

Clear the Way

Men of thought! be up and stirring, night and day:
Sow the seed—withdraw the curtain—clear the way!
Men of action, aid and cheer them, as ye may!
There's a fount about to stream,
There's a light about to beam,
There's a warmth about to glow,
There's a flower about to blow;
There's a midnight blackness changing into gray;
Men of thought and men of action, clear the way!

Once the welcome light has broken, who shall say
What the unimagined glories of the day?
What the evil that shall perish in its ray?
Aid the dawning, tongue and pen;
Aid it, hopes of honest men;
Aid it, paper; aid it, type;
Aid it, for the hour is ripe,
And our earnest must not slacken into play,
Men of thought and men of action, clear the way!

Lo! a cloud's about to vanish from the day;
And a brazen wrong to crumble into clay.
Lo! the right's about to conquer: Clear the way!
With the right shall many more
Enter smiling at the door;
With the giant throng shall fall
Many others great and small,
That for ages long have held us for their prey.
Men of thought and men of action, clear the way!

Charles Mackay.

"If You Can—"

If you can keep your head when all about you
Are losing theirs, and blaming it on you;
If you can trust yourself when all men doubt you,
And make allowance for their doubting, too;
If you can wait and not be tired by waiting,
Or, lied about, don't deal in lies;
Or, being hated, don't give way to hating;
And yet don't look too good, nor talk too wise;

If you can dream and not make dreams your master;
If you can think, and not make thoughts your aim;
If you can meet with triumphs and disaster,
And treat both these imposters just the same;
If you can bear to hear the truth you've spoken
Twisted by knaves to make a trap for fools,
Or watch the things you gave your life to, broken,
And stoop, and build them up with worn out tools;

If you can talk with crowds and keep your virtue,
Or walk with kings—nor lose the common touch,
If neither foes nor loving friends can hurt you,
If all men count with you—but none too much;
If you can fill the unforgiving minute
With sixty seconds' worth of distance run,
Yours is the earth and everything that's in it,
And, which is more, you'll be a man, my son.

Rudyard Kipling.

The Boy's Idea of Contentment

Most every day a little boy comes drivin' past our house
With the nicest little pony—just the color of a mouse—
And a groom rides close behind him, so he won't get hurt, you see.
And I used to wish the pony and the cart belonged to me.
I used to watch him from our porch and wish that I could own
His pony and his little cart and drive out all alone.
And once when I knelt down at night I prayed the Lord that he
Would fix it so the pony and the cart belonged to me.

But yesterday I saw him where he lived and now I know
Why he never goes out walkin'—'cause his legs are withered so;
And last night when I was kneelin' with my head on mother's knee
I was glad he had the pony and the cart instead of me.

W. C. Rea

Rea & Witzig

A. J. Witzig

PRODUCE COMMISSION

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

"BUFFALO MEANS BUSINESS"

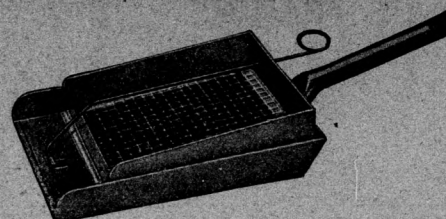
We make a specialty of live poultry and eggs. You will find this a good market. Ship us your poultry and eggs.

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

Established 1873

LANSING DUSTLESS ASH SIFTER

Screens and removes the ashes at one operation. Cleans out the furnace as quickly as a shovel and saves 15% of the coal. Exclusive agency to one dealer in a town. Write at once for our plan that enables you to place this sifter with every furnace user in your county.



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

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 13½ cts. per gallon with one barrel free with each fifth barrel shipped this season

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

STOCK ALWAYS ON HAND AT THESE POINTS

An Ideal Pickling and Table Vinegar
Satisfaction Absolutely Guaranteed

Lawton Vineyards Co.

::

Kalamazoo, Mich.

For Mail Carriers, Policemen, Truckmen, Railroad Men

The Gold Seal



IS PURE GUM, GIVES DOUBLE WEAR

Agol

Is a Great

Rubber

Manufactured only by

Goodyear Rubber Company

W. W. WALLIS, Manager
Milwaukee



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

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.

