge or in dress or society or in clubs or in reform measures—perhaps even in church work or philanthropic enterprises—that they give only the scantest measure of attention and affection to their own children. Such women are simply freaks. With the normal woman her child is ever her nearest and dearest interest.

It is, perhaps, useless to censure these pseudo mothers, these women who are mothers only in a physical sense. At any rate their failings are not the theme of this little preachment, which is to deal with certain manifestations of maternal selfishness that are closely emeshed with genuine mother love.

We do not have to go far for examples.

Take, for instance, the woman—and we all have at least one such in our acquaintance—who insists that all her children as they marry shall locate near home and who makes the biggest and most pathetic kind of a fuss if one of them gets a little away from her.

Mrs. K. is of this type. She is a most warm-hearted and affectionate mother, one who will do anything and everything for her children except to use a little judgment and common sense where their interests are concerned. Margaret, her only unmarried daughter, has been teaching for some ten years in the fifth grade of the Milltown schools. Milltown is where the K. family live. Margaret could get a better position away and she needs a change, but her mother has "taken on so whenever she has spoken of it and tells everybody that she just couldn't bear the feeling of the house with "Maggie darling" not there that, in consequence, poor Margaret, like the dutiful daughter she is, has given up all hope of ever doing anything but teach that fifth grade.

Mrs. K. has been the cause of both of her sons-in-law remaining in Milltown, although neither one of them feels that he has any chance for advancement there. One is in partnership with Mr. K., who runs a small grocery. He and his father-in-law do not get along well together and the grocery business is distasteful to him, but whenever he speaks of a change, Agnes (Agnes is his wife) runs to her mother and her mother begins her tearful protests.

Last summer one of the sons of the K. family had the offer of a position in San Francisco at about double the salary he was then and is now receiving. The change promised much in other ways besides increased pay. The boy was really anxious to accept the place, for he feels that he never will get one like it in his home town where he sees only long years of drudgery ahead of him. His wife, who is an only child and greatly attached to her parents, was willing, even desirous, of going. Her mother, who is a broad-minded, clear-sighted woman, consented to the move and rather urged it.

"Of course, I shall hate awfully to have Will and Madge away off there, but I know such opportunities do not come very often. And in some ways it may be very, very good for both of them to try this 'hazard of new fortunes' where they will have no relatives nor old friends to fall back upon."

But Mrs. K. could not be brought to see it in any such light. The separation seemed so dreadful to her narrow mind that she was blind to any possible advantages in the change. She was sure Madge's mother did not care so much for Madge as she did for Will. For her part, she just couldn't bear the thoughts of their going. And to San Francisco of all places, where they are so likely to have another earthquake at any time! She sobbed and wept for days until she became positively ill. After holding out for a week, Will and Madge decided it was best to yield to her entreaties. They gave up their long-wished-for opportunity and have remained in Milltown.

Mrs. K. is one of the people who never can look at a subject from any one's point of view but her own. She has an overdevelopment of the brooding mother instinct which makes her want to keep her young near her, while her intelligence is not quite strong enough to see that perhaps it might be better for her children to strike out for themselves. She would be astonished and indig-

nant if any one should intimate to her that she is in the least selfish in regard to them or that her own comfort and happiness and not their real welfare is paramount with her.

Maternal selfishness takes on many forms entirely different from that shown by Mrs. K. Here is Mrs. R., whose only child is a very pretty little girl of 8. Already Lucile is vain and self-conscious because she very well knows how proud her mother is of her looks. In all her housekeeping Mrs. R. uses the strictest kind of economy in order that she may have more to spend upon Lucile's clothes. She sews exquisitely and makes all the little gowns herself so that her daughter is far better dressed than her playmates. Mrs. R. can not see that all this is spoiling the child any more than she can realize that since Lucile is a part of herself, in reality she is flattering her own vanity with Lucile's beauty and fine clothes.

Instances may be multiplied. The mother of a precocious child may push the little thing along at his books so that she can brag of his extraordinary advancement when what he needs is outdoor exercise and play.

One woman will insist that her daughter shall pursue some career, even although the girl is domestically inclined, while another, just as mistakenly, will discourage an ambitious daughter from taking up a profession and will urge her to "marry and settle down."

Thousands of mothers feel that they have the right to select husbands for their girls and wives for their boys and deem themselves greatly abused if they are thwarted in the exercise of what they regard as their rightful prerogative.

When will mothers come to see that a child having received the gift of life has a right to life—to a share in its pleasures, but, most of all, to growth and discipline and development? In childhood and early youth he is entitled to parental guidance and direction and to be so placed upon his own feet that later on he can guide and direct himself.

The life that you craved, the vo-

lition that you so earnestly desired to follow may not be best for your boy or girl. The child's life is an individual existence and not a mere repetition of your own.

In striving to be unselfish yourself, do not make the other mistake of fostering selfishness on the part of your children. The child's welfare includes a proper regard on the child's part for the welfare of others.

Utter self-abnegation on the part of mothers is not what is needed—the motherhood that abrogates all its rights and claims is as wide of the mark as that which enforces unjust claims to the child's detriment. Under some circumstances it may be as much the duty of the child to remain with the mother and care for her tenderly, as, under others, it may be the duty of the mother freely and willingly to let the child go.

Generally speaking, it is not greater self-renunciation on the part of mothers that is needed, but clearer vision. Quillo.

### Carbon Coated Sales Books

Every Size and Style

Prices ranging from .02<sup>1</sup>/<sub>10</sub> to .05 per book

Send us your sample and get our priced on your book

CONNARD-HOCKING CO.

136 West Lake St.

Chicago, Ill.

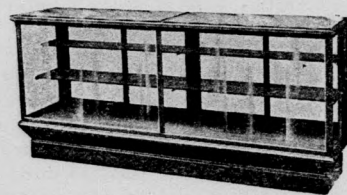
### Sales Books SPECIAL OFFER FOR \$4.00

We will send you complete, with Original Bill and Duplicate Copy, Printed, Reproduced and Numbered, 5,000 Original Bills, 5,000 Duplicate Copies, 150 Sheets of Carbon Paper, 2 Patent Leather Covers. We do this to have you give them a trial. So long as you use our duplicate system, you will always receive 25% off for itself in the future charges alone. For description of our samples and special prices on large quantities, contact the OEDER-THOMSEN Co., 1928 Webster Ave., Chicago. Agents Wanted. NOTE—In placing orders, do not forget to furnish copy of price list desired. It takes from 10 days to 2 weeks to execute orders.

### \$100.00 REWARD

Above reward to merchants monthly, by the use of our new and desirable PREMIUM PLAN. Costs less than 2%. Would you pay \$2.00 for \$100.00 in new cash trade? Our coupon plan will do it for you. No investment required. If interested in stimulating sales, our 16 page illustrated booklet can be had by a request for same on your letterhead.

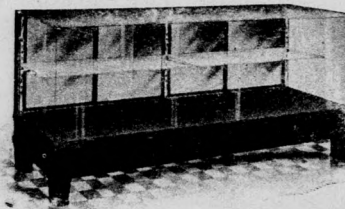
CHURCHILL CABINET COMPANY  
2120 Churchill St. Chicago



### Paragon Case No. 58

Lowest in Price

Made in large enough quantities to meet competitors prices



### American Beauty Case No. 412

A Case of Quality

See it at Spring's or Steketee's Grand Rapids

Our 84 page catalog is free

GRAND RAPIDS SHOW CASE CO.

GRAND RAPIDS, MICH.

The Largest Manufacturers of Store Fixtures in the World

**PRACTICAL STOREKEEPING.**

**Matters of Vital Concern To the Merchant.**

Paper Eleven—Displays.

Written for the Tradesman.

It is hard to realize the tremendous value of displaying merchandise as a means to its selling. In spite of all that has been said and written by our exponents of window trimming, it is safe to say that not more than one merchant out of ten, the country over, is getting the maximum of benefit out of his display windows and cases.

How can the storekeeper get his profits until the goods are sold? And how can he sell 'em until he lets the people see what he has? Assuredly the display of merchandise is a vital thing in our modern scheme of merchandising. It is becoming more and more vital day by day. I know merchants who are good buyers—sane, shrewd, judicious and all that—and yet fail to get across simply for the reason that they do not understand the knack of displaying their wares.

There is an old saw to the effect that seeing is believing. And the idea underlying it is that conviction waits on evidence. A more recent aphorism embodying the same idea is, You've got to show me. Printed statements about articles of merchandise (advertising, as we generally use the phrase) have an important part to play in our present-day scheme of selling; but the testimony of one's eyes, the sense of touch, taste and smell combine to produce a degree of certitude vastly more positive and permanent than mere articulate expressions can ever lead to.

It is a true saying that wisdom is justified of her children: it isn't enough to assert of a man that he is wise and prudent. If prudence and wisdom are a part of his mental equipment this fact will appear in his life. If it doesn't appear in what the man says and does, his friends had just as well keep silent about these alleged qualities. In like manner advertising is justified by display; for the average customer wants to see the goods he has been reading about in his newspaper. That is the reason display supplements advertising. Both are essential; neither is complete without the other.

The display of merchandise is a detail upon which the storekeeper can hardly spend too much time. It goes without argument that displays should be seasonable just as advertising must be seasonable to be effective. Indeed, the display of seasonable goods is like a word fitly spoken: It goes to the spot. It also means coin to the merchant who makes the display, together with incidental delight to the people who linger before it. A recent writer remarks that there are continual raids upon windows and inside exhibits to satisfy customers. As a matter of fact these encouraging raids would doubtless be few and far between if it were not for the

windows and exhibits to get them started.

The modern shop window is primarily a want-builder. So is the display case and cabinet. And so are display tables and shelving. The neat and orderly display of seasonable and attractive merchandise is a sine quo non of successful merchandising. In the olden days when wants were few and insistent the appearance of scant stock was not disconcerting to the shopper. Moreover, he understood the prevailing habit of secreting goods in bins and boxes and cases under the counter and high up on the shelves. He knew exactly what he wanted, and previous investigation had assured him that he could generally count on finding such and such a thing at such and such a store. Therefore he went in faith, calling for a few and simple things that he required.

But, as I have previously intimated, this old, pre-scientific scheme of selling no longer obtains. As we now see, those old-time consumers did not "consume" enough. Their wants were too few and too simple. We have multiplied wants. And the whole business of advertising, window trimming, etc., is based upon the assumption that the consumer is able to get away with vastly more than he thinks he can; that the circle of his potential needs is ever so much larger than the circle of his present requirements; and that the capacity and recuperative powers of the public purse are practically unlimited. Consequently the whole business of selling, when we boil the thing down, resolves itself into the art of increasing man's acknowledged needs. And the way to make a fellow admit that he needs something new is to show him the new article, commodity, device or whatever it is. Tell him about it in the advertisement, to be sure; but by all means let him see it in your window or in the inside exhibit.

Now the several seasons that we have throughout our country are pretty clearly marked, and in almost every line of merchandise these seasons suggest peculiar and special needs. To the wide-awake merchant, therefore, the various seasons come freighted with possibilities. Alternate heat and cold, slush and dust, together with our national holidays and local festivities, mean much to the alert retailer. This being true, it is up to the storekeeper to make the most of these periodic opportunities for special and extra-normal business. Let him plan for them in advance—and plan, not alone by providing himself with seasonable goods, but plan for them by mapping out a strong line of seasonable advertising, and, above all, by studying a seasonable and effective manner of displaying his wares.

"What's the matter with our findings business?" said a shoe retailer recently to his head clerk; "we don't seem to be doing anything in our findings department. Why don't you fellows push that stuff? Now look at all that shoe polish we bought last fall—" and the dealer jerked

open a drawer filled with several grosses of polish for patent leather, tans and white shoes. The shoe dealer indicated that he was deeply peeved at his clerk because the goods had not sold. The head clerk retorted by saying: "Well, if you want us to sell it, why don't you display it? The people don't know we carry shoe polish. The best way to suggest to a customer that he needs a box of shoe polish is to put the article out where he can see it. Why don't you get up a shoe polish window trim?" "A shoe polish window trim?" enquired the dealer, doubtfully; "what kind of a dinged window trim is that?" "A window in which shoe polish is strongly featured. Instead of keeping this stock chucked away there in this pine drawer, put the whole thing out in one of those windows. Make a great big showing. Let the people see what a world of this stuff we have on hand."

Although he was a little dubious as to results, that shoe dealer decided to act upon the suggestion of his clerk. Accordingly he got up what the clerk had called a shoe polish trim. Moving back the shoes from the fore part of his window so as to make room for three pyramids some eighteen inches across at the base, he built up three symmetrical figures out of his boxes of shoe polish; one pyramid was made of boxes containing patent leather polish, another of tan polish, and the third of polish for white shoes—this fluid polish, being in bottles, occupied the central position. It was quite an impressive display. And along with it there was a clever window card calling attention to the importance of keeping the shoes well polished. The window card stated that one of the principal causes for the deterioration of leather lies in the fact that the average person is so careless about his shoes. "Keep 'em clean," said the card, "and they'll not only look better but they'll last longer." And that store sold more shoe polish that week than they had sold for six months previous.

I know a leading grocery concern that has the habit of featuring specials in its windows. This concern doesn't do a great deal of advertising through the daily papers. It gets out a little house organ weekly, mailing it out to a selected list; but it goes in strongly on window trimming. If they are making a leader of canned corn, the whole window

will be filled with this particular brand of canned corn. If it's almonds, pecans, English walnuts, or mixed nuts, there will be bushels and bushels of nuts banked up in the window—perhaps to a depth of two feet. And the passerby is bound to take notice. Always there is something different in this window. It is not only changed from week to week, but sometimes oftener. That concern believes that it pays to change the window with great frequency—particularly during the holiday seasons when people are on the streets more and watching the windows more intently.

When we talk about displaying goods, of course it is natural for us to thing of windows. But that isn't all; for there can be strong inside exhibits. Cases and glass cabinets on the inside of the store can be made vastly more profitable than many storekeepers imagine; and the arrangement of the stock on the tables, counters and shelves is often capable of vast improvement.

Chas. L. Garrison.

TO REACH YOUR PATRONS AND FRIENDS  
USE A MICHIGAN STATE TELEPHONE

There's Merit in the Flavoring  
**MAPLEINE**  
It's Dainty  
It's Popular  
It Sells  
The demand is growing and you can procure a stock from your jobber, or  
The Louis Hilfer Co.,  
4 Dock St., Chicago, Ill.  
Crescent Mfg. Co., Seattle, Wn.

**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.

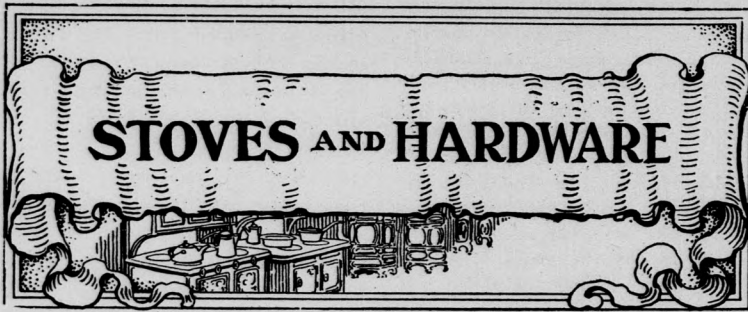
**Klingman's Sample Furniture Co.**

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, Michigan



**Michigan Retail Hardware Association.**  
 President—E. S. Roe, Buchanan.  
 Vice-President—Chas. H. Miller, Flint.  
 Secretary—Arthur J. Scott, Marine City.  
 Treasurer—Wm. Moore, Detroit.

#### Parcels Post Would Violate Sherman Law.

San Francisco, Jan. 10—We desire to enter our protest against a parcel post system, either permanent or even experimental, for the following reasons:

That as the proposed rate for such service, as far as we have been able to ascertain, is to be approximately two cents per pound for packages not exceeding eleven pounds in weight and thirty-six inches in length; the number of such packages unlimited.

That the burden of carrying and delivering such merchandise of non-descript sizes and shapes, and which can not always be packed in mail sacks, will far exceed that of second class mail, which, according to Postmaster General Hitchcock's report of 1909 cost somewhat over nine cents per pound, the packages being compact, largely uniform in character and packed in sacks readily handled.

That the tax of this excessive cost must be borne by others than those immediately benefited.

That the effect of a parcel post system as outlined above will be vitally detrimental to the wholesale and retail hardware and allied distributing interests of the United States; it would greatly injure, and, we believe, absolutely destroy the business of the retail country merchant, because he could not compete with Eastern catalogue or mail order houses on goods that would be shipped direct to his customers in eleven pound packages at two cents per pound, for the reason that rail freight on hardware will cost delivered at San Francisco or any other terminal point on the Pacific coast approximately from \$2.10 to \$2.50 per hundred pounds according to classification including the tare of the package, and an additional cost for freight shipped into the country.

There are many important articles carried in stock which have large sale not classified under the railroad tariff as hardware, the freight on which to San Francisco will cost approximately from \$3.50 to \$5.50 per hundred pounds with additional cost for freight into the interior; therefore, the country merchant's patrons would likely send their orders to the East, and his sale of goods would be limited to such as could not be sent by parcel post; and it would be impossible for him to continue in business on the restricted sale of bulky goods requiring rail shipment.

When the country store is closed up and the retailer driven out of business, where will the farmer who is now economically and promptly supplied go to get his farm implements, barbed wire, wire fencing, nails and the variety of coarse, heavy stuff which he requires? He can not get them from the retailers in large cities maybe twenty to one hundred and fifty miles or farther away, because the city retailer does not carry this class of supplies, neither can he get them from the wholesaler, who has no facilities for supplying the consumers or farming trade; besides the wholesaler's business will itself be greatly curtailed, if not wiped out, when the retailer's orders are withdrawn, as these are what he mainly depends upon for his trade.

Then, again, deprive the farmer of the country store, will it not be to his detriment when exchanging his farm products for cash or trade as is his present custom? What, then, has been gained by parcels post? Possibly a slight saving on some of his purchases, but his ultimate loss will be infinitely greater than his gain.

The farmer, however, is not the only one to consider, for the people of the village or town will be equal if not greater sufferers. What affects hardware affects equally all other lines—dry goods, groceries, drugs, boots and shoes, etc., and the closing up of these centers of trade must of necessity drive employes and principals elsewhere.

Capital is withdrawn, village improvement languishes, banks, schools and churches are affected, the army of commercial travelers stop their frequent visits, the country hotel suffers, property values decrease, the roads are neglected; and all by the changing of the well established and regulated methods of distribution of merchandise for an experiment that is fraught in all probability, if not a certainty, with such great and widespread disaster as will leave a trail of misery and woe to thousands.

For whose benefit is all this change made? Not for the retailers, for they are as a body unanimously against it. There has not been a state convention of retail hardware dealers for the past three years but what they discussed this proposition thoroughly and have put themselves on record by resolution as absolutely opposed to parcel post. From all that we can learn it is the farmer in whose name and for whose supposed benefit this legislation is asked, but who will be rather injured instead of benefited by it.

Who, then, will derive any advantage? We answer, the large catalogue and mail order houses of Chicago and the East who have been earnest and constant in their efforts for the adoption of a parcel post bill for several years. If passed it will be a subsidy to these commercial interests to the detriment of other distrib-

utors. It is class legislation against which we earnestly protest, and urge that the Government do not engage in the transportation business, and that the rate for merchandise by mail be not disturbed.

The Pacific coast, whose population is sparse, needs all the help possible to aid in building up its towns and villages and rural settlements and in close alliance with her farm-

Established in 1873

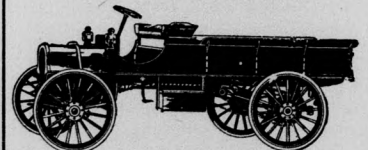
Best Equipped  
Firm in the State

**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.

#### Chase Motor Wagons



Are built in several sizes and body styles. Carrying capacity from 800 to 4,000 pounds. Prices from \$750 to \$2,200. Over 25,000 Chase Motor Wagons in use. Write for catalog.

**Adams & Hart**  
47-49 No. Division St., Grand Rapids

### Michigan Retail Hardware Convention

February 21 to 23

Make our office your headquarters  
We are just across the street from the Union Depot

**CLARK-WEAVER COMPANY, 32-38 S. Ionia St.**

The only EXCLUSIVE WHOLESALE HARDWARE in Western Michigan

## Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.

**ROBIN HOOD AMMUNITION**  
NOT MADE BY A TRUST

No other ammunition ever gained greater popularity. Our sales have increased in leaps and bounds. You should be getting your share of this trade. Write for catalog, prices and co-operative selling plan. Do this today. ROBIN HOOD AMMUNITION CO., Bee Street, Swanton, Vt.



ing, fruit raising, dairying and other allied agricultural pursuits, where each class of population is of mutual benefit to the other, rather than depopulation and depriving these interests of the advantages of rural trading centers.

How can the Government afford to carry merchandise at approximately two cents per pound, while second class mail, according to Postmaster General Hitchcock's report for 1909, costs nine cents per pound and fourth class over twelve cents per pound? Why should the Government undertake such a burden? The Postoffice Department was not established for any such purpose, but for the distribution of letters and newspapers, and through them the dissemination of knowledge and general information.

It was not for the general distribution of merchandise or freight, and while it has provided for the carrying of merchandise packages limited to four pounds in weight, yet the charge for such is sixteen cents per pound, leaving a profit to the department of somewhat over four cents per pound, and it might not be unreasonable to reduce the rate from sixteen to twelve cents per pound.

This parcel, or rather, merchandise post, is nothing but a competition with railroad and express transportation. It will choke up the postoffice with hundreds of tons of miscellaneous merchandise, which it has not the means of handling, to the detriment of the quick delivery of legitimate mail matter, letters and papers, entailing upon the department a far greater loss than that caused by handling second class matter, and which for 1909 was over sixty-four millions of dollars, which deficiency must be met by a tax, a tax not confined to the people alone who use the merchandise post, but directly or indirectly upon all.

What justice or equity is there in making the people who do not use this method of getting their merchandise pay any portion of the expense of those who do use it? With just as much justice, express charges should be paid by the people as a whole, for the merchandise post proposition is a measure in competition with the express companies.

Merchandise now carried by mail as fourth class, limited to four pound packages, costs the department somewhat over twelve cents per pound for the service, and yet in the face of this fact it is proposed to carry and deliver eleven pound packages, thirty-six inches in length, at practically two cents per pound, and this to every part of the country, no matter how inaccessible or at what season of the year, even in the depth of winter.

Anywhere there is a postoffice, whether there is rail or water communication or not; to the wilds of Modoc, Lassen, Siskiyou and Inyo counties, miles away from any rail road, where the transportation is by team or pack horse; yes, even in far-away Nome and Dawson in Alaska.

If this is not paternalism gone

mad, we know not how to describe it. With just as much reason the Government might propose to reduce the price of merchandise to a point below its cost as that of transportation, for transportation is a part of the cost of merchandise. Why limit the reduction or control to one factor alone. Why not embrace both; if there is logic in one there is in the other.

The carload rate on boots and shoes to San Francisco, even in carload lots, is \$2.75 per hundred pounds, boxed; adding for weight of case it will make the rate at least three cents per pound. If the parcels post rate is twenty-five cents for eleven pound packages, jobbers can get their stock by post cheaper than by rail.

If you look through the Transcontinental Westbound Railroad Tariff I-L, effective October 10, last, you will find in the dry goods list, and also many other classes of goods, rates so far above those proposed for parcels post that it will enable or force jobbers to substitute the postoffice route for rail, and the department will then become a bureau of freight transportation.

Was such a result as giving wholesale houses lower rates by post than they could obtain by rail, even in carload lots, contemplated by the author and champions of this bill?

We doubt it, and can not believe that they have investigated it with sufficient thoroughness to realize the effect it would have upon the commercial interests, particularly upon localities so far away as the Pacific coast, and where the rail rates of transportation are necessarily so high as they are in this territory.

The rate proposed by this parcels post law is so low that no private enterprise can successfully compete with it, and this low rate of transportation, taken in connection with catalogue houses of Chicago and other Eastern cities supplying the goods, will make, whether wittingly or unwittingly, a combination which no retailer on this coast can compete with; in other words, it will destroy competition. The very thing which the Sherman Anti-Trust act was enacted to prevent and what the Government would punish individuals, firms or corporations for doing, they will be guilty of. Is this, then, a just measure?

If the express companies are to blame for exorbitant charges, let the Interstate Commerce Commission correct them, as they have the same authority of revision of express rates as they have of railroad rates, and this will simplify the whole matter, for it is impossible for the Postoffice Department to carry freight at less than a reasonable express rate, unless at a serious loss.

Byrace Hayden.

#### Proposed Federation of Mercantile Associations.

Lansing, Jan. 16—As there are now several mercantile associations in our State whose interests are identical, but who represent their own respective branch, it has been thought

fitting by some of the officers of the stronger associations to have the several presidents and secretaries come together in conference that some federating plan might be devised to bring matters of general interest before the various associations without in any way destroying the power or influence of the many successful associations in the State, but to bring more co-operation between them. Therefore I have been instructed to issue a call for the presidents and secretaries of the several State merchant associations for this purpose.

This meeting has been called to be held in the Downey House parlors on Thursday, Feb. 8, at 1:30 p. m., and it is hoped for a good attendance.

If any of the officers or members of any State association of dealers who see this notice will kindly furnish me the names and address of their president and secretary of such organization I shall be glad to send them a personal invitation.

F. M. Witbeck, Sec'y  
Mich. Retail Implt. & Vehicle Dealers' Association.

If people would dare to speak to one another unreservedly there would be a good deal less sorrow in the world a hundred years hence.—Samuel Butler.

Buy a Seller  
Win a Buyer  
Sell a Winner

## Grand Rapids Broom Co.

Manufacturers of the following standard brands:

Puritan  
Jewel  
Winner  
Wittier Special

These are the leaders in brooms  
Sold by your jobber  
If your jobber does not handle our line write us

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

Grand Rapids Grain & Milling Co.  
Grand Rapids, Mich.

**TRACE** Your Delayed  
Freight Easily  
and Quickly. We can tell you  
how. **BARLOW BROS.,**  
Grand Rapids, Mich.

Just as Sure as the Sun  
Rises

VOIGT'S  
**CRESCENT  
FLOUR**

Makes the best Bread and Pastry

This is the reason why this brand of flour wins success for every dealer who recommends it.

Not only can you hold the old customers in line, but you can add new trade with Crescent Flour as the opening wedge.

The quality is splendid, it is always uniform, and each purchaser is protected by that iron clad guarantee of absolute satisfaction.

Make Crescent Flour one of your trade pullers—recommend it to your discriminating customers.



Voigt  
Milling  
Co.

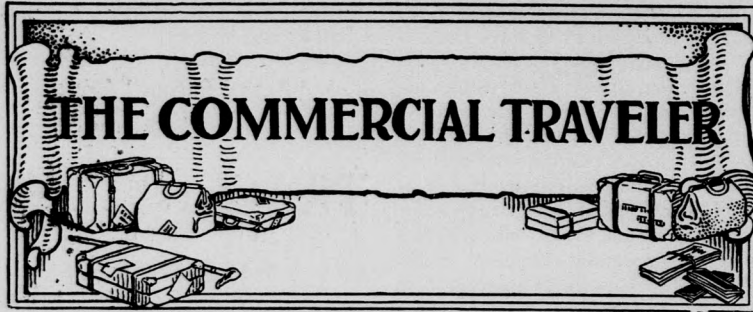
Grand Rapids  
Mich.

# Buckwheat

We are in the market for 20,000 bushels of new buckwheat and can use in car lots or bag lots. Don't fail to write or phone if you have any to offer.

Highest price paid at all times.

**Watson-Higgins Milling Co.**  
Grand Rapids, Mich.



**Michigan Knights of the Grip.**  
 President—C. P. Caswell, Detroit.  
 Secretary—Wm. J. Devereaux, Port Huron.  
 Treasurer—John Hoffman, Kalamazoo.  
 Directors—F. L. Day, Jackson; C. H. Phillips, Lapeer; I. T. Hurd, Davison; H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.  
 Grand Council of Michigan, U. C. T.  
 Grand Counselor—George B. Craw, Petoskey.  
 Junior Counselor—John Q. Adams, Battle Creek.  
 Past Grand Counselor—C. A. Wheeler, Detroit.  
 Grand Secretary—Fred C. Richter, Traverse City.  
 Grand Treasurer—Joe C. Witliff, Detroit.  
 Grand Conductor—E. A. Welch, Kalamazoo.  
 Grand Page—Mark S. Brown, Saginaw.  
 Grand Sentinel—Walter S. Lawton, Grand Rapids.  
 Grand Chaplain—Thos. M. Travis, Petoskey.  
 Executive Committee—James F. Ham-mell, Lansing; John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette.

#### Roller Towel Is Prohibited—Tipping Must Stop.

Coldwater, Jan. 16—It is with pleasure that the Grand Legislative Committee of the United Commercial Travelers can come before the Grand Commercial Army through the medium of your journal with as good a report as we have to offer at this time of the result of our efforts in the direction of legislation in behalf of our fellow traveling man.

It is also with pleasure that we give the assurance to our members that in all matters of legislation proposed or considered, we have met with the heartiest co-operation and offers of assistance from the heads of the various departments including Governor Osborn, the State Board of Health, including its Secretary, Dr. R. L. Dixon, the Commissioner of Labor, P. W. Powers, and the Attorney General, Mr. Kuhn, and his able assistant, Mr. Chase.

However, it is up to the traveling men as a whole to practice that which they want us to preach. There is no better time than now, while the machinery is in good running order, to put forth our best efforts and every member put his shoulder to the wheel and boost for our cause, bearing in mind that the Committee can only carry out the will of the members of our organization. The Committee is at all times ready to act upon suggestions, but must naturally depend upon the activities and the suggestions from members of the order at large.

On January 12 the Committee, by arrangement through Dr. R. L. Dixon, Secretary of the State Board of Health, was invited to attend the session of the State Board, at which time we were granted a very respectful hearing on all matters pertaining to legislation now under consideration by your Committee, with the re-

sult that the Board, by unanimous action, issued the edict that the roller towel must be abolished and instructed the Secretary to issue a notice to this effect to every hotel and railway operating in the State of Michigan. This we consider a great and the signal victory in our cause, which is to be followed by acts of the Legislature through the efforts of the heads of the various departments above mentioned, which we feel at liberty to say to our members will result in the passage of an act by the Legislature next winter, creating the office of hotel inspector. This will be victory number two.

Our next move in the direction of legislation is, perhaps, the hardest to solve, not only for your Committee, but as expressed by the Attorney General and others in a position to know, and that is the question of tipping. It seems to be the prevailing idea that it will be impossible to pass an act making this practice illegal. However, we are in possession of a copy of the act passed by the Legislature of Wisconsin, from which we hope to draft a bill in time for due consideration by the Legislature and, possibly, the Committee will be in a position to submit the same to the convention at Bay City in June.

The best way in which this movement can be started is by the practice and the strict adherence to the resolution or the slogan adopted by the Committee to "Tip No More," which in itself should bring the extortionist to the realization in a short time that the commercial traveler is neither a cheap skate nor a coward, but is following his vocation with the full knowledge and understanding that all men are created free and equal and that by no moral right should they be made the subject of grafters or the combined efforts on the part of hotels and hotel employes to practice the hold-up and robbery game on the traveler.

The Committee has taken up correspondence with the secretaries of the various councils, calling attention to these various important features and also to the bill now pending before Congress known as the parcels post bill, and it is hoped that every council will realize the importance of prompt and effective action in these matters, and forward these resolutions and actions taken by their councils to the Legislative Committee.

In conclusion, the Committee would submit a few words to the traveling men who are not afflicted with traveling men's fraternal or-

ganizations that if they are looking for cold blooded insurance, there are many organizations throughout the country which will, undoubtedly, gladly write a policy for them, but if they have the interest of their fellow traveling men at heart and appreciate what the fraternal feature of our organization is, they will soon realize that their interest is best subserved by the organization that does things in the cause and welfare of the commercial travelers.

John A. Hach, Jr., Coldwater,  
 L. P. Tompkins, Jackson,  
 F. J. Moutier, Detroit,  
 Grand Legislative Committee.

#### Courageous Optimism the Salesman's Safeguard.

Everybody hates a hard luck story. We hurry away from the twisted cripple who speaks to us on the street corner or the blind musician with his sightless eyes turned up beseechingly. We are willing to give a little money, but we don't want to hear the story. We hurry along.

It isn't that we lack sympathy. It is merely that we dislike to be reminded of unpleasant things. We dislike the sight of misfortune and the thought of misfortune. We ignore their existence whenever we can, or at least try to enjoy the comforting belief that while they may come to others they will not cast their evil shadow over us.

And this is only a natural human impulse. The man who is perpetually expecting the worst to happen to him and who keeps his mind constantly on the topic is a fool. We must all run the chances of misfortune; it is the common lot. The more light heartedly we face them the better.

But there is a difference between light heartedness and recklessness.

The Japanese Admiral Togo was courageous and light-hearted when he faced the Russian fleet in the Japan Sea. But Togo was not reckless. He had carefully prepared himself to meet the dangers of this day. His ships were in spick-and-span order; his men were thoroughly drilled and disciplined; his equipment was in perfect condition; he was absolutely prepared—ready to face the most severe trial the enemy could impose upon him. Therefore he could afford to dismiss apprehension from his mind. And he did. This should be the attitude of every man toward the threatening dangers of life.