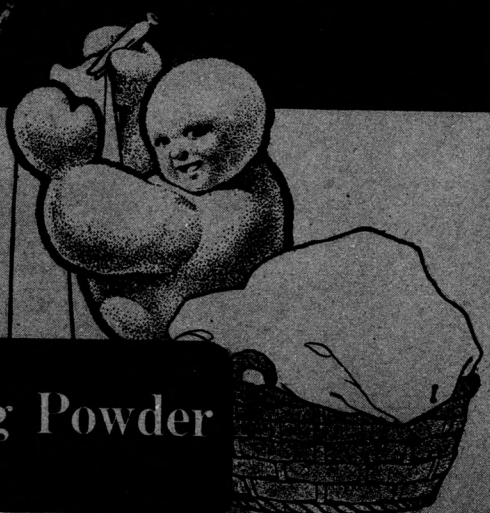


next time

Don't forget to include a box in your next order

Lautz Snow Boy Washing Powder

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



MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 24, 1912

Number 1479

SPECIAL FEATURES.

Page	
2.	More Buyers Than Ever.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Financial.
8.	Editorial.
10.	Detroit Department.
12.	Butter, Eggs and Provisions.
14.	Dry Goods.
16.	Shoes.
18.	Practical Storekeeping.
20.	Woman's World.
22.	Hardware.
23.	Successful Salesmen.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.

Manufacturing Matters.

Otsego—The Eady Shoe Co. has increased its capital stock from \$27,000 to \$50,000.

Lake Ann—L. D. Spafford has sold his flour mill to John Berry, who has taken possession.

Saginaw—The Michigan Glass Co. has increased its capital stock from \$50,000 to \$150,000.

Vicksburg—The Eclipse Oil Pump Co. has changed its name to the Vicksburg Oil Pump Co.

Ypsilanti—The Peninsular Paper Co. has increased its capitalization from \$100,000 to \$150,000.

Detroit—The Detroit Steel Co. has increased its capitalization from \$150,000 to \$500,000.

Detroit—The capital stock of the Commerce Motor Car Co. has been increased from \$25,000 to \$50,000.

Detroit—The American Auto Trimming Co. has increased its capital stock from \$50,000 to \$150,000.

Saginaw—The capital stock of the Farmers Handy Wagon Co. has been increased from \$150,000 to \$300,000.

Detroit—The Aeroplane Construction & Supply Co. has increased its capitalization from \$4,000 to \$50,000.

Detroit—The Goodnow & Blake Manufacturing Co., dealer in sheet metal goods, has increased its capital stock from \$10,000 to \$25,000.

Battle Creek—The Michigan Fibre Box Co. has changed its name to the Illinois-Michigan Fibre Box Co. and increased its capital stock from \$2,500 to \$125,000.

Detroit—The Detroit Coil Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Kreis Dynamometer Co. has engaged in business with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Enameled Steel Brick Co. has engaged in business with an authorized capital stock of \$30,000, of which \$15,000 has been subscribed and paid in in property.

Holland—The Holland Canning Co. has engaged in business with an authorized capital stock of \$30,000, of

which \$15,000 has been subscribed and \$5,000 paid in in cash.

Bay City—The Detroit Cast Stone Block Co. has been organized with an authorized capital stock of \$18,000, of which \$9,000 has been subscribed and paid in in cash.

Detroit—The Michigan Office Appliance Co. has engaged in business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Ypsilanti—A new company has been incorporated under the style of the Ypsilanti Underwear Co., Inc., with an authorized capital stock of \$2,500, all of which has been subscribed and paid in in cash.

Pigeon—The Pigeon Wood Novelty Manufacturing Co. has engaged in business with an authorized capital stock of \$25,000 common and \$5,000 preferred, of which \$17,200 has been subscribed, \$1,390 paid in in cash and \$6,700 in property.

Jackson—The Stern Furniture Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$30,000, all of which has been subscribed, \$283.97 being paid in in cash and \$29,716.03 in property.

Detroit—The Will Do Company has engaged in the manufacture of non-intoxicating beverages, at wholesale and retail, with an authorized capital stock of \$2,000, which has been subscribed, \$530 being paid in in cash and \$1,470 in property.

Detroit—A new company has been organized under the style of the Detroit Battery & Ignition Co., with an authorized capital stock of \$150,000 common and \$50,000 preferred, of which \$100,000 has been subscribed and paid in in property.

Ewen—A new company has engaged in the lumbering business under the style of the L. Jensen Co., with an authorized capital stock of \$200,000 common and \$200,000 preferred, all of which has been subscribed and paid in in cash.

Jackson—A. C. Fassett, manufacturer of ice cream, has merged his business into a stock company under the style of the Fassett Ice Cream Co., with an authorized capital stock of \$15,000, all of which has been subscribed and \$3,750 paid in in cash.

Port Huron—The Acheson Oildag Co., which has its headquarters in this city, has just opened negotiations for a branch in Novara, Italy, and will send a local man to superintend the foreign plant on February 1. Roy Dean, a former Detroit boy, will superintend the Sarnia plant in the future.

Detroit—The Kermocide Paste Co. has engaged in business to manufacture, buy and sell paste and adhe-

sives; also cleaning toilet and medical preparations and specialties of all kinds, with an authorized capital stock of \$3,000, of which \$1,600 has been subscribed, \$300 being paid in in cash and \$1,300 in property.

Coopersville—For a number of weeks the Board of Trade has been in negotiation with the E. P. Daggett Canning Co. to locate its factory here, and a large subscription to the capital stock by the citizens of Coopersville has enabled the Board to close the contract. There will be half a dozen large buildings erected. They will be equipped with modern machines, and the motive power will be electricity. The principal articles handled at first will be peas, lima beans and sweet corn, but they will take care of all other goods adapted to canning.

Battle Creek—One thousand pounds of chocolate-coated marbles, commonly known as "marble draws," were seized from the Taylor Brothers' Candy Co. last Thursday by State Food and Dairy Inspector William T. Hulscher, condemned as adulterated candy, and destroyed by the Inspector. The candy in question was manufactured partly by an Eastern firm and the remainder by the local concern. It was distributed about the city and a large quantity was sold as "joke candy" before the Inspector became aware of the fact. Immediately he seized seventy-five pounds of the marble sweets from a local retailer, traced them to the Taylor company, and there seized 1,000 more pounds, securing a promise that no more would be manufactured. Clay marbles were used in the manufacture of the candy, and a delicious chocolate coating skillfully drawn over the pellets.

Kelsey, Brewer & Co. will probably take over the gas plant at Salt Lake City soon. The plant has \$3,000,000 5 per cent. bonds, \$500,000 preferred stock and \$2,500,000 common stock. The Farwell Trust Co., of Chicago, which recently failed, held \$1,600,000 of the common stock. It is understood that Kelsey, Brewer & Co. has an option on this stock and is at work securing options on remaining stock issue of this class. It goes without saying that if Kelsey, Brewer & Co. succeed in securing control of the property, they will make it a very valuable one. They have been exceptionally successful in exploitations of this character and they will, no doubt, repeat themselves in their Salt Lake City undertaking.

There will be some hard hustling for business this year, as usual, and competition will be swift and keen. But there is a place for every merchant who keeps in the push.

GRANDMOTHER'S PIES.

Many of the old-fashioned things are now more than ever in favor, and the pumpkin pie such as grandmother used to make will be assured a generous reception. It was not always that she used more extravagance in compounding the ingredients than the increased cost of food products will allow the cook of the present to indulge in. For while cream and eggs did frequently enter into its composition, some of the best pies were innocent of anything richer than pure sweet milk, and the lack of eggs was really an improvement.

Make a specialty of furnishing some of the old-fashioned kind of pumpkins of goodly size, yet not any of the mammoth ones which take the ribbons at the county fairs and are certain to be coarse-grained, fibrous and watery. The best field pumpkin is of medium size, regular form—preferably ovate rather than elongated, and of a rich orange hue often "brindled" with a greenish tinge. When cut the flesh should be thick, fine grained and of firm texture. The thinner it is the more watery and "stringy" will it prove.