The American traveling man faces more chances of misfortune than almost any other of his countrymen. Newspaper reports of train wrecks remind him constantly that one of the chief haunts of sudden death is the rail on which he spends so large a portion of his life. He is the chief

patron of the towering hotels—with their many floors and bewildering passages—which suffer most from disastrous fires.

His business takes him into strange places at unusual hours at night. In the day time he is always in the thick of the hurly-burly on crowded city streets, dodging between trucks and vehicles, often weighed down with heavy grips. A fall on the slippery pavement, a moment of confusion in the press at a crossing, a misstep as he jumps off a car—and he may be incapacitated for work for weeks or months.

The traveling man knows he faces this constant danger.

Should he therefore lose his courageous optimism?

No!

But he should realize the risks he runs, take whatever precautions he can to prevent them or minimize their effects and then dismiss them from his mind.

He owes this preparation to himself; and in a still greater measure he owes it to those who are dependent upon him, to those whom he has sworn to protect—to the wife and children who would be left behind to care for themselves if anything should happen to him—who would suffer hardships if he should suddenly lose his earning capacity.

F. H. Hamilton.

#### Report Favorable.

"You have a favorable report on those samples of beer you sent to the chemist?"

"Yes."

"What test did he use?"

"He drank them."

Increase Your Sales of

**BAKER'S  
 Cocoa and  
 Chocolate**



ANY GROCER who handles our preparations can have a beautifully illustrated booklet of chocolate and cocoa recipes sent with his compliments to his customers entirely free of charge.

Ask our salesman or write

Registered U. S. Pat. Off.

Walter Baker & Co. Ltd.  
 DORCHESTER, MASS.

**NACHTEGALL MFG. CO.**

429-441 South Front St., Grand Rapids, Mich.

Manufacturers of High Grade

**BANK, STORE AND OFFICE FIXTURES**

Order Work Our Specialty

Get our price before placing order for your new work or alterations

### News and Gossip of the Traveling Boys.

Grand Rapids, Jan. 16—Fred DeGraff called on his physician to see what he could do to relieve him of his ailments. The doctor forbade him drinking beer for a limited time. And Fred started for Milwaukee last Monday, too.

We do not believe that the gifted and versatile Traverse City correspondent realized what he was writing when he went after some of the boys up his way. He should realize that some firms are not as good natured and lenient as others.

We hope the hotel at Sparta will clean out its lavatories before the State health officers request them.

We think if the baby was named Fred R. it wouldn't be half bad.

Claude Ballard's baby girl asked her mamma the other day if all traveling men were gentlemen. "No, dear little Eveylen, they are not, but there are lots of other traveling men besides your papa."

F. J. Allen, sales manager of the Bay State Milling Co., of Winona, Minn., was in Grand Rapids last week. Although Mr. Allen was here but a short time, he made many friends by his happy disposition and cordial manner.

The smoker to be given by Grand Rapids Council, No. 131, U. C. T., on Saturday night will be worth going a long way to attend. All travelers are invited.

A traveling man got in a dispute with Jim Spice, the drayman at Ludington, a short time ago, over a very trivial affair and in the heat of the argument the traveling man struck Spice. The inevitable happened, the traveling man went up against the wrong man and received a good thrashing. The traveling man (whose name we can not recall but would give if possible) threatened to bring the matter before the U. C. T. Let us remind Mr. Traveler that, the writer being a member of the U. C. T. and the K. of G., we know neither one will stand for any rowdism from a so-called traveling man any more than they will from anyone else. Jim Spice is one of the hardest working and most accommodating draymen in Michigan and we have good reason to know whereof we speak.

It pays to advertise. This applies to fraternal orders as well as any line of commercial business. By hoarding the money and not spending some for social features and benefits, the order soon grows monotonous to the members and the inevitable follows—the order soon grows stale. On the contrary, a little extra money spent for social times soon increases the membership and the money spent is returned several fold.

Kid Long, of San Francisco and Young Jeff, of Auburn, N. Y., have been engaged to box six rounds at the smoker Saturday night.

Charlie Perkins, D. M. Amberg & Bro.'s leading salesman, was caught in a drift between Niles and South Bend last week and was obliged to stay in an electric car for twenty hours. If we had the same company

that Charlie did, we wouldn't mind being stalled twice as long.

And we got ours in the snow drifts—thirty miles in twenty-four hours for us.

An amusing incident happened on the train that was stalled near Sautatuck last week. A very dignified and prosperous looking gentleman called the porter over to him and said, "George, if you will bring me what I want to eat, I will give you one hundred dollars." "Yes, sah," gasped George. "Jes' you name what you all will have and ah'll get it for you." "Bring me," said Prosperous Gentleman, "a ham sandwich." "Yes, sah," quoth George, visions of chicken dinners floating past his eyes. "Also a cup of coffee," continued P. G. "Yes, sah," again gasped George, already counting out the money in his hand. "And-and," slowly continued P. G., "a box of strawberries." And George nearly fainted.

Good thing we have the smoker. It helps fill out the News and Gossip column.

We are inclined to believe H. L. Proper is part New Foundland. He should go North and live among the Eskimos.

Al. Windt, who was laid up with inflammatory rheumatism some time ago, is still in a very serious condition.

There are several parents in Grand Rapids who think that their babies are just as nice as Paul Bern's kid.

Splendid vaudeville and athletic entertainment at the U. C. T. smoker Saturday night.

Asmall bunch of the boys were tied up on the Pentwater branch last week for several hours. The boys began to get quite hungry and Matt Steiner, who was one of the party, started on a trip of investigation and hunted through the coaches in vain until he came to the baggage car, where he found a little dog tied up. On closer investigation he found a loaf of bread left for the dog to eat. This he immediately proceeded to appropriate and, to add to the crime, he consumed the entire portion of bread without offering to divide with his starving brothers.

In last week's gossip we gave Dick Warner, JUNIOR, a slight mention regarding what we honestly call a beautiful way of livng. He immediately hunted up Mr. Prendergast on his arrival home and accused him of giving us the secret—which guess was entirely wrong. He then explained to the party standing around that his wife wrote out all of the checks, hence the mistake. In the exact language of Win Wilson, "It's a mighty durn mean man that blames his wife for everything."

The smoker Saturday night, Jan. 20. Everybody boost.

The dance was well attended, as usual, Saturday night and they seem to grow in popularity as the winter months advance.

Geo. Abbott, one of the charter members and at one time one of the officers of the K. G., was glad he had his card with him during the snow storms of last week.

If the salesmen had anything to do with "Target Talks," they would shoot 'em through the house and no further.

Frank E. Heath collared Frank Newman, brought him into a cigar store and bought him a real five cent cigar the other day. No wonder the weather stays cold!

Claude Lawton, who recently made his debut as a Crescent Flour salesman, is laid up at his home. He was on the verge of an attack of pneumonia, but the doctor says he is out of danger and will be able to resume his duties on the road within a week or ten days.

We heard that some of the boys intend taking up, through the traveling men's associations, the matter relative to the treatment accorded them by the conductor in charge of a train that was stalled all night in the snow. We'd like to see some of these same traveling men's actions in their homes if they had a bad week and had put in long hours. Last week was a very trying one for all the trainmen—no sleep and lots of worry and hard work—and if they were slightly discourteous in their manners, it should be overlooked. Think what you would do under the same circumstances.

Even Bill Hawker lost his smile before he reached Grand Rapids.

Just to think that Frank Zielinski, of Manistee, has been on the mailing list and we never knew it. We will see you get yours, Frank, at an early date. Frank, by the way, is one of Manistee's hustling merchants and deserves all the success that is bound to come to him.

Some of the boys say they played more setback in the trains that were stalled last week than they have "cinch" they were boys—water, quick!

There is talk of advancing the price of beer. If they do, the only way out will be to cut down on the eating at home.

The Smoker Committee, consisting of Walter and Ed. Ryder, Bill Lovelace, J. Keane and Art. Borden, are making great efforts to make the smoker on Jan. 20 a success. Kindly put this in your note book. It will be the best smoker ever pulled off by the U. C. T.

"Stone," the man of mystery, has been engaged for the smoker Saturday night.

With apologies to Ella Wheeler Wilcox:

It's easy enough to be pleasant  
While life is one grand show;  
But the man worth while  
Is the man with a smile  
When he's stuck in ten feet of snow.

J. M. Goldstein.

### Kalamazoo To Have an Anti-Tipping Hotel.

Kalamazoo, Jan. 16—Kalamazoo, Council, No. 156, U. C. T., met at their hall Saturday afternoon and initiated O. J. Stone, produce dealer, and Malcolm N. MacGregor, who sells fruit for Levey & Lewis. They easily showed their worthiness to be enrolled among the members of their calling.

E. S. McMakin is again ready to

take up his work after a two weeks' rest necessitated by stepping in a hole while hunting. The next time Ed. goes hunting he will look where he places his feet. Anyway he did not shoot any of his friends when he took the fall.

Brother C. O. Evans has just sent notice to headquarters that he slipped and fell, tearing the ligaments on his knee. His doctor has ordered an enforced vacation at his home on Walnut street, where he will be glad to see any of the boys.

Saturday evening about thirty-five couple met in the U. C. T. rooms for another of those delightful informal parties. Dancing was indulged in until the last cars left, interrupted only long enough to partake of the refreshments served by the committee and also to hear the short address of Brother John A. Hach, Jr., chairman of the Grand Legislative Committee. His address dealt with the work this committee has been and is doing to secure legislation along the lines of forcing the abolishment of tipping, discontinuance of the unsanitary roller towel, and in pushing the petitions urging against the passage of the parcels post law.

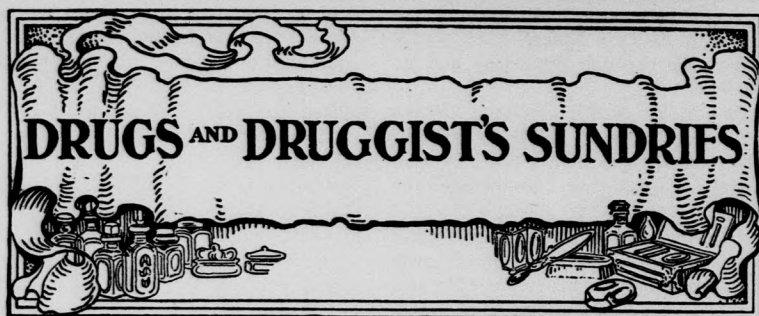
Brother Bullen, of Lansing, was in attendance at the afternoon meeting, occupying the conductor's position and gave the Ray of Hope lecture in every impressive way, by far the best that it has been our privilege to hear. Kalamazoo Council gave Brother Bullen a hearty rising vote of thanks. Brothers Gill and C. B. Whipple, of Battle Creek, were also in attendance.

Kalamazoo will soon have an anti-tipping hotel, according to reports in circulation, and the boys will come to the office some day before long to see that the manager has a sign over the desk showing that his hotel for one has forbidden the practice of tipping. Here's wishing success to this hotel and, boys, you will be surprised when the sign is hung out.

R. S. Hopkins, Sec'y.

A Port Huron correspondent writes: In protecting a boy from exposure to the cold and strong wind George Drury, a well known traveling salesman, is confined to his home in this city with his face in a badly frozen condition. Mr. Drury left here Tuesday for the surrounding towns. Saturday night he hired a horse and cutter for the purpose of driving from Avoca to Yale. The driver of the cutter, Mr. Drury's companion, was a mere boy. It was necessary to face the wind, from which the young driver suffered greatly before the trip was half over. In order to protect the lad Mr. Drury drove the horse. When the drive was finished the entire left side of Mr. Drury's face was frozen.

Joseph P. Visner (Edwin J. Gillies & Co.), after six weeks' rest at U. B. A. Hospital, is beginning to chafe like a warhorse, but it will be several weeks before he will be strong enough to leave his present abiding place. He is in good spirits and has reason to look forward to a long career of usefulness.



### Relation of the Pharmacist To Organization.

It has been the custom for past ages for men engaged and interested in the same business, trade or profession, to form themselves into groups, bodies or societies for the advancement of their particular interests and the betterment of themselves.

On all sides we find at the present day powerful organizations, men and women banded together to further advance the mutual interests of their chosen line of work or pleasure and also to protect their interests. The benefit derived from such legitimate organizations is too apparent to all for any discussion. Every business or profession of any magnitude or size in strength and numbers is well represented, with the exception of that of pharmacy.

In glancing back over early European history, the first purely pharmaceutical society we find was organized in England in 1617 under the name of the Society of Apothecaries, receiving a charter from James I.

Many years later the Pharmaceutical Society of Great Britain was organized and during the eighteenth century several continental societies were formed. In the early part of the eighteenth century was organized the first pharmaceutical society in the United States. At the present time we have approximately two hundred state and local societies, of which barely one-half are in a successful working condition. And it is estimated that five times that number have been organized, and due to lack of support and interest have gradually dropped into oblivion and are but a sorrowful memory. What are the reasons for this condition of affairs? Is it absolute disinterest and neglect on a subject of vital interest to the pharmacist? There are several reasons. It is partly the fault of the profession, partly the fault of the society, but particularly the fault of the individual pharmacist, and it is his fault that the first two conditions exist.

The concerted action of the druggists in the city, county, state and the United States through their respective society could produce such a wonderful change in the profession of pharmacy that those already engaged would be contented and others who shun it would be glad to enter the ranks. I shall not attempt to relate to you the objectionable side of the drug business. It is apparent to you all and needs no discussion. It is enough to know that it exists. But

I shall try and convince you that co-operation among druggists will eliminate it.

The shortcomings of the pharmaceutical society I shall discuss later. It is the individual pharmacist who is at the bottom, the root of all evil, and it is he whom I shall first discuss.

Why does the druggist ignore or show lack of interest in proper co-operation which is accomplished only through organization?

I am sorry to say there are some men in our ranks who are too penurious or selfish to part with the time and small financial aid necessary. They are few, I confess, nevertheless you find them in every locality.

Next is the commercial or business druggist. A man who is not qualified in a professional or educational way, but merely one of us from a cold business or monetary consideration. No doubt we are better off without the assistance of this type, for they, as a general rule, are opposed to societies or anything which tends to elevate the profession or restrict the business by legislation or otherwise to its rightful and legitimate proprietor, the pharmacist.

The discouraged or disgusted druggist next attracts our attention. A man who is simply in the business until he can find some other business more remunerative. There are some men who join every kind of a society but their own, spending time and money which, if put into their own interests, would produce great benefit. No doubt other societies are perfectly proper and legitimate, but I contend that a pharmacist owes his first obligation to his pharmaceutical society. Why should he, you ask—Listen! It represents the business in which he is daily engaged, in which he exerts his energies, thought and time from day to day, a business which supports himself and family, if he has one, and which supplies his daily bread. Your pharmaceutical society should have first consideration.

There are some men who give as an excuse that they can see no benefit. It is beyond my power to decipher the pharmacist, supposedly a well-educated business and professional man, who will make a statement of that kind. Is it any wonder that our organizations do not flourish when we depend on co-workers of the above caliber?

Now for the man who does take an interest in the betterment of his business. He is a member of his state, national or local society or of

all three. Does he lose by it? Is his business neglected? Or does he derive any material benefit? Let us see.

The fact that we meet in a social or professional way men in our own or different localities engaged in the practice of our profession, is more than worth the time and money expended. Exchange of ideas, discussion of old subjects in a new light, and discussions of new subjects in a new light, broadens our professional and business horizon. It lifts us out of old ruts, and keeps us abreast of the times, not only on purely pharmaceutical and business subjects but on allied ones. The relaxation from a confining business is the best of tonics you could prescribe, a beneficial relaxation from the daily routine, and yet one that inspires new ideas and ambitions upon the return to business. No doubt there are shortcomings in our societies. It would be strange if there were not, but it is the duty of the members to eradicate them. Jump in and assist. Do not stay out and criticize. The men who are doing the work in many instances are doing the best they can under the circumstances. They need your support and assistance. If they are not doing the best they can, put some one in their place who will. There are many instances of mismanagement on the part of over-zealous officers and members, but the greater fault is lack of zeal due to the profound lethargy caused by non-interest and non-support. True, there are societies which have been manipulated by a chosen few for years, not wishing the co-operation of the progressive and fair-minded pharmacist. Every member must be on the job at all times, taking an active individual interest himself and urging others to do the same. There are many pharmacists who are not members of societies, because no one has taken the pains to explain or interest them. There are many men who, with the matter presented to them in the proper way, would be glad to join our ranks. There are pharmacists in every state who do not know we have a state organization. Others who know, and that is all, and scores of others who have not the faintest idea that this society, through its Executive Committee, sends to the Governor each year a list of names from which he selects members for the Board.

Publicity is surely needed. The officers should be selected with care. Men well tried, not for ornamental purpose but for their intrinsic value, who attend the meetings, who duly appreciate the honor of reciprocating with thought and attention, coupled with sincere painstaking work for the best interest and benefits of the men they represent. Officers who preside should have at least a work-

ing knowledge of parliamentary rules and not allow, as we have seen, a man to take the floor from another on special privilege and then make a motion to adjourn.

In our profession, specializing is not co-operation. Our ultimate object is the same. Why slowly advance by different routes when by universal and united effort we can reach our goal more quickly?

One other point I wish to mention in connection with the officers of any organization which covers a large geographical area. I believe the officers of such an organization should be located as near as possible, yet not sacrificing the efficiency of the society. Miles of travel or poor or expensive facilities for travel have hindered the workings of many state associations where the officers have been sincere in their intentions.

The proper organization should be a structure built by units, the first of which is the local society supporting the national association. Let us consider the actual expense to the individual pharmacist. If he is active in this system of units as I have suggested, the local society, say, meets once a month, with dues, entrance fee and miscellaneous expense, \$10 a year will be a high estimate; \$3 a year for the state organization and \$5 a year for membership in the national organization, a total of \$18, or \$1.50 a month. Let me assure you that for value received you could not spend a more profitable \$18 in any other legitimate channel. The records and bulletins of the American Pharmaceutical Association alone are worth more than the yearly dues.

Let us awaken to our duty; the possibilities for or against the betterment of our profession lie in our own hands. We are the creators of our own destiny. Let us be up and doing. What we accomplish must be by co-operation and co-operation can only be accomplished through the pharmaceutical society.

D. C. Bartley.

Indianapolis, Ind.

### A New Antidote For Alcohol.

Ammonium chloride in doses of 2 to 4 grams in aqueous solution, followed by copious draughts of water. Not only does it offset the effects of the alcohol and quickly sober the patient, but it has also a preventive effect against delirium tremens. After having administered the ammonium chloride, if the patient is not calm at the end of two or three hours, use hypnotics, preferably bromides. Large doses of ammonium chloride are not necessary, 0.35 to 0.50 gram often are sufficient. If small doses are given they must be repeated frequently and continued a long time. As an antidote for alcohol large doses in a glass of water are best.

**FOOTE & JENKS' COLEMAN'S (BRAND)**  
**Terpeneless Lemon and High Class Vanilla**  
 Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to  
**FOOTE & JENKS, Jackson, Mich.**

WHOLESALE DRUG PRICE CURRENT

Table listing various drugs and their prices, including categories like Acidum, Ammonia, Aniline, Balaumum, Cortex, Extractum, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrupus.

Table listing various drugs and their prices, including categories like Lupulin, Lycopodium, Macis, Magnesia, Sapo, Menthol, Morphia, Myristica, Nux Vomica, Os Sepia, Pepsin, P D Co., Picis Liq, Piper, Pix Burgum, Plumbi Acet, Pulvis Ip'cut, Pyrethrum, Quina, Quina, S P & W, Rubia Tinctorum, Saccharum La's, Salacin, Sanguis Drac's, Sapo, Sapo, W, Seidlitz Mixture, Sinapis, Sinapis, opt., Snuff, Maccaboy, De Voos, Snuff, S'h DeVo's, Soda, Boras, Soda et Pot's Tart, Soda, Carb, Soda, Bl-Carb, Soda, Ash, Soda, Sulphas, Spts. Cologne, Spts. Ether Co., Spts. Myrcia, Spts. Vini Rect, Spts. Vini Rect, Spts. Vini Rect, Strychnia Cryst, Sulphur, Roll, Sulphur Subl., Tamarinds, Terbenth Venice, Thebromia, Vanilla, and Zinci Sulph.

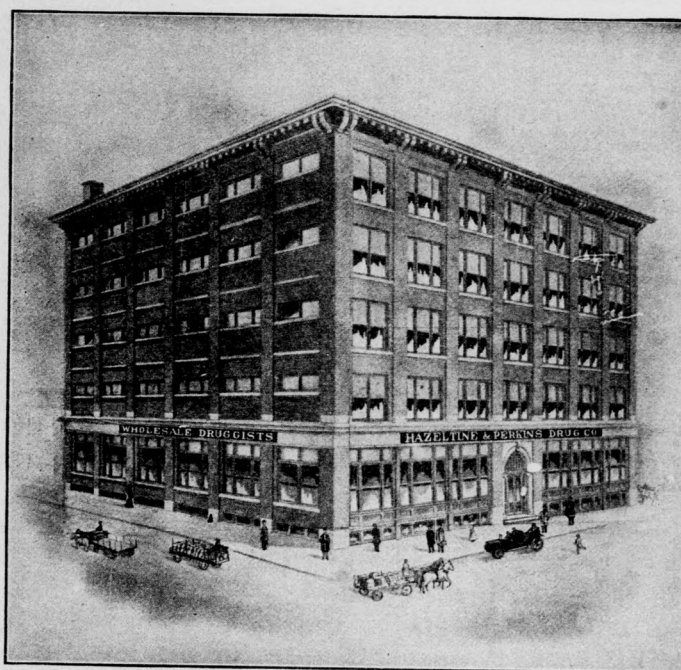


More and More the Demand

is growing for reliable goods, for widely advertised goods which must be good or they could not be advertised year after year. "You can't fool the people all the time."

LOWNEY'S COCOA

and Premium Chocolate for baking and cooking are the kind that the public believes in. The Lowney name has been favorably known for twenty-five years. We are constantly telling them that we make superfine goods and they have had the best reasons to believe it. The grocer gives his customer satisfaction and makes a fair profit too in LOWNEY'S.



Our New Home

Corner Oakes and Commerce

Only 300 feet from Union Depot

Our salesmen with samples of Druggist Sundries, Stationery, Books, Hammocks and Sporting Goods will call upon you soon. Please reserve your orders for them. The line is more complete than heretofore.

Respectfully,

Grand Rapids.

HAZELTINE & PERKINS DRUG CO.

# GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Flour		Spanish Peanuts	
Tobacco		Coffee	
Rice			

## Index to Markets

### By Columns

Column	Item	Price
A	Ammonia	1
A	Axle Grease	1
B	Baked Beans	1
B	Bath Brick	1
B	Bluing	1
B	Brooms	1
B	Brushes	1
B	Butter Color	1
C	Candles	1
C	Canned Goods	1-2
C	Carbon Oils	2
C	Catsup	2
C	Cereals	2
C	Cheese	2
C	Chewing Gum	3
C	Chicory	3
C	Chocolate	3
C	Cider, Sweet	3
C	Clothes Lines	3
C	Cocoonut	3
C	Coffee	3
C	Confections	4
C	Crackers	4
C	Cream Tartar	4
D	Dried Fruits	6
E	Ferrous Goods	6
E	Fishing Tackle	6
E	Flavoring Extracts	7
E	Flour	7
E	Fresh Fish	7
E	Fruit Jars	7
G	Gelatine	7
G	Grain Bags	7
G	Grains	7
H	Herbs	8
H	Hides and Pelts	8
H	Horse Radish	8
J	Jelly	8
J	Jelly Glasses	8
M	Maple	8
M	Mince Meats	8
M	Molasses	8
M	Mustard	8
N	Nuts	4
O	Oilves	8
P	Pipes	8
P	Pickles	8
P	Playing Cards	8
P	Potash	8
P	Provisions	8
R	Rice	9
S	Salad Dressing	9
S	Saleratus	9
S	Sal Soda	9
S	Salt	9
S	Salt Fish	9
S	Seeds	9
S	Shoe Blacking	10
S	Snuff	10
S	Soap	10
S	Soda	10
S	Soda	10
S	Spices	10
S	Starch	10
S	Syrups	10
T	Table Sauces	10
T	Tea	10
T	Tobacco	10
T	Twine	11
V	Vinegar	11
W	Wicking	11
W	Woodenware	11
W	Wrapping Paper	11
Y	Yeast Cake	11

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box 75	Cove, 1lb. 85@ 90
AXLE GREASE	Cove, 2lb. 1 65@1 75
Frazer's	Plums
1lb. wood boxes, 4 doz. 3 00	Plums in Syrup 1 00@2 50
1 1/2 lb. tin boxes, 3 doz. 2 35	No. 3 cans, per doz. 1 25
3 1/2 lb. tin boxes, 2 doz. 4 25	Peas
10lb. pails, per doz. 6 00	Marrowfat 95@1 25
15lb. pails, per doz. 7 20	Early June 95@1 25
25lb. pails, per doz. 12 00	Early June sifted 1 15@1 80
BAKED BEANS	Pineapple
Beutl's Michigan Brand	No. 10 size can pie 90@1 25
Baked Pork and Beans	Grated 85@2 50
No. 1, cans, per doz. 45	Sliced 95@2 40
No. 2, cans, per doz. 75	Pumpkin
No. 3 cans, per doz. 85	Fair 85
BATH BRICK	Good 90
English 95	Fancy 1 00
Gallon 2 15	Raspberries
BROOMS	Standard @
Puritan 3 60	Salmon
Jewel 3 70	Warrens, 1 lb. Tall 2 30
Winner 4 35	Warrens, 1 lb. Flat 2 40
Whittier Special 4 55	Red Alaska 1 75@1 85
Parlor Gem 5 00	Pink Alaska 1 30@1 40
Common Whisk 1 25	Sardines
Fancy Whisk 1 50	Domestic, 1/4 Mus. 3 25
Warehouse 5 50	Domestic, 1/2 Mus. 3 50
BRUSHES	Domestic, 3/4 Mus. @ 7
Scrub	French, 1/4 Mus. 7@14
Solid Back, 8 in. 75	French, 1/2 Mus. 18@23
Solid Back, 11 in. 95	Shrimps
Pointed Ends 85	Dunbar, 1st. doz. 1 35
Stove	Dunbar, 1st. doz. 3 35
No. 3 90	Succotash
No. 2 1 25	Fair 85
No. 1 1 75	Good 1 00
Shoe	Fancy 1 25@1 40
No. 8 1 00	Strawberries
No. 7 1 30	Standard
No. 4 1 70	Fancy
No. 3 1 90	Tomatoes
BUTTER COLOR	Good 1 25@1 35
Dandelion, 25c size 2 00	Fair 1 20@1 25
CANDELES	Fancy @1 50
Paraffine, 6s 8	No. 10 85@90
Paraffine, 12s 8 1/2	CARBON OILS
Wicking 20	Barrels
CANNED GOODS	Perfection @ 9 1/2
Apples	D. S. Gasoline @13 1/2
3lb. Standards @ 95	Gas Machine @23
Gallon 2 75@3 00	Deodor'd Nap'a @12 1/2
Blackberries	Cylinder 29 @34 1/2
2 lb. 1 50@1 90	Engine 16 @22
Standards gallons @5 00	Black winter 8 1/4@10
Beans	CATSUP
Baked 85@1 30	Columbia, 25 pts. 4 15
Red Kidney 85@95	Snyder's pints 2 35
String 70@1 15	Snyder's 1/2 pints 1 35
Wax 75@1 25	CEREALS
Blueberries	Breakfast Foods
Standard 1 30	Bear Food Pettijohns 1 95
Gallon 6 75	Cream of Wheat 36 2lb 4 50
Clams	Egg-O-See, 36 pkgs. 2 85
Little Neck, 1lb. 1 00@1 25	Post Toasties T No. 2
Little Neck, 2lb. @1 50	24 pkgs. 2 80
Burnham's 1/2 pt. 2 25	Post Toasties T No. 3
Burnham's pts. 3 75	36 pkgs. 2 80
Burnham's qts. 7 50	Apetizo Biscuit, 24 pk 3 00
Corn	18 pkgs. 1 95
Fair 75@90	Grape Nuts, 2 doz. 2 70
Good 1 00@1 10	Malta Vita, 36 1lb. 2 85
Fancy @1 30	Mapl-Flake, 24 1lb. 2 70
French Peas	Pillsbury's Best, 3 dz. 4 25
Monbadon (Natural)	Ralston Health Food
per doz. 2 45	36 2lb. 4 50
Gooseberries	Saxon Wheat Food, 24
No. 2, Fair 1 50	pkgs. 3 00
No. 2, Fancy 2 35	Shred Wheat Biscuit,
Hominy	36 pkgs. 3 60
Standard 85	Vigor, 36 pkgs. 2 75
Lobster	Voigt Corn Flakes 4 50
1/2 lb. 2 40	Washington Crisps
1 lb. 4 25	36 pkgs. 2 80
Picnic Tails 2 75	Rolled Oats
Mackerel	Rolled Avena, bbls. 5 80
Mustard, 1lb. 1 80	Steel Cut, 100 lb. sks 2 85
Mustard, 2lb. 2 80	Monarch, bbls. 5 50
Soused, 1 1/2 lb. 1 80	Monarch, 90 lb. sacks 2 65
Soused, 2lb. 2 75	Quaker, 18 Regular 1 45
Tomato, 1lb. 1 50	Quaker, 20 Family 4 00
Tomato, 2lb. 2 80	Cracked Wheat
Mushrooms	Bulk 3 1/2
Hotels @ 16	24 2lb. pkgs. 2 50
Buttons, 1/2 s @ 14	CHEESE
Buttons, 1s @ 23	Acme @17 1/2
	Bloomington @17
	Carson City @16 1/2
	Hopkins @16 1/2
	Riverside @16 1/2
	Warner @16 1/2
	Brick @18
	Liden @18
	Limburger @16
	Pineapple 40
	@16
	Sap Sago @20
	Swiss, domestic @13