A great secret of success is in the cooking. Some cook until soft, put through a sieve to remove lumps; while a few even cook until it can be mashed, and then drain like potatoes, thereby wasting a richness which cream and eggs can never replace. The best old-fashioned pies are made from pumpkin which has been cooked until so dry that it cleaves from the sides of the kettle. This will have the rich flavor, and the beautiful brown tint so fondly remembered, and yet be innocent of cream or eggs. Some one says that it is easy to be a good cook if you have good things to cook with. Yet we have all seen the choicest of viands ruined through a small error, and the simplest of dishes by the skilled touch rendered the most appetizing. And there is no greater chance for deviation than through the much lauded, and as much abused, pumpkin pie.

An Escanaba correspondent writes as follows: By a deal that has been practically closed William Finnegan will construct a modern hotel building costing approximately \$100,000 on the site of the old Finnegan building at Ludington and Campbell streets. The hotel will be 50x100 feet in dimensions, with four stories and a basement. The top floor will be used as a business men's club room. The building will be of fire-proof construction throughout and will be provided with all the modern conveniences found in the hotels of the larger cities.

MORE BUYERS THAN EVER.

The January Sale of Furniture Fairly Successful.

The January furniture sale is rapidly drawing to a close. This week will finish it, all but the stragglers who will be dropping in for a couple of weeks yet and for whom the outside salesmen will not wait. The season has not been a great success, but it might have been much worse. More buyers have been here than in any former January season, but the orders have been conservative. One reason for this, no doubt, has been the fact that this is a campaign year and dealers do not want to load up until they see what the politicians are going to do to business. An encouraging condition has been the optimistic spirit which seemed to possess the market. The buyers seemed unusually confident that the spring business would be good and, just as soon as the spring trade develops, they will be in with their repeat orders. This puts the manufacturers in the position of having to carry the stock, the retailers taking it in small quantities as needed, but this has been the tendency to a considerable extent for several seasons. The manufacturers do not altogether enjoy this situation, but in the thorough establishment of the period goods this is not as hard upon them as it might be. Furniture correctly made in the best period designs is more nearly standard now than ever before. It does not go out of fashion, and does not depreciate in value from season to season. The chief loss comes in having money tied up in goods and storage.

More strangers have been seen in market this season than in any former season, and many of them have come from the smaller towns. This is the result, largely, of the campaign of education conducted by the Exhibitors' Association. The small town buyers are not distributors of big orders, especially for the high grade Grand Rapids products, but their coming to market has been looked upon as a good thing. The aggregate of these small orders will make a pretty sum, but the greatest value attached to their coming is what the dealers themselves will get out of it in new ideas and ambitions and in their improvement as furniture dealers. What they see and learn will make them better customers next time.

Many new patterns have been shown this season, both in the Grand Rapids and the outside lines, more of them than usual for January, but no radical departures from the accepted periods have been noticed. Instead of changes in style the most that can be detected is a tendency or a drift in popular favor. For several seasons the tendency has been away from the Louis XV. and Louis XVI. designs. These goods are still shown, but in nothing like the profusion of a few years ago. English and American periods have the lead. For mahogany, in the English designs, Sheraton has come forward until it is well in the front rank for

dining room, parlor and bed room goods and also for the living room. There has been a marked development of the Adam designs this season and Hepplewhite also shows an increased favor, but next to Sheraton, Chippendale is probably the most popular. Our own American Colonial seems to be as strong as ever, although some of the high grade lines are replacing Colonial with English. In oak not so much of the so-called Early English, Jacobean, Elizabethan and similar periods are shown, but there has been a marked increase in the production of American and German Mission. The straight line goods—solid, substantial, comfortable, serviceable and simple—have apparently come to stay and are made for every room in the house except the parlor. One of the novelties of the season is a line of Mission, or straight line, furniture in solid mahogany, brought out by the Stickley Bros. Co., of this city. The designs and construction are the same as in oak and from all accounts they have taken well with the trade. The Mission furniture in mahogany is designed for richly furnished homes, clubs or offices, to harmonize with the finish.

The Retting Furniture Co. this season brought out a novelty in the form of complete living room suites. The company has been making chairs, rockers and couches for the living room in high grades, and this season adds tables, book cases and writing desks. Four complete suites are shown, three in Sheraton and one in Hepplewhite, each of eight pieces; for each a dainty room with appropriate decorations and finish has been fitted up. This plan makes it easy to furnish a room complete with furniture of the same design and finish, saving all trouble of matching up from the products of different factories, and the trade has given such evidences of its approval that it is quite likely another season will find others following the same plan. Bed room, dining room and library suites are shown complete and have been for years and the complete living room or parlor suite is so logical that it is strange it has never been thought of before.