3	4	5
CHEWING GUM	CONFECTIONS	Bonnie Doon Cookies 10
Adam's Peppin 55	Stick Candy Pails	Bonnie Lassies 10
American Flag Spruce 55	Standard 9 1/2	Brittle 11
Beam's Peppin 55	Standard H H 9 1/2	Brittle Fingers 10
Best Peppin 45	Standard Twist 10	Bumble Bee 10
Best Peppin, 5 boxes 55	Cases	Cartwheels Assorted 8
Black Jack 55	Jumbo, 32 lb. 10	Chocolate Drops 17
Largest Gum (white) 55	Extra H H 12	Chocolate Drp Centers 16
O. K. Peppin 65	Boston Cream 14	Choc. Honey Fingers 16
Red Robin 55	Big stick, 30 lb. case 10	Circle Honey Cookies 12
Sen Sen 55	Mixed Candy	Cracknels 18
Sen Sen Breath Perf. 1 00	Grocers 7	Cocoonut Taffy Bar 12
Spearmint 55	Competition 8	Cocoonut Drops 12
Spearmint, jars 5 bxs 2 75	Special 10	Cocoonut Macarons 12
Yucatan 55	Conserve 9	Cocoonut Hon. Fingers 12
Zeno 55	Royal 14	Cocoonut Hon. Jumb's 12
CHICORY	Ribbon 14	Coffee Cakes 11
Bulk 5	Broken 10	Coffee Cakes, Iced 12
Red 7	Cut Leaf 10	Crumpets 10
Eagle 5	Leader 10	Diana Marshmallow
Franck's 7	Kindergarten 12	Cakes 16
Schener's 6	French Cream 10	Dinner Biscuit 25
Red Standards 1 60	Hand Made Cream 17	Dixie Sugar Cookies 25
White 1 60	Premio Cream mixed 15	Domestic Cakes 25
CHOCOLATE	Paris Cream Bon Buns 11	Domestic Cakes 3 1/4
Walter Baker & Co.'s	Fancy—in Pails	Family Cookies 3 1/4
German's Sweet 22	Gypsy Hearts 15	Fig Cake Assorted 12
Premium 31	Coco Bon Buns 14	Fig Newtons 12
Caracas 31	Fudge Squares 14	Floral Cakes 12 1/4
Walter M. Lowney Co.	Peanut Squares 14	Fruited Cocoonut Bar 10
Premium, 1/4s 30	Sugared Peanuts 13	Frosted Creams 8 1/2
Premium, 1/2s 30	Salted Peanuts 12	Frosted Ginger Cookie 8 1/2
CIDER, SWEET	Starlight Kisses 13	Fruit Lunch Iced 10
"Morgan's"	Lozenges, plain 12	Gala Sugar Cakes 3 1/4
Regular barrel 50 gal 10 00	Champion Chocolate 13	Ginger Gems 3 1/4
Trade barrel, 28 gals 5 50	Eclipse Chocolates 15	Ginger Gems 3 1/4
1/2 Trade barrel, 14 gal 3 50	Eureka Chocolates 16	Ginger Gems, Iced 9 1/2
Boiled, per gal. 60	Quintette Chocolates 16	Graham Crackers 2
Hard, per gal. 25	Champion Gum Drops 10	Ginger Snaps Family 3 1/4
CLOTHES LINES	Moss Drops 12	Ginger Snaps N. B. C.
per doz.	Lemon Sours 12	Round 8
No. 40 Twisted Cotton 95	Imperial 12	Ginger Snaps N. B. C.
No. 50 Twisted Cotton 1 30	Ital. Cream Bon Buns 13	Square 8 1/4
No. 60 Twisted Cotton 1 60	Golden Waffles 14	Hippodrome Bar 10
No. 80 Twisted Cotton 2 00	Red Rose Gum Drops 10	Honey Cake, N. B. C. 12
No. 50 Braided Cotton 1 00	Auto Kisses 14	Honey Fingers As. Ice 12
No. 60 Braided Cotton 1 25	Coffy Toffy 14	Honey Jumbles, Iced 12
No. 80 Braided Cotton 2 85	Molasses Mint Kisses 13	Honey Jumbles, plain 12
No. 50 Sash Cord 1 60	Fancy—in 5lb. Boxes	Honey Flake 12 1/4
No. 60 Sash Cord 1 90	Old Fashioned Molasses Kisses 10lb. bx. 1 30	Household Cookies 8
No. 60 Jute 80	Orange Jellies 60	Household Cookies, Iced 9
No. 72 Jute 1 00	Lemon Sours 65	Iced Happy Family 12
No. 60 Sisal 85	Old Fashioned Hore-	Imperial 8
Galvanized Wire	ound drops 65	Jonnie 8 1/2
No. 20, each 100ft. long 1 90	Peppermint Drops 70	Jubilee Mixed 10
No. 19, each 100ft. long 2 10	Champion Choc. Drops 70	Kream Klips 25
COCOA	H. M. Choc. Drops 10	Lemon Gems 25
Baker's 37	H. M. Choc. Lt. and	Lemon Biscuit Square 8 1/2
Cleveland 41	Dark, No. 12 1 10	Lemon Wafer 1 1/2
Colonial 35	Bitter Sweets, as'td 1 25	Lemona 8 1/4
Colonial, 1/2s 33	Brilliant Gums, Crys. 60	Mary Ann 8 1/2
Epps 42	A. A. Licorice Drops 1 00	Marshmallow Coffee
Huyler 45	Lozenges, printed 70	Cake 12 1/4
Lowney, 1/4s 32	Lozenges, plain 65	Marshmallow Walnuts 16 1/2
Lowney, 1/2s 30	Imperial 65	Medley Pretzels 10
Lowney, 3/4s 30	Molasses Fruit Cookies	Molasses Cakes 8 1/2
Lowney, 5 lb. cans 30	Iced 60	Molasses Cakes, Iced 9 1/2
Van Houten, 1/4s 12	Cream Bar 70	Molasses Fruit Cookies
Van Houten, 1/2s 20	G. M. Peanut Bar 60	Iced 11
Van Houten, 1s 40	Hand Made Crms 80@90	Molasses Sandwich 12
Van Houten, 1s 72	Cream Wafers 70	Mottled Square 10
Webb 33	String Rock 80	Oatmeal Crackers 8
Wilber, 1/4s 33	Wintergreen Berries 65	Orange Gems 8 1/2
Wilber, 1/2s 32	Pop Corn	Penny Assorted 8 1/2
COCOANUT	Cracker Jack 3 25	Peanut Gems 8 1/2
Dunham's per lb.	Giggles, 5c pkg. ca. 3 50	Pretzels, Hand Md. 9
1/4s, 5lb. case 29	Fau Corn, 50's 1 65	Pretzettes, Mac. Md. 8
1/4s, 5lb. case 28	Azulikit 100s 3 25	Raisin Cookies 10
1/4s, 15lb. case 27	Oh My 100s 3 50	Raisin Gems 11
1/4s, 15lb. case 26	Cough Drops	Revere, Assorted 14
1s, 15lb. case 25 1/2	Putnam Mental 1 00	Rittenhouse Fruit
1/4s & 1/2s, 15lb. case 26	Smith Bros. 1 25	Biscuit 12
Scalloped Gems 10	NUTS—Whole	Rosy Dawn Mixed 10
1/4s & 1/2s, pails 14 1/2	Almonds, Tarragona 18	Royal Lunch 8
Bulk, pails 13 1/2	Almonds, Drake 16	Royal Toast 8
Bulk, barrels 12	Almonds, California	Rube 8 1/2
COFFEES ROASTED	soft shell 14@15	Scalloped Gems 10
Rio	Brazils 14@15	Spiced Currant Cakes 10
Common 17	Filberts 12@13	Spiced Ginger Cakes 9
Fair 17 1/2	Cal. No. 1 12	Spiced Ginger Cks Iced 10
Choice 18	Walnuts, sft shell 17 1/2@18	Sugar Fingers 12
Fancy 19	Walnuts, Marbot 17	Sugar Cakes 8 1/2
Peaberry 20	Table nuts, fancy 13 1/2@14	Sugar Crimp 8 1/2
Santos	Pecans, medium 18	Sugar Squares, large
Common 18	Pecans, ex. large 14	or small 9
Fair 19	Pecans, Jumbos 14	Sultana Fruit Biscuit 16
Choice 19	Hickory Nuts, per bu. 2 00	Sunnyside Jumbles 10
Fancy 20	Ohio, new 2 00	Superba 8 1/2
Peaberry 20	Cocoonuts	Sponge Lady Fingers 25
Margarite	Chestnuts, New York	Triumph Cakes 16
Fair 20	State, per bu. 20	Vanilla Wafers 16
Choice 21	Shelled	Wafer Jumbles cans 18
Mexican	Spanish Peanuts 6 1/2@ 7	Waverly 10
Choice 22	Pecan Halves @65	In-er Seal Goods
Fancy 22	Walnut Halves .42@45	per doz.
Guatemala	Filbert Meats @80	Albert Biscuit 1 00
Fair 21	Alcanta Almonds @42	Animals 1 00
Fancy 23	Jordan Almonds @47	Arrowroot Biscuit 1 00
Java	Peanuts	Barnum's Animals .50
Private Growth 23@30	Fancy H P Suns 6@ 6 1/2	Baronet Biscuit 1 00
Manding 31@35	Roasted 7@ 7 1/2	Bremmer's Butter
Aukola 30@32	Choice, raw, H. P. Jum-	Wafers 1 00
Mocha	bo @ 7	Cameo Biscuit 1 50
Short Bean 25@27	CRACKERS	Cheese Sandwich 1 00
Long Bean 24@25	National Biscuit Company	Chocolate Wafers 1 00
H. L. O. G. 26@28	Brand	Cocoonut Dainties 1 00
Bogota	Butter	Dinner Biscuits 1 00
Fair 21	N. B. C. Sq. bbl. 7 bx. 6 1/2	Fig Newton 1 00
Fancy 22	Seymour, Rd. bbl. 7 bx. 6 1/2	Fig O'clock Tea 1 00
Exchange Market, Steady	Soda	Frotana 1 00
Spot Market, Strong	N. B. C., boxes 6 1/2	Fruit Cake 3 00
Package	Premium 7 1/2	Ginger Snaps, N. B. C. 1 00
New York Basis	Select 8 1/2	Graham Crackers, Red
Arbuckle 23 00	Saratoga Flakes 13	Label 1 00
Lion 23 50	Zephyrette 13	Lemon Snaps 50
McLaughlin's XXXX	Oyster	Oatmeal Crackers 1 00
McLaughlin's XXXX sold	N. B. C. Rd. boxes 6 1/2	Old Time Sugar Cook. 1 00
to retailers only, Mail all	Gem, boxes 6 1/2	Oval Salt Biscuit 1 00
orders direct to W. F.	Shell 8	Oysterettes 80
McLaughlin & Co., Chicag-	Sweet Goods	Pretzettes, Hd. Md. 1 00
o.	Animals 10	Royal Toast 1 00
Extract	Atlantics 12	Saltine Biscuit 1 00
Holland, 1/2 gro boxes 95	Atlantic, Assorted 12	Saratoga Flakes 1 00
Felix, 1/2 gross 1 15	Avena Fruit Cakes 12	Sauat Oyster 1 00
Hummel's foil, 1/4 gro. 85		Social Tea Biscuit 1 00
Hummel's tin, 1/4 gro. 1 43		

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Soda Crackers N. B. C. 1 00
Soda Crackers Select 1 00
S. S. Butter Crackers 1 50
Unedda Biscuit 50
Unedda Jinjer Wayfer 1 00
Unedda Lunch Biscuit 50
Vanilla Wafers 1 00
Water Thin Biscuit 1 00
Zu Zu Ginger Snaps 1 00
Zwieback 1 00
In Special Tin Packages.
Per doz.
Festino 2 50
Minaret Wafers 1 00
Nabisco, 25c 2 50
Nabisco, 10c 1 00
Champagne Wafer 2 50
Per tin in bulk
Sorbetto 1 00
Nrbisco 1 75
Festino 1 50
Beut's Water Crackers 1 40
CREAM TARTAR
Barrels or drums 33
Boxes 34
Square cans 36
Fancy caddies 41
DRIED FRUITS
Apples
Evaporated, Choice, bulk 9
Evaporated, Fancy, pkg 11
Apricots
California 16@17
Corsican @16 1/2
Currants @ 9 1/2
Imported @ 9 1/2
Peaches
Muirs—Choice, 25 lb. b 12
Muirs—Fancy, 25 lb. b 12 1/2
Fancy, Peeled, 25 lb. b 12
Peeled
Lemon American 13
Orange American 13
Raisins
Cannonier Cluster 1 lb. 17
Dessert Cluster, 1 lb. 21
Loose Muscatels 3 Cr 7 1/2
Loose Muscatels 4 Cr 8
L. M. Seeded 1 lb. 8 1/2 @ 9 1/2
California Prunes
L. M. Seeded 1 lb. 9 @ 9 1/2
Sultanas, Bleached 12
100-125 25lb. boxes @ 8
90-100 25lb. boxes @ 8 1/2
80-90 25lb. boxes @ 8 3/4
70-80 25lb. boxes @ 9 1/4
60-70 25lb. boxes @ 9 3/4
50-60 25lb. boxes @ 10 1/2
40-50 25lb. boxes @ 11 1/2
1/2 less in 50lb. cases
FARINACEOUS GOODS
Beans
Dried Lima 7 1/2
Med Hand Picked 2 50
Brown Holland 2 50
Farina
15 lb. packages 1 50
Bulk, per 100 lbs. 4 00
Original Holland Rusk
Packed 12 rolls to container
3 containers (36) rolls 2 50
5 containers (60) rolls 4 75
Hominy
Pearl, 100 lb. sack 2 20
Maccaroni and Vermicelli
Domestic, 10 lb. box 6 1/2
Imported, 25 lb. box 2 50
Pearl Barley
Chester 4 50
Empire 5 00
Peas
Green, Wisconsin, bu. 3 60
Green, Scotch, bu. 3 60
Split, lb. 04 1/2
Sage
East India 6
German, sacks 6
German, broken pak 6
Tapioca
Flake, 100 lb. sacks 6
Pearl, 130 lb. sacks 6
Pearl, 36 pkgs. 2 25
Minute, 36 pkgs. 2 75
FISHING TACKLE
1/4 to 1 in. 6
1/4 to 2 in. 7
1/4 to 2 in. 9
1/4 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
FLAVORING EXTRACTS
Foote & Jenks
Coleman Vanilla
No. 2 size 14 00
No. 4 size 24 00
No. 3 size 36 00
No. 8 size 48 00
Coleman Terp Lemon
No. 2 size 9 60
No. 4 size 18 00
No. 3 size 21 00
No. 8 size 34 00
Jaxon Mexican Vanilla
1 oz. oval 15 00
2 oz. oval 28 20
4 oz. flat 55 80
8 oz. flat 108 00

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Jaxon Terp. Lemon
1 oz. oval 10 20
2 oz. oval 16 80
4 oz. flat 33 00
8 oz. flat 68 00
Jennings (D. C. Brand)
Terpeness Extract Lemon
No. 2 Panel, per doz. 75
No. 4 Panel, per doz. 1 50
No. 6 Panel, per doz. 2 00
No. 3 Taper, per doz. 1 50
No. 2 Taper, per doz. 2 00
No. 2 Full Measure doz. 2 00
2 oz. Full Measure doz. 2 40
Jennings (D. C. Brand)
Extract Vanilla
No. 2 Panel, per doz. 1 25
No. 4 Panel, per doz. 2 00
No. 6 Panel, per doz. 3 50
No. 3 Taper, per doz. 2 00
1 oz. Full Measure doz. 90
2 oz. Full Measure doz. 2 00
4 oz. Full Measure doz. 4 00
No. 2 Panel assorted 1 00
Crescent Mfg. Co.
Mapizine
2 oz. per doz. 3 00
FRUIT JARS.
Mason, pts. per gro. 4 05
Mason, qts. per gro. 4 40
Mason, 1/2 gal. per gro. 6 75
Mason, can tops, gro. 1 40
GELATINE
Cox's, 1 doz. large 1 75
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 Phos. 1 25
Plymouth Rock, Plain 90
GRAIN BAGS
Amoskeag, 100 in bale 19
Amoskeag, less than bl 19 1/2
GRAIN AND FLOUR
Wheat
Red 93
White 91
Winter Wheat Flour
Local Brands
Patents 5 40
Second Patents 5 20
Straight 4 80
Second Straight 4 40
Clear 4 00
Flour in barrels, 25c per barrel additional.
Lemon & Wheeler Co.
Big Wonder, 1/2 cloth 4 50
Big Wonder, 1/4 cloth 4 50
Worden Grocer Co.'s Brand
Quaker, paper 4 40
Quaker, cloth 4 50
W. Kes & Co.
Eclipse 4 80
Worden Grocer Co.
American Eagle, 1/2 cl. 5 85
Grand Rapids Grain & Milling Co. Brands
Purity, Patent 5 20
Seal of Minnesota 5 60
Sunburst 5 60
Wizard Flour 4 80
Wizard Graham 5 00
Wizard Gran. Meal 4 20
Wizard Buckwheat 6 60
Rye 5 40
Spring Wheat Flour
Roy Baker's Brand
Golden Horn, family 5 25
Golden Horn, bakers 5 15
Wisconsin Rye 5 10
Judson Grocer Co.'s Brand
Ceresota, 1/2s 6 60
Ceresota, 1/4s 6 50
Ceresota, 1/2s 6 30
Lemon & Wheeler's Brand
Wingold, 1/2s 6 30
Wingold, 1/4s 6 20
Wingold, 1/2s 6 10
Worden Grocer Co.'s Brand
Laurel, 1/2s cloth 6 40
Laurel, 1/4s cloth 6 30
Laurel, 1/2s & 1/4s paper 6 20
Laurel, 1/2s cloth 6 20
Vairt Milling Co.'s Brand
Graham 4 50
Voigt's Crescent 5 20
Voigt's Flourigt 5 20
Voigt's Hygienic 4 50
Voigt's Royal 5 70
Wykes & Co.
Sleepy Eye, 1/2s cloth 6 00
Sleepy Eye, 1/4s cloth 5 90
Sleepy Eye, 1/2s cloth 5 80
Sleepy Eye, 1/2s paper 5 80
Sleepy Eye, 1/4s paper 5 80
Watson-Higgins Milling Co.
Perfection Flour 5 20
Tip Top Flour 4 60
Golden Sheaf Flour 4 20
Marshall's Best Flour 5 50
Perfection Buckwheat 6 00
Tip Top Buckwheat 6 00
Alfalfa Horse Feed 30 00
Kafir Corn 1 45
Hoyle Scratch Feed 1 60
Meal
Bolted 4 00
Golden Granulated 4 20
St. Car Feed screened 27 50
No. 1 Corn and Oats 27 50
Corn, cracked 27 00
Corn Meal, coarse 27 00
Winter Wheat Bran 27 00
Middlings 29 00
Dairy Feeds
Wykes & Co.
O P Linseed Meal 40 00

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O P Laxo-Cake-Meal 37 00
Cottonseed Meal 31 00
Gluten Feed 32 00
Brewers Grains 28 00
Hammond Dairy Feed 24 50
Oats
Michigan carlots 51
Less than carlots 54
Corn
Carlots 64
Less than carlots 70
Hay
Carlots 20 00
Less than carlots 22 00
HERBS
Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25
HIDES AND PELTS
Hides
Green, No. 1 10 1/2
Green, No. 2 9 1/2
Cured, No. 1 12
Cured, No. 2 11
Calfskin, green, No. 1 13
Calfskin, green, No. 2 11 1/2
Calfskin, cured No. 1 14
Calfskin, cured No. 2 12 1/2
Pelts
Old Wool 30
Lambs 50 @ 1 00
Shearings 50 @ 1 00
Tallow
No. 1 5
No. 2 4
Wool
Unwashed, med. 18
Unwashed, fine 13
HORSE RADISH
Per doz. 90
JELLY
5lb. pails, per doz. 2 25
15lb. pails, per pail 55
20lb. pails, per pail 95
JELLY GLASSES
1/2 pt. in bbls., per doz 15
1/4 pt. in bbls., per doz 16
8 oz. capped in bbls., per doz 20
MAPLEINE
2 oz. bottles, per doz 3 00
MINCE MEAT
Per case 2 85
MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 35
Good 22
Fair 20
Half barrels 2c extra
MUSTARD
1/2 lb. 6 lb. box 18
OLIVES
Bulk, 1 gal. kegs 10 @ 1 20
Bulk, 2 gal. kegs 9 @ 1 10
Bulk, 5 gal. kegs 9 @ 1 00
Stuffed, 5 oz. 90
Stuffed, 8 oz. 95
Stuffed, 14 oz. 2 25
Pitted (not stuffed)
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 3 75
Queen, Mammoth, 28 oz. 5 25
Olive Chow, 2 doz. ea., per doz. 2 25
PICKLES
Medium
Barrels, 1,200 count 7 00
Half bbls., 600 count 4 25
5 gallon kegs 1 90
Small
Barrels 8 25
Half barrels 4 65
5 gallon kegs 2 25
Gnerkins
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
PIPES
Clay, No. 216, per box 1 75
Clay, T. D., full count 60
Cob 90
PLAYING CARDS
No. 90 Steamboat 85
No. 15, Rival, assorted 1 75
No. 20, Rover, enam'd 2 00
No. 572, Special 1 75
No. 98 Golf, satin fin. 2 00
No. 803 Bicycle 2 00
No. 622 Tourn't whist 2 25
POTASH
Babbitt's 4 00
PROVISIONS
Barreled Pork
Clear Back 17 00 @ 17 50
Short Cut 16 50
Short Cut Clear 16 00
Bean 14 00
Brisket, Clear 23 00
Pig 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 13
Lard
Pure in tiers 10 @ 10 1/2
Compound lard 7 1/4 @ 7 1/2
80 lb. tubs 1/2 advance 1/2
60 lb. tubs 1/2 advance 1/2
50 lb. tins 1/2 advance 1/2
20 lb. pails 1/2 advance 1/2
10 lb. pails 1/2 advance 1/2

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5 lb. pails 1/2 advance 1
8 lb. pails 1/2 advance 1
Smoked Meats
Hams, 12 lb. av. 16 @ 16 1/2
Hams, 14 lb. av. 14 @ 14 1/2
Hams, 16 lb. av. 13 1/2 @ 14
Hams, 18 lb. av. 13 1/2 @ 14
Skinned Hams 14 1/2 @ 15
Ham, dried beef sets 18
California Hams 9 1/4 @ 9 1/2
Boiled Hams 15
Boiled Hams 20 1/2 @ 21
Minced Ham 11
Bacon 13 @ 13 1/2
Sausages
Bologna 8
Liver 7 1/2 @ 8
Frankfort 9 @ 9 1/2
Pork 11
Veal 11
Tongue 11
Headcheese 9
Beef
Boneless 14 00
Rump, new 15 00
Pig's Feet
1/2 bbls. 95
1/4 bbls., 40 lbs. 1 90
1/2 bbls. 4 00
1 bbl. 9 00
Tripe
Kits, 15 lbs. 90
1/2 bbls., 40 lbs. 1 60
1/4 bbls., 80 lbs. 3 00
Casings
Hogs, per lb. 35
Beef, rounds, set 17
Beef, middles, set 70
Sheep, per bundle 80
Uncolored Butterine
Solid Dairy 12 @ 12 1/2
Country Rolls 12 @ 13
Canned Meats
Corned beef, 2 lb. 3 50
Corned beef, 1 lb. 1 85
Roast beef, 2 lb. 3 50
Roast beef, 1 lb. 1 85
Potted Ham, 1/2s 50
Potted Ham, 1/4s 90
Deviled Ham, 1/4s 50
Deviled Ham, 1/2s 90
Potted tongue, 1/4s 50
Potted tongue, 1/2s 90
RICE
Fancy 6 @ 6 1/2
Japan Style 4 1/2 @ 5 1/2
Broken 3 @ 3 1/2
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
Wyandotte, 100 3/4s 3 00
SAL SODA
Granulated, bbls. 80
Granulated, 100 lbs. cs. 90
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 10
56 lb. sacks 32
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 95
Medium, fine 1 00
SALT FISH
Cod
Large, whole @ 8
Small, whole @ 7 1/2
Strips or bricks 7 1/2 @ 10 1/2
Pollock @ 4 1/2
Halibut
Chunks 16
Holland Herring
Y. M. wh. hoops, bbls. 11 50
Y. M. wh. hoop, 1/2 bbl. 6 00
Y. M. wh. hoop, kegs 72
Y. M. wh. hoop Milchers kegs 85
Queen, bbls. 10 00
Queen, 1/2 bbls. 5 25
Queen, kegs 62
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. 1 12
8 lbs. 92
100 lbs. 4 65
40 lbs. 2 10
10 lbs. 75
8 lbs. 65
SEEDS
Anise 10
Canary, Smyrna 4 1/2
Caraway 10
Cardamom, Malabar 1 00
Celery 85

10

Hemp, Russian 4 1/2
Mixed Bird 4 1/2
Mustard, white 10
Poppy 15
Rape 6
SHOE BLACKING
Handy Box, large 3 dz 2 50
Handy Box, small 1 25
Bixby's Royal Polish 85
Miller's Crown Polish 85
SNUFF
Scotch, in bladders 37
Maccaboy, in jars 35
French Rappie in jars 43
SODA
Boxes 5 1/2
Kegs, English 4 1/2
SPICES
Whole Spices
Allspice, Jamaica 13
Allspice, large Garden 11
Cloves, Zanzibar 20
Cassia, Canton 14
Cassia, 5c pkg. doz. 25
Ginger, African 9 1/2
Ginger, Cochia 14 1/2
Mace, Penang 70
Mixed, No. 1 16 1/2
Mixed, No. 2 10
Mixed, 5c pkgs. doz. 45
Nutmegs, 75-30 30
Nutmegs, 105-110 20
Pepper, Black 14
Pepper, White 25
Pepper, Cayenne 22
Paprika, Hungarian 12
Pure Ground in Bulk
Allspice, Jamaica 12
Cloves, Zanzibar 24
Cassia, Canton 12
Ginger, African 18
Mace, Penang 75
Nutmegs 75-80 35
Pepper, Black 16
Pepper, White 30
Pepper, Cayenne 22
Paprika, Hungarian 45
STARCH
Corn
Kingsford, 40 lbs. 7 1/2
Muzzy, 20 lb. pkgs. 5 1/2
Muzzy, 40 lb. pkgs. 5
Gloss
Kingsford, 40 lbs. 7 1/2
Silver Gloss, 16 3/4s. 6 1/2
Silver Gloss, 12 6/8s. 8 1/2
Muzzy
48 lb. packages 5
16 5/8 lb. packages 4 1/2
12 6/8 lb. packages 6
50lb. boxes 2 7/8
SYRUPS
Corn
Barrels 25
Half barrels 28
20lb. cans, 1/2 dz. in cs. 1 72
10lb. cans, 1/2 dz. in cs. 1 68
5lb. cans, 2 dz. in cs. 1 77
2 1/2 lb. cans, 2 dz. in cs. 1 83
2lb. cans, 2 dz. in cs. 1 52
Pure Cane
Fair 16
Good 20
Choice 25
TABLE SAUCES
Halford, large 3 75
Halford, small 2 25
TEA
Japan
Sundried, medium 24 @ 26
Sundried, choice 30 @ 33
Sundried, fancy 36 @ 40
Basket-fired, medium 1 30
Basket-fired, choice 35 @ 37
Basket-fired, fancy 40 @ 43
Nibs 30 @ 32
Siftings 10 @ 12
Fannings 14 @ 15
Gunpowder
Moyune, medium 35
Moyune, choice 38
Moyune, fancy 50 @ 60
Pingsuey, medium 33
Pingsuey, choice 35
Pingsuey, fancy 50 @ 55
Young Hyson
Choice 30
Fancy 40 @ 50
Oolong
Formosa, fancy 50 @ 60
Formosa, medium 28
Formosa, choice 35
English Breakfast
Medium 25
Choice 30 @ 35
Fancy 40 @ 60
India
Ceylon, choice 30 @ 35
Fancy 45 @ 50
TOBACCO
Fine Cut
Blot 1 45
Hiawatha, 16 oz. 60
Hiawatha, 1 oz 56
No Limit, 8 oz. 1 72
No Limit, 16 oz. 3 40
Ojibwa, 16 oz. 40
Ojibwa, 5c pkg. 1 85
Ojibwa, 5c 47
Petoskey Chief, 7 oz. 2 00
Petoskey Chief, 14 oz. 3 90
Sterling Dark, 5c 5 76
Sweet Cuba, 5c 5 70
Sweet Cuba, 10c 11 16
Sweet Cuba, 16 oz. tins 9 00
Sweet Cuba, 16 oz. foil 4 50
Sweet Cuba, 16 oz. bxs 4 80
Sweet Cuba, 1/2 lb. 3 25
Sweet Burley, 5c 5 76

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Sweet Mist, 1/2 gr. 5 70
Sweet Burley, 24 lb. cs 4 00
Tiger, 1/2 gross 10
Tiger, 5c tins 5 50
Uncle Daniel, 1 lb. 60
Uncle Daniel, 1 oz. 5 23
Plug
Am. Navy 15 oz. 28
Drummond, Nat Leaf, 2 & 5 lb. 60
Drummond Nat. Leaf per doz. 38
Battle Ax 37
Bracer 37
Big Four 31
Boot Jack 84
Bullion, 16 oz. 44
Climax Golden Twins 41
Days Work 27
Derby 29
5 Bros. 53
Gilt Edge 50
Gold Rope, 7 to 1b. 58
Gold Rope, 14 to 1b. 58
G. O. P. 30
Granger Twist 46
G. T. W. 37
Horse Shoe 43
Honey Dip Twist 45
Jolly Tar 45
J. T., 8 oz. 35
Keystone Twist 44
Kismet 48
Nobby Spun Roll 58
Parrot 28
Peachey 40
Picnic Twist 45
Piper Heidsieck 67
Red Lion 30
Sneaky Cobler, 10 oz. 24
Spear Head, 12 oz. 44
Spear Head, 7 oz. 47
Square Deal 28
Star 43
Standard Navy 24
Ten Penny 81
Town Talk 14 oz. 30
Yankee Girl 32
Smoking
All Leaf 30
Banner, 5c 5 90
Bull Durham, 5c 5 90
Blair Pipe, 5c 6 00
Black Swan, 5c 5 74
Cora Cake, 5c 5 74
Cuban Star, 5c 5 74
Dukes' Mixture, 5c 5 85
Drum, 5c 5 75
Glad Hand, 5c 5 72
Grant, 5c 6 20
Growler, 5c 4 56
Hand Made, 2 1/2 oz. 50
Honey Dew, 1 1/2 oz. 49
I. X. L., 5c 6 10
Lucky Strike, 1 1/2 oz. 54
Myrtle Navy, 5c 5 94
May Flower Shorts, 5c 5 74
Nigger Hair, 5c 5 94
Noon Hour, 5c 5 76
Peerless, 5c 5 70
Peerless, 10c 11 52
Flow Boy, 5c 5 76
Pilot, 5c 5 40
Prince Albert, 10c 96
Rob Roy, 5c 5 90
Soldier's Boy, 5c 5 80
Sweet Lotus, 5c 6 00
Sweet Tip Top, 5c 6 00
Sun Cured, 10c 11 75
Summer Time, 5c 5 76
Trout Line, 5c 5 95
Tuxedo, 1 oz. 48
Tuxedo, 2 oz. 43
Union Leader, 5c 5 95
Uncle Sam, 10c 10 80
Yum Yum, 5c 6 00
TWIN
Cotton, 3 ply 21
Cotton, 2 ply 21
Jute, 2 ply 21
Hemp, 5 ply 13
Flax, medium 24
Wool, 1 lb. bales 6
VINEGAR
Oakland Vinegar & Pickle Co.'s Brands
Highland apple cider 18
Oakland apple cider 14
State Seal sugar 12
Oakland white pickling 10
Packages 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, wide band 1 00
Bushels, wide band 1 15
Market 40
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
1/2 lb., 250 in crate 30
1/2 lb., 250 in crate 30
2 lb., 250 in crate 30
2 lb., 250 in crate 35
5 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 45
4 1/2 inch, 5 gross 55
Cartons, 20 2 1/2 doz. bxs. 50
Egg Crates and Fillers
Humpty Dumpty, 13 ea. 90

# Special Price Current

- 12**
- No. 1 complete ..... 40
  - 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. .... 80
  - Cork lined, 10 in. .... 90

- Mop Sticks
- Trojan spring ..... 90
- Eclipse patent spring ..... 85
- No. 1 common ..... 80
- No. 2 pat. brush holder ..... 85
- Ideal No. 7 ..... 85
- 12lb. cotton mop heads 1 45
- Pails
- 2-hoop Standard ..... 2 00
- 3-hoop Standard ..... 2 35
- 2-wire Cable ..... 2 10
- Cedar all red brass ..... 1 25
- 3-wire Cable ..... 2 30
- Paper Eureka ..... 2 25
- Fibre ..... 2 70

- Toothpicks
- Birch, 100 packages .. 2 00
- Ideal ..... 85
- Traps
- Mouse, wood, 2 holes 22
- Mouse, wood, 4 holes 45
- Mouse, wood, 6 holes 70
- Mouse, tin, 5 holes .... 65
- Rat, wood ..... 80
- Rat, spring ..... 75

- Tubs
- 20-in. Standard, No. 1 7 50
- 18-in. Standard, No. 2 6 50
- 16-in. Standard, No. 3 5 50
- 20-in. Cable, No. 1 ..... 8 00
- 18-in. Cable, No. 2 ..... 7 00
- 16-in. Cable, No. 3 ..... 6 00
- 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 ..... 3 75
- Single Acme ..... 2 15
- Double Peerless ..... 3 75
- Single Peerless ..... 2 25
- Northern Queen ..... 3 25
- Double Duplex ..... 2 90
- Good Luck ..... 2 75
- Universal ..... 3 90

- Window Cleaners
- 12 in. .... 1 65
- 14 in. .... 1 85
- 16 in. .... 2 30

- Wood Bowls
- 13 in. Butter ..... 1 60
- 15 in. Butter ..... 2 25
- 17 in. Butter ..... 4 15
- 19 in. Butter ..... 6 10
- Assorted, 13-15-17 ..... 3 00
- Assorted, 15-17-19 ..... 4 25

- WRAPPING PAPER
- Common Straw ..... 2
- Fibre Manila, white ..... 3
- Fibre, Manila, colored 4
- No. 1 Manila ..... 4
- Cream Manila ..... 3
- Butchers' Manila ..... 2 1/2
- Wax Butter, short c't 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. .... 58

- AXLE GREASE
- MICA AXLE GREASE
- 1 lb. boxes, per gross 9 00
- 3 lb. boxes, per gross 24 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

## 13 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
- Puritanos ..... 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

## COFFEE

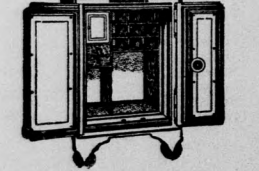


- Roasted
- Dwinell-Wright Co's B'ds
- White House, 1lb. .... 3 00
- White House, 2lb. .... 5 00
- Excelsior, Blend, 1lb. .... 3 00
- Excelsior, Blend, 2lb. .... 5 00
- Tip Top, Blend, 1lb. .... 3 00
- Royal Blend ..... 3 00
- Royal High Grade ..... 3 00
- Superior Blend ..... 3 00
- Boston Combination ..... 3 00
- 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.