This season has brought forth no new cabinet woods, but a different treatment of an old friend is offered. One manufacturer has some very attractive fancy tables and chairs in quarter sawed maple finished to the color of satin wood and making an excellent imitation of that costly material. Another is showing a very dainty Sheraton bed room suite in bird's-eye-maple finished in Persian brown almost to the tint of American walnut. Both of these novelties in finish have met with favorable receptions from the trade.

There has been an increase in bed room furniture. The enamel is shown in several tints and some with floral decorations. The enamel furniture is attractive, and the high grade is calculated to give satisfaction, but the cheaper grades are not to be recommended for every day use. The kind of enamel that will

last is costly, the cheaper is not much better than paint.

The January season always brings out the summer goods, and this season many lines are shown, more, in fact, than ever before. The summer goods are in a wide variety of materials, grass, reeds, cane, willow, hickory, fibre, rock maple and even in the metals. The number of lines is an indication of the growing habit of outdoor and country living. The summer lines used to be confined almost entirely to chairs, but porches are now furnished almost as completely as any room in the house, with chairs, tables, rockers, couches, hammock beds and book racks. People are living on their porches now more than ever before, and the furniture men are doing their best to encourage the habit by providing the furniture to make the porch attractive and comfortable.

Bogus Buyer Dined and Wined.

St. Louis, Jan. 12—When the word passed down Washington avenue that a buyer was here from a big Salt Lake City department store and that he was the liveliest wire that had sizzled in St. Louis for many a day, the selling agents for several wholesale houses did a free-for-all sprint to see which could buy the hot Western sport the best dinners.

The young man registered at the Jefferson Hotel as M. Siegel, Salt Lake City. Then he strolled into the wholesale novelty house of Morris, Mann & Reilly and announced himself the son of Joseph Siegel, whom the merchants knew as a reliable dealer.

He ordered \$1,000 worth of novelties of all kinds, from safety pins to suspenders. A representative of the house took him out and gave him a fine course dinner with a bit of champagne to aid digestion.

By this time the word had been flashed around that he was here and everybody was out looking for the breezy gentleman from the West. Salesmen trying to get engagements to take him to dinners and the theater buzzed around him like gallants around a debutante at a ball. There were solicitous enquiries as to whether he preferred sparkling Burgundy or first zone champagne with his dinner. His opinion as to the relative merits of Martinis, Manhattans and Bronx cocktails as appetizers were sought eagerly.

He was shown the town so often that he really had little time to do his buying. His advance bookings for meals, at somebody's else expense, resembled the reservation list of a down town hotel just before Veiled Prophet's week. But at that he managed to drop in somewhere and place an order now and then.

At the Hurst-Zucker Neckwear Co. he bought \$1,000 worth of supplies for his dear pap's store. And everything went serenely until he visited the Rider Jewelry Co.

Somebody here thought it best to look into the buyer's credentials. A clerk named Hahn was sent out to make enquiries. At the Jefferson, Hahn found the Westerner's bill had

not been paid. He found also that he had ordered \$18 worth of imported cigarettes to be delivered at his room from the Stanley Cigar store.

Hahn learned also that Morris, Mann & Reilly had just received a message from Salt Lake City saying that Joseph Siegel has no son.

Police headquarters was notified and Detective McKenna arrested the live wire. The man smiled, admitted that he was not the son of Joseph Siegel, but said that he was the son of Israel Siegel, a Salt Lake City pawnbroker. When the buyers who had had engagements with him learned of this they simply threw up their hands.

The police do not know what they will do with their prisoner. The only thing he seems to have gotten out of his flier has been the meals, wines, cigars and theater tickets. But he points out that these were given to him voluntarily. None of the goods he had ordered for his supposed father's house had been shipped.

Franchise Feature of New Charter Too Drastic.