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

## SAFES



Full line of fire and burglar proof safes kept in

## 14

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



- Gowans & Sons Brand
- Single boxes ..... 3 00
- Five box lots ..... 2 95
- Ten box lots ..... 2 90
- Twenty-five box lots .. 2 85
- J. S. Kirk & Co.
- American Family ..... 4 00
- Dusky Diamond 50 8 oz 2 80
- Dusky D'nd 100 6 oz 3 80
- Jap Rose, 50 bars ..... 3 60
- Savon Imperial ..... 3 00
- White Russian ..... 3 60
- Dome, oval bars ..... 3 00
- Satinet, oval ..... 2 70
- Snowberry, 100 cakes 4 00

## Lautz Bros. & Co.

- Acme, 30 bars, 75 lbs. 4 00
- Acme, 25 bars, 75 lbs. 4 00
- Acme, 25 bars, 70 lbs. 3 80
- Acme, 100 cakes ..... 3 25
- Big Master, 72 blocks 2 85
- German Mottled ..... 3 50
- German Mottled, 5 bxs 3 45
- German Mottled, 10 bx 3 40
- German Mottled, 25 bx 3 35
- Marseilles, 100 cakes ..... 6 00
- Marseilles, 100 cks 5c 4 00
- Marseilles, 100 ck toll 4 00
- Marseilles, 1/2 bx toilet 2 10

- Proctor & Gamble Co.
- Lenox ..... 3 00
- Ivory, 6 oz. .... 4 00
- Ivory, 10 oz. .... 6 75
- Star ..... 3 85

## Tradesman Co.'s Brand



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

- A. B. Wrisley
- Good Cheer ..... 4 00
- Old Country ..... 3 40

## Soap Powders

- Snow Boy, 2 1/2 family size ..... 3 75
- Snow Boy, 60 5c ..... 2 40
- Snow Boy, 30 10c ..... 2 40
- Gold Dust, 24 large ..... 4 50
- Gold Dust, 100-5c ..... 4 00
- Kirkoline, 24 4lb. .... 3 80
- Pearline ..... 3 75
- Soapine ..... 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 XXX ..... 4 25
- Nine O'clock ..... 3 80
- Rub-No-More ..... 3 85

## Scouring

- Enoch Morgan's Sons
- Sapallo, gross lots ..... 9 50
- Sapallo, half gro. lots 4 85
- Sapallo, single boxes 3 40
- Sapallo, hand ..... 3 40
- Scourine Manufacturing Co
- Scourine, 50 cakes ..... 1 80
- Scourine, 100 cakes ..... 3 50

# This is Your Opportunity

## Serve Your Trade With Golden Glow Butter

This is our *SPECIAL OFFERING* for this time of the year when many people are calling for a *MEDIUM PRICED BUTTER*. It is made from pure, pasteurized cream. Sold only in one pound cartons, thirty pound cases. Every package guaranteed.

There are results in this for you—not only from profits, but because it induces the customer to come again.

Write for prices and information.

Blue Valley Creamery Company  
Grand Rapids, Michigan



# Tanglefoot

The Original Fly Paper

For more than 25 years the Standard in Quality

All Others Are Imitations

# 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

If 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.

# The Best Thing about this Rack is its positive ability as a SALESMAN

No grocer can possibly use

# IDEAL RACKS

without having an immediate increase in his sales of Fruit, Vegetables, etc.

Besides, your Fruit will keep in so much better condition by being up away from dust, dampness and germs.

YOU SAVE ROOM—Your store takes on a more attractive appearance.

# Ideal Display Racks

Will Last for Years

They may be quickly adjusted to any ordinary fruit box, and you will say that you never made a better investment.

If your jobber can't supply you, write to us direct, giving his name. Money back if not satisfied. Price, \$3.60 for Six Racks.

# Ideal Fruit Display Co.

448 CASS STREET LA CROSSE, WIS.



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—100 acre farm, 65 acres under ditch and cultivation. Plenty of water the year around. Good deep soil. 20 to 30 feet to water. \$2,500 worth of good improvements. Phone in house. Price \$50 per acre. Write for full description to owner, Ed. Lord, Kenton, Oklahoma. 894

For Sale—Drug store at sacrifice; town of 500; new fixtures; clean stock; price \$1,500. Owner a physician, with no time to devote to store. Splendid opportunity. Address M. Barbee, Iuka, Ill. 893

Wanted To Exchange—Three business places, one house and lot. All well rented, will pay ten per cent. on the investment for clean stock general merchandise. This property located in one of the best farming towns in state, with electric lights and water works. This property valued at \$14,000. Will divide this property in lot \$6,000 or \$8,000 or would take large stock \$2,000 to \$2,500, pay difference. Write Bishop Bros., Owners, Millington, Mich. 892

Restaurant for Sale or Exchange. Location good, doing good business. Will sell on easy terms or exchange for small grocery stock. P. J. Thompson, Room 8, Fenton Block, Flint, Michigan. 890

For Sale—Stock of groceries, doing fine business in good manufacturing and farming town of 6,000 inhabitants. Cheap rent, fine building and location. Discount if taken before Feb. 1, 1912. Address No. 889, care Michigan Tradesman. 889

For Sale—Shoe and dry goods stock, country town near Grand Rapids. Address Merchant, care Tradesman. 888

Drug Clerk Wanted—Experienced man preferred. Box 1141, Trufant, Michigan. 887

For Sale—A chance of a lifetime; \$12,000 department or general store for \$6,000; three stores in one occupying three floors; must sell at once; established 21 years; only department store in the town. Address C. G. Bailey, Greenport, Suffolk Co., Long Island. 886

Will Exchange—Four room cottage in Manchester, Tenn., county seat. Price, \$700 and 185 acres timber land 3 1/2 miles out. All level, no nicer land, \$5,000. Want merchandise or city property. N. L. May, Jr., Nashville, Tenn. 885

For Sale or Exchange—\$8,000 dry goods and fixtures, stock new. Sell cheap. Easy terms. Will exchange for free, improved income property, or other stocks in Southern Michigan. Have 280 acres good agricultural land near Rose City, for sale or trade. McGregor Bros., Shelby, Michigan. 884

For Sale—In Central Michigan, clean grocery stock and fixtures, corner location, town of 12,000. A bargain if sold at once. Health, cause of selling. Address No. 882, care Tradesman. 882

For Sale—Old established book, stationery and wall paper store Town 5,000, in Central Michigan. Fine location, steam heat. Invoice \$5,200. Owner retires from business. Write S. H. I., care Tradesman. 881

For Sale—Drug stock and fixtures. Invoice \$1,600. Good reason for selling. Address G. W. Potter, Saranac, Mich. 880

A strong financial institution, 21 years old, has an opening for a man who can influence investments in a high-class security, paying regular and increasing cash dividends. Address "Permanent," 835 Southern Bldg., Washington, D. C. 879

**AUCTIONS**—Make money conducted according to our plan and by us personally. Sell your left over and undesirable merchandise or close out your store by auction at a profit. Have your money in the bank. Our advertising will bring you big crowds. If you would rather have the money in your cash drawer than the goods upon your shelves, write Owen Cash Sales Company, Personal, Lansing, Michigan. 891

An exceptional opportunity to purchase a well stocked, good paying hardware and paint business, best location in Asbury Park, N. J.; owner retiring. Address Owner, P. O. Box 110, New York. 877

A1 farm of 110 acres, 1/4 mile to best 2,000 city in Michigan, to exchange for general store. Address Exchange 428, care Michigan Tradesman. 774

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

Make yourself conversationally attractive. Newest and easiest method of learning fashionable French, for use in society, at home or abroad. All drudgery eliminated. New text specially prepared. Simple and easy. One month's lessons will convince you. Particulars on request. Charreter French School, L. B. 1,325, Pittsburgh, Pa. 878

For Sale—General stock, good condition, \$2,500. Town 4,000; gas and oil region. Good room with six room dwelling above. Rent or sell real estate. Reasons, age, health and other business. F. McKinley, Weston, W. Va. 868

Soda Fountain Bargain—We must sell by February 1, American Soda Fountain Co.'s make modern sanitary fountain, 20 foot counter, marble skipboard, onyx columns, four draught arms, syrup bottles and cooler. Call and see it working. Clark Drug Store, 38 W. Bridge street, Grand Rapids, Mich. 876

For Sale—Stock general merchandise, now about \$3,000, and fixtures. Located in one of the best towns in St. Clair county. Fine farming country. New modern store building, electric light, steam heat. Annual sales have reached \$28,000. One sale day reached \$1,200. Reason for selling, can't stand indoor work, must get out. Write quick or come and see me. G. A. Balden, Capac, Michigan. 871

Cash paid for part or entire retail stocks of general merchandise. Address Ries & Co., 216 Monroe St., Chicago Ill. 870

For Sale—The old established hardware business of Michael Young, Arlington, Ill. Mr. Young established this business fifty-three years ago and it is now for sale only because of his death and in order to settle with the heirs. Is located in a very rich farming country and good community. Must be cash deal. Buildings are also for sale. Address Margaret M. Young, Executrix. 869

For Sale—Dry goods and shoe business, \$4,500. Good chance for a man who can carry a larger stock. Best location in town of 900. Speculators need not answer. Robert Adamson, Colon, Mich. 857

Oil Land—Will quit claim eight hundred acres oil land in Seven Lakes district, for three thousand seven hundred and fifty dollars. Four wells now drilled and each struck oil. Address Gus Mulholland, Gallup, New Mexico. 855

Wanted—To buy, for cash, stock clothing, shoes or dry goods. Address R. W. Johnson, Pana, Ill. 854

For Sale—One Royal coffee roaster. Roasts 15 lbs. one time. First-class condition. Chas. M. Cohee, Frankfort, Indiana. 853

Wanted To Exchange—\$1,000 equity in city residence for small stock merchandise or as part payment. Address 811 West Front St., Traverse City, Mich. 852

Muslin and paper signs, banners, show cards, price tickets, etc. Write to-day for catalogue. Voelz Show Card & Sign Service, Merrill Building, Milwaukee, Wis. 860

I offer for sale at a very low price, The Slack Barrel Heading Mill of the Mesick Manufacturing Co., at Mesick, Mich. This mill is in first-class condition, nearly new. Will sell for 25% of its actual cost. Address John P. Wilcox, Trustee, Cadillac, Mich. 863

For Sale or Rent—New brick store, 26x74, deep shelving. \$2,100 or \$15 month. Suitable for dry goods or clothing. Also store 24x46, \$8.33 1/2 month. Living rooms above \$5.50 month. Good opening drug store. Charles Martin, Salem, Iowa. 850

For Sale—A new Business Men's Paper Press Co. paper baler. Has never been unpacked. Will sell at a bargain. Tradesman Company. 848

Let us sell your business, farm or fruit lands. Traverse City Business Exchange, 210 Wilhelm Bldg., Traverse City, Mich. 766

For Sale—A general stock of merchandise, invoicing about \$9,000. Doing a business of \$40,000 annually. Located in the best cotton town of 1,500 in Eastern Oklahoma. Reason for selling, health of children. Would consider farm at \$2,500, balance cash. Write O. B., care Tradesman. 828

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 92

For Sale—Clean stock of general merchandise, including buildings in country town in the Thumb of Michigan. Inventories \$3,000. Reason for selling, failing health. Can reduce stock. Address Lock Box 107, Colling, Michigan. 646

Wanted—To buy, for cash, stock of shoes, clothing or dry goods. Address R. W. Johnson, Pana, Ill. 659

Merchandise sale conductors. A. E. Greene Co., 414 Moffat Bldg., Detroit. Advertising furnished free. Write for date, terms, etc. 549

For Sale—\$9,000 general merchandise. Great chance for right man. Big discount for cash. Address M. W., care Tradesman. 772

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. 984

Safes Opened—W. L. Slocum, safe expert and locksmith. 66 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 Building, Washington, D. C. 883

Wanted—An experienced and capable shoe salesman, with an established trade, in lower Michigan. Give complete references. Bradley & Metcalf Company, Milwaukee, Wis. 849

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—A position by a young man of three years' experience in groceries. Can furnish first-class references. Address 220 North Bostwick Ave., Charlotte, Mich. 874

Wanted—Position as shoe clerk by young man with experience. Willing to work. Can furnish reference. Address Ernest Vandercook, Greenville, Mich. 858

Want ads. continued on next page.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

# HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

**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.

**BANKRUPTCY MATTERS.**

**Proceedings in Western District of Michigan.**

Written for the Tradesman.

Jan. 10.—In the matter of James W. Murtaugh, bankrupt, formerly merchant at Wyman, a report was filed by Gerrit J. Wissink, receiver, showing an offer of \$390 for the assets, exclusive of the exemptions, received from A. B. Storrs, of Coopersville. The matter was considered and further offers made and the assets finally sold to A. B. Storrs for \$436.

In the matter of the Cookerette Company, bankrupt, of Muskegon, a hearing was had on the claim of Arthur T. Hallock, for the royalties in the sum of \$30,000. After consideration, an order was made by the referee disallowing such claims.

Jan. 11.—In the matter of Glenn Newland, bankrupt, merchant at Butternut, the first meeting of creditors was held and Chas. H. Lillie, of Grand Rapids, elected trustee by the creditors and his bond fixed at \$250. E. S. Brooks, of Carson City, Z. D. Rule, of Crystal, and Herman Blumley, of Butternut, were appointed appraisers. The bankrupt was sworn and examined and the first meeting then adjourned, without day. Joseph Grauten, a salesman of Grand Rapids, was adjudged a voluntary bankrupt by Judge Sessions, and the matter referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held at his office on January 29, for the allowance of claims, examination of the bankrupt, etc. The bankrupt lists assets to the amount of \$150, household goods, all claimed to be exempt, and liabilities amounting to \$7,431.78. The bankrupt was formerly a member of the firm of Joseph Grauten & Co., and the liabilities scheduled are all partnership liabilities. The principal creditors are the following:

Carifol Skirt Co., St. Louis	18.63
Paragon Mfg. Co., Fort Wayne	44.28
Bering Shoe Co., Cincinnati	87.40
Alex. Weatherall, Chicago	24.58
Peters Shoe Co., St. Louis	71.74
The Elite Works, New York	37.25
Reliable Shoe Co., Irvingsburg	52.13
Burnan, Hanna, Munger, Kansas City	154.11
Gensburg Brothers, Chicago	19.57
Lathin, Bloomfield & Co., Cleveland	37.72
Parrotte, Beals & Co., Chicago	58.68
Standard Fashion Co., New York	43.76
John V. Farwell & Co., Chicago	6,700.00

A voluntary petition was filed by Benjamin F. Fowler and R. Ida Fowler, individually, and co-partners as Fowler & Fowler, merchants at Fremont, and they were adjudged bankrupt by order of Judge Sessions, and the matter referred to Referee Wicks. Emiel Kempt, Cashier of the Fremont State Bank, has been appointed custodian and is in charge of the assets. The bankrupts' schedules show the following assets:

Cash on hand	25.00
Stock in trade, estimated	1,500.00
Household goods	100.00
Books, pictures, etc.	150.00
Fixtures	25.00
<b>Total</b>	<b>1,800.00</b>

They claim as exempt the household goods, pictures, books, etc., and \$250 each of the stock in trade, or a total of \$750.

The bankrupts' schedules show liabilities to the amount of \$2,277.26, the principal creditors being as follows:

Taxes (preferred)	13.59
H. Leonard & Sons, Grand Rapids	37.80
Barton, Parker Co., Cedar Rapids	38.00
Silbar & Company, Grand Rapids	7.24
Wolverine News Co., Detroit	6.13
Jennings Manufacturing Co., Grand Rapids	12.00
Friedman Post Card Co., Cleveland	12.81
Limoges China Co., Sebring, Ohio	60.00
Burley & Tyrell Co., Chicago	10.85
H. Niedecken Co., Milwaukee	105.41
Putnam Factory, Grand Rapids	14.35
G. R. Notion Co., Grand Rapids	110.74
Standard Oil Co., Grand Rapids	2.90
Wilson Dress Hook Co., Cleveland	4.50
Dyer Mfg. Co., Chicago	38.25
McKinley Music Co., Chicago	69.27
Butler Brothers, Chicago	330.99
Weixelbaum Brothers, Lima	121.80
S. Steindler, Muskegon	27.53
Davis Brothers Co., Toledo	235.15
Potters Co-operative Co., East Liverpool	145.45
Zimmerman & Co., Chicago	99.20
Osborne, Boynton & Osborne, Detroit	80.83
Hanselman Candy Co., Chicago	80.78
Kundstadter Brothers, Chicago	37.39
Wellsville China Co., Wellsville	92.27
United States Calendar Co., Cincinnati	25.00
Pitkin & Brooks, Chicago	20.26
Will P. Canaan Co., Grand Rapids	139.53
Lancaster Glass Co., Lancaster	75.22
John Alberts Sons, Muskegon	12.25
Mitchem Mill Remnant Co., Chicago	22.16
Geo. H. Bowman Co., Cleveland	43.00
Geo. H. Wheelock, South Bend	17.07
C. Williams Photograph Co., Bloomington, Ill.	10.00
Carrollton Pottery Co., Carrollton	113.56
Armour Soap Works, Chicago	3.85

Jan. 12.—An order was made by Judge Sessions adjudging Fred C. Conkle, of Grand Rapids, a bankrupt on his own

petition, and referring the matter to Referee Wicks. The bankrupt filed an affidavit of impecuniosity, alleging that he was unable to secure the money to pay the court fees, and his schedules filed with the petition show no assets except an interest of \$100 in household goods, claimed as exempt. The following creditors are schedules:

Secured by title contract:	
Donovan Clothing Co., Grand Rapids	6.60
National Credit Clothing Co., Grand Rapids	23.50
E. A. Prange, Grand Rapids	13.50
Unsecured creditors:	
Michael Hayes, Mill Creek, rent	12.50
Mark Norris, Grand Rapids, rent	13.50
Fred Mohns, Middleville, rent	10.00
B. B. Hass, Grand Rapids, rent	4.50
Matt Mattheyse, Grand Rapids, groceries	21.60
Brummeler-VanStrien Co., Grand Rapids, coal	4.38
Fred Wehrle, Grand Rapids, furniture	13.10
Consumers Ice Co., Grand Rapids, ice	7.16
Dr. M. G. Bassett, Grand Rapids, services	40.50
Houseman & Jones, Grand Rapids, clothing	11.50
Dr. H. C. Wolfe, Grand Rapids, services	17.00
Ben Harmelink, Grand Rapids, groceries	9.00
John Hasperse, Grand Rapids, coal	10.20
Antoni Zierleyn, Grand Rapids, rent	13.00
J. C. Lamereaux, Grand Rapids	2.14
<b>Total</b>	<b>233.55</b>

The referee is delaying calling the first meeting of creditors until the bankrupt advances the necessary expense money.