Traverse City, Jan. 16—Not until yesterday could I read the sections in your charter pertaining to franchises, and the study along these lines leads me to the conclusion that they are altogether too drastic. Certain sections are not practical—savor of having been written by cheap lawyers. That is, lawyers who have had no actual experience with business along large lines. If they do not want to drive utilities out of Grand Rapids, and prevent others from coming, they had better eliminate some sections. In fact, there are sections there which a commission form of government do not allow—certain demands that should be adjusted by the people at the time the franchise is given by a vote of the people. The commission form of government lays down certain principles and states some things that a municipality shall not do. Thereafter the details are left to the powers to formulate and present to the people in the form of an ordinance or franchise for their acceptance or rejection, and it is furthermore presumed that the officers under a commission form of government, such as Grand Rapids, will be abundantly able to cope with these conditions as they meet them far better than Wessellius and others can to-day say what Grand Rapids can do to-morrow. The underlying principle of a commission form is in harmony with our incorporation act, namely, home rule. While the people are allowed to vote upon your franchises, if granted, your Charter Commission have, to my mind, drawn too sharp lines, too drastic measures for the franchises being presented to the people for their adoption or rejection. I think some of them are very unwise.

Reader.

Patience and tact are the Heavenly Twins of business. It is a good deal of trouble to keep them working but it's hard to keep house without them.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Written for the Tradesman.

Jan. 17—In the matter of the Van Motor Car Co., bankrupt, of Grand Haven, the trustee, John Snitseler, filed a report of offer of \$2,000 for personal property appraised at \$9,378.22. An order to show cause why such sale should not be authorized was made by the referee, and at the adjourned hearing further bids were received, the highest being from H. M. Pierce, of Grand Rapids, of \$4,000, and the sale was ordered made to Mr. Pierce.

In the matter of Albertus Grit, bankrupt, formerly a grocer on West Leonard street, the final meeting of creditors was held. The final report and account of Henry T. Stanton, trustee was considered and allowed and final order of distribution made. It appears the only assets were derived from the sale of exempt property, an assignment of which was held by the National Grocer Co. After payment of the administration expenses, the balance was then ordered paid to the National Grocer Co. No dividend for ordinary creditors.

Jan. 18—In the matter of William H. Selkirk, bankrupt, formerly merchant at Cadillac, a special meeting of creditors was held. The first report and account of Fred M. Breen, trustee, showing total receipts of \$3,377.17, disbursements for preferred tax claim and administration expenses of \$204.45, and balance on hand of \$3,112.72 was approved and allowed, certain administration expenses ordered paid, and a first dividend of 10 per cent. declared and ordered paid.

In the matter of the Handy Things Co., bankrupt, of Ludington, the Standard Varnish Works having heretofore filed a petition requesting an order requiring the trustee to institute suit against the Stearns Salt & Lumber Co. to recover an alleged preference of \$15,000, a hearing was had and it was determined that the petitioner is entitled to have the issue determined in a plenary suit, but that there are no funds in this estate which may properly be used to carry on such litigation, as they are all covered by the mortgage of the Stearns Salt & Lumber Co. An order was therefore made directing the trustee to institute and prosecute a suit against the Stearns Salt & Lumber Co. for the recovery of such alleged preference provided that on or before January 30 the Standard Varnish Works shall advance sufficient funds to properly carry on such litigation and also indemnify the trustee against any damage, judgment or costs on account of such litigation.

Jan. 19—In the matter of James W. Murtaugh, bankrupt, of Wyman, Charles Merrill was subpoenaed in for examination, from which examination it developed that he had received from the bankrupt certain real estate which had been sold and that the equity in same for this estate was \$625, which has been turned

over to Garret J. Wissink, trustee by Mr. Merrill.

Jan. 20—In the absence of Judge Sessions, an order was made by the referee adjudging Arthur O. Bacon, a Pere Marquette brakeman, bankrupt on his own petition. The bankrupt's schedules show practically no assets, except those claimed as exempt. His liabilities aggregate \$371.40. Among his creditors are the following:

C. D. Adams Co.	\$ 26.00
Bowditch & Salem	12.50
H. D. Firth	154.00
G. R. Ice & Coal Co.	5.80
C. B. Metzger	4.00
E. A. Prange	17.00
So. End Mercantile Co.	8.00
A. D. Vyn & Son	25.25
G. D. Whitmore, Middleville.	22.85
Riersma Brothers	37.00
Commercial Savings Bank, note endorsed by F. D. Plasman	30.00
Winegar Furniture Co., secured by title contract	21.00

The bankrupt filed an affidavit of impecuniosity, declaring his inability to secure the money to pay the deposit fees of the court, and the first meeting has not been called as yet, the referee awaiting the advancement of money for the expenses by the bankrupt.