In the matter of Ross Manufacturing Co., bankrupt, of Muskegon, the final meeting of creditors was held. The final report and account of Charles E. Moore, trustee, showing a balance on hand for distribution of \$4,678.51 was considered and approved allowed. The final meeting was then held open for the determination of disputed matters and declaration and payment of a final dividend.

In the matter of Albert J. Schepers, bankrupt, of Vogel Center, the inventory and report of appraisers was filed by W. A. Wyman, trustee, and the referee made an order authorizing the trustee to sell the assets at public or private sale after giving ten days' notice to all creditors. The inventory shows the following assets:

Stock general merchandise (appraised valuation)	2,140.20
Furniture and fixtures, consisting of McCaskey Register, show cases, computing scale, lighting system, oil tank, 280 gallons, counters, standard computing scale, delivery wagon and horse, (appraised value)	303.50
Cash on hand	723.75
Accounts receivable, (face value)	418.28
<b>Total</b>	<b>3,585.73</b>

Jan. 15.—In the matter of Van Motor Co., bankrupt of Grand Haven, the trustee's report of offer of \$2,000 for the personal property assets was considered and a further bid of \$2,500 was received. The matter was then adjourned to January 17, for further consideration of such offers and any additional offers which may in the meantime be received.

In the matter of Osborn Home Furniture Co., bankrupt, furniture dealers of Grand Rapids, the first meeting of creditors was held, and David A. Warner, of Grand Rapids, was elected trustee by the creditors and his bond fixed at \$2,000. William Sprague, Burt Hogen and W. R. Compton, of Grand Rapids, were appointed appraisers. The first meeting was then adjourned to January 25, and the bankrupts ordered to appear for examination.

Jan. 16.—In the matter of Fowler & Fowler, bankrupt, merchants of Fremont, an order was made by the referee calling the first meeting of creditors to be held January 30, for the purpose of proving claims, electing a trustee, examination of the bankrupts, etc.

Jan. 17.—In the matter of Paul Bloch, bankrupt, of Ludington, the final report and account of the trustee, Robert J. Quail, of Ludington, has been filed and shows total receipt of \$1,100, disbursements for administration expenses, rent, etc., of \$183.88, and a balance on hand for distribution of \$916.12. An order was made by the referee calling a final meeting of creditors to be held on February 2, to consider the trustee's final report, declaration of a final dividend for creditors, etc.

**Special Features of the Grocery and Produce Trade.**

Special Correspondence.  
New York, Jan. 15.—The week has been quiet in every line of merchandising. With the mercury at zero in the city and 12 to 15 below a few miles out, the conditions were almost intolerable. Add to the cold, the very slippery streets and the wonder is that deliveries of goods were as prompt as they were.

Coffee has dragged its slow length along and there is only enough business going forward to keep the market from stagnation. Neither buyer nor seller at this time seems to take much interest and both are simply waiting. Prices of spot coffees have eased off somewhat and this is due in part to the decline in the speculative market. In store and afloat there are 2,595,632 bags, against 2,861,970 bags at the same time last year. At the close Rio No. 7 is worth in an invoice way, 13 7/8@14c. Milds show little if any change in any respect, good Cucuta being held at 15 3/4c.

Tea shows a little movement, but there is room for improvement. Sales, individually, are of small lots, but prices are well sustained in every instance. The trade is still awaiting with interest the decision from Washington in regard to the colored tea question.

Refined sugar is moving in about the same channel. Buyers are taking the smallest possible lots, for the difference between raws and refined is more than a fair margin, and the trade think there must be an inevitable lowering of granulated, which is now weak at 5.50c.

Rice is very well sustained, with the volume of trade not greater than ordinary. Millers are very firm and will make it seem not the least concession. Prime to choice domestic, 4 7/8@5 1/4c.

Not an item of interest can be gathered in prices. Quotations are on previous basis. Stocks are moderate and demand is light, although probably as active as at any previous January.

A pretty good enquiry prevails for molasses and considering the cold weather, the market is in good condition, although deliveries may have been somewhat delayed.

The canned tomato market is as interesting as usual, with 3s at \$1.20 f. o. b. factory, with the usual 14c freight rate, and packers are holding like grim death. Corn is quiet, but it is taking the place of tomatoes as a 10c article. Other goods remain practically as at last report.

Top grades of butter show further advance and the whole line is tending upward. Creamery specials, 41c; extras, 40c; firsts, 35@38c; held stock, specials, 37@37 1/2c; firsts, 33@35c; process, 26@28c; factory, 23 1/2c for firsts, seconds, 22 1/2@23c.

Cheese is in fair demand. Stocks seem sufficiently large to meet requirements and 16 3/4c prevail for special whole milk.

Eggs still remain high, with supply of really desirable stock quickly taken up. Fresh gathered extras, 37@38c; extra firsts, 36c. The very cold weather has checked shipments to this market and the outlook is for still higher quotations.

Reports from Belding are to the effect that W. P. Hetherington, landlord of the Hotel Belding, continues to improve and will soon be himself again—all of which is welcome news to the traveling men, who regard his hotel as one of the best kept institutions of the kind in the State.

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

Buffalo, Jan. 17.—Creamery butter, 32@40c; dairy, 25@30c; rolls, 23@27c; poor to good, all kinds, 18@25c; Cheese—Fancy, 16 1/2@17c; choice, 15 1/2@16c; poor to good, 8@12c.

Eggs—Candled fancy fresh, 34@35c; choice, 33@34c; cold storage, 28c.

Poultry (live)—Turkeys, 18@19c; chickens, 13@14c; fowls, 13@14c; ducks, 17@18c; geese, 14@15c.

Poultry (dressed)—Geese, 13@15c; turkeys, 18@22c; ducks, 18@20c; chickens, 14@17c; fowls, 14@15c.

Beans—Red kidney, \$3@3.25; white kidney, \$2.75@3; medium, \$2.40@2.45; marrow, \$2.75@2.80; pea, \$2.45@2.50.

Potatoes—\$1.15@1.20.  
Onions—\$1.25@1.35.

Rea & Witzig.

**From Merchant To Banker.**

Butternut, Jan. 16.—W. B. Andrews has resigned as Postmaster at Butternut and sold his residence property and moved to Sidney, where he will open a bank. The banking fixtures and furniture are installed and will open for business about February 1. Mr. Andrews has been a resident of Butternut for about five years and has resided in Montcalm county continuously for twenty-eight years. He has successfully conducted a general store both at Coral and Butternut during the past ten years and has also taught nine terms of school.

While the State Board of Health is investigating hotels, it might devote a little attention to the Pontchartrain at Detroit. Reports often reach the Tradesman to the effect that guests are assigned rooms which have not been cleaned since the last tenant occupied them and that frequently the rooms are lined with cigar stubs and the ends of cigarettes. The housekeeping at this hotel has never been anything but bad and in time of a rush it is something fierce. A great mistake was made when the hotel was built and the name assigned it. It should have been designated Robbers' Roost, judging by the prices it charges for inferior service. The atmosphere around the hotel is frigid enough to chill the blood of a Hottentot.

**BUSINESS CHANCES.**

Stocks reduced quickly for cash by new system of conducting sales. Satisfaction guaranteed. If you need cash or wish to reduce or close out stock, write E. O., care Tradesman. 899

For Sale—Shoe store, doing good business. Stock about \$5,000. Rent cheap. Easy terms, if desired. Childs, Reading, Michigan. 895

For Sale—General stock with fixtures, store building, ware room and dwelling attached. Situated in one of the finest resorts in Northern Michigan. Reason for selling, poor health. Mrs. G. H. Turner, Topinabee, Michigan. 898

Auctioneering—Expert service in closing out entirely or reducing stock of merchandise anywhere in the United States. Ross B. Hern, Howe, Indiana. 897

We have the best advertising proposition on the market to-day for dry goods merchants, general store merchants and department stores—no other kind. Exclusive to one merchant in a town. Satisfaction guaranteed to each patron. Write for particulars. Reporter Service Bureau, 215 S. Market St., Chicago. 794

**HELP WANTED.**

Wanted—A good honest, steady young man of temperate habits, to work in hardware and implement store. Must be a good salesman, good hand with machinery and good clerk. Neat and sober. E. Klrn, Henderson, Mich. 896

IMPORTED FROM HOLLAND

When you know a certain cocoa is better or at least as good as any other; that it costs your customers less and still nets you a better profit, it will pay you to broaden the scope of demand for such cocoa by your own personal salesmanship.

**DROSTE'S PURE DUTCH COCOA**

will stand the test. Let me prove it by sending samples and quoting prices.

**H. HAMSTRA & CO., Importers**

Michigan Ave. and River Sts.  
(Old Fort Dearborn Bldg.) Chicago, Ill.



IMPORTED FROM HOLLAND

IMPORTED FROM HOLLAND

IMPORTED FROM HOLLAND



**There is No Stronger Proof of Merit than Continued Popularity**

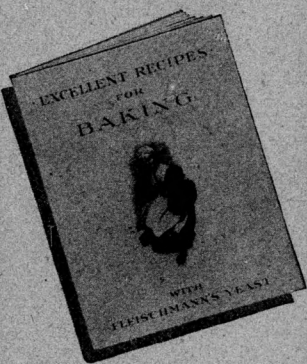


**H**OLLAND RUSK has grown in popularity from year to year. The sales are constantly increasing. This can be due to but one thing: The sale of one package means a steady customer. The merits and all-round usefulness make it a seller—a quick repeater. Are you getting your share of the sales? If not, order a case from your jobber today.



**Holland Rusk Co. ::: Holland, Mich.**

Avoid Imitations  
Look for the Windmill on the Package



**I**NCREASE your sales by requesting your customers to write for one of these books. They are absolutely free.

**THE FLEISCHMANN CO.**  
427 Plum Street,  
CINCINNATI, OHIO.

**Reasonable**

We make candy for profit which you can sell at a profit and which your customers can eat with profit. The profit is mutual and the Supreme court is satisfied. . . . .

**PUTNAM FACTORY, National Candy Co.**  
Grand Rapids, Mich.

**T**HE biscuit form of **Shredded Wheat**, combined with its fine flavor and *nutritiousness* made it an instantaneous success. Our advertising has been unique—besides magazines, newspapers, car cards, sampling and demonstration,

**We've Used Niagara Falls to Advertise**



Each year, thousands of visitors to the Falls have gone through our factory. They've seen every detail in the process of manufacture from the golden grain to the finished biscuit. Our sanitary methods have given them confidence in its purity and wholesomeness. They have gone home and told their friends about **Shredded Wheat**, and as a result **Shredded Wheat** is better known and therefore easier to sell than any other cereal food. Take advantage of this and keep **Shredded Wheat** prominently displayed—you'll have lots of sales, and every sale means good profit to you. **Shredded Wheat pays.**

*The*  
**Shredded Wheat Company**  
Niagara Falls, N. Y.



**How About Your PRINTING for 1912?**

**T**HIS question is a very pertinent one for business men, because every day Business Printing takes on added significance as **A FACTOR IN TRADE.**

Time was when any sort of Printing would do, because not much was expected of it, but nowadays Printing is **EXPECTED** to create and transact business. For this reason, good Printing is exceedingly necessary in every line of business.

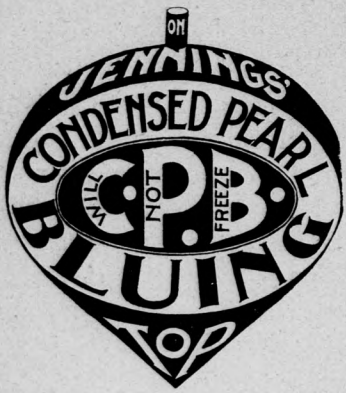
We have been producing **GOOD** Business Printing for years. We have kept pace with the demand for the **BEST** in printing. As a consequence, our Printing business has grown splendidly. We have been compelled to enlarge shop facilities, to increase equipment quite regularly. We have the requisite mechanical equipment, and with one of the best equipped, as well as the largest Printing establishments in Western Michigan, we are in the very best position to give to the business man the highest standard of **GOOD** Business Printing.

This includes everything, from envelopes to the most elaborate catalogs.

We respectfully solicit your patronage, giving the assurance that all orders will not only be **PROMPTLY EXECUTED**, but the Printing will come to you in that quality of excellence you desire and, withal, at as reasonable a price as it is possible for us, or anyone else, to deliver **GOOD PRINTING.**

Orders by letter or by phone will receive prompt attention, and if you desire, a qualified representative will wait upon you without delay.

**Tradesman Company, Grand Rapids**



**C.P.B.**

The

**Bluing**

that is in demand

Will Not Freeze

Order a case to-day

**Jennings Flavoring Extract Co.**

Manufacturers

**Grand Rapids, Mich.**



**Jennings  
Flavoring  
Extracts**

**MEXICAN VANILLA**

**TERPENELESS LEMON**

We make but one Quality and that the Best. Ever since 1872

**Peacock Brand  
Leaf Lard**

is the

**Best Lard**



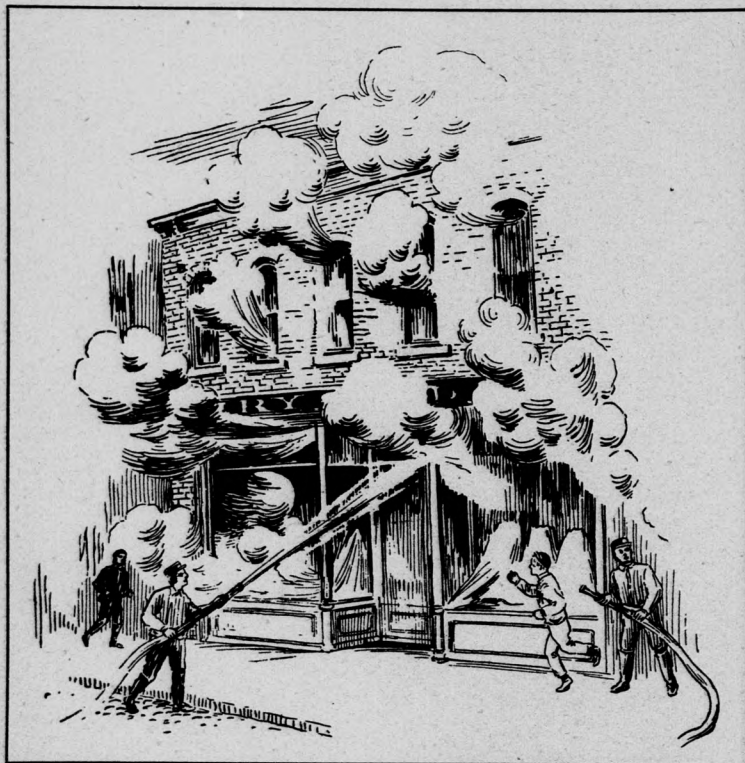
WHEN your particular customers ask you for your "Best Lard," you must be sure of the quality that you offer.

If you sell Cudahy's Milwaukee Peacock Brand Leaf Lard, you can tell them, with perfect assurance, "There is positively no better Lard on the market."

It pays to sell the choicest goods.

Mail us your order today.

**Cudahy Brothers Co. Milwaukee, Wis.**



**Account Books Burned**

**Stock Fully Insured But There Will  
Be a Big Loss on Accounts**

You have noticed these daily paper headlines frequently, haven't you? Of course you have, but you always said:

**"It Will Never Happen to Me"**

Well, we hope it won't, but it's liable to just the same. If you haven't a safe, or if it's old and furnishes no protection, don't delay a minute.

**Order a Safe Today**

Or at least get the business under way by writing us for prices. We can give you what you need, save you money and do you good.

**Grand Rapids Safe Co.** Tradesman Building  
Grand Rapids, Mich.