Jan. 22—In the matter of Mattie Walker, bankrupt, formerly merchant at Wyman, a report was filed by Henry T. Heald, trustee, showing sale of the balance of book accounts for the sum of \$35, and an order was made by the referee confirming same. All the assets have now been disposed of, but the closing of the estate is being delayed by litigation pending in the Montcalm Circuit Court, instituted by the trustee for the recovery of moneys due this estate.

In the matter of Mint Hockstra, bankrupt, formerly merchant at Wyman, a report was filed by Henry T. Heald, trustee, showing sale of the balance of the book accounts for the sum of \$15, and an order was made by the referee confirming such sale. In this matter all the assets have now been disposed of and the final meeting of creditors will be called and the estate closed as soon as the trustee files his final report and account.

Jan. 23—In the matter of the Rose Manufacturing Co., bankrupt, of Muskegon, the final order of distribution was made by the referee and a final dividend of 35 3-5 per cent. declared to general creditors. A first dividend of 15 per cent. was declared and ordered paid on June 2, 1911, making the total dividend paid ordinary creditors 50 3-5 per cent. The final report and account of Chas. E. Moore, trustee, was approved and allowed.

In the matter of Fred C. Conkle, bankrupt, a laborer of Grand Rapids, an order was made by the referee calling the first meeting of creditors to be held at his office on Feb. 8, for the purpose of proving claims, election of trustees, etc. The bankrupt's schedules in this matter show no assets above exemptions.

Chicago Traveling Man Renders Flies Harmless.

Kansas City, Jan. 23—Dr. S. J. Crumbine, Secretary of the Kansas State Board of Health, noted as the champion fly swatter of North America and adjacent islands, and Walter Burr, of Olathe, his assistant for the State of Kansas, may reverse the course of Abou Ben Adhem (may his tribe increase) and return for a while to their dreams of peace, for the fly question has been solved. No more will the naughty insect that has for years tickled the baby's nose, adulterated the soup and punctuated the diagrams on the wall paper, be a pest and a varmint, but rather a harmless and entertaining bug. Joe Mastin, a traveling man, from Chicago, stopping at the Baltimore, has the solution. It came to him in a dream. It will work like a charm and the market will be flooded with the little contraption that takes away the danger, but does not harm the fly.

There is one thing lacking to the fly cleaner. That is its name. Mr. Mastin says he will pay the person suggesting the best name 3,700 piastres and give him the exclusive territory of Kansas, the home of Dr. Crumbine.

The little instrument weighs three pounds. It fastens to the wall like a bracket. Behind it, like the reflector on a wall lamp, is an electric fan and about the size of a dollar is a small disk, with a very small hole in the center, slightly elevated. Around in the groove thus made molasses is placed. This is to attract the flies. The fan blows the odor over the house.

When the fly reaches the molasses pan he is instantly caught and underneath the pan in connection with the hole in the center is a small vacuum cleaner that sucks all the dirt from the fly, and after two seconds elapse a small spring flips the fly into space perfectly clean, and uninjured. There is a clock attachment to regulate the time. The entire machinery is to be operated by electricity. It will sell for \$2.67, two cents being profit.

Lest the reader misunderstand, Mr. Mastin would like to say that he has not yet made a sample or had this patented, but expects to soon, and has no doubts in regard to the demand there will be for it. He said also that he could have made the fly-flipping spring a little heavier, thus killing the fly, but that would be cruel.

Five Hundred Cars of Canned Goods.

All the five canning plants of W. R. Roach & Co. have closed down for the winter. It is interesting to note the result of their work during the past year:

A total of 500,000 cases, 12,000,000 cans, of all kinds of fruit, peas, corn, beans, etc., were canned by the factories at Hart, Kent City, Edmore, Scottsville and Lexington.

This output was harvested off 14,000 acres of land and the farmers received approximately \$950,000 for the raw material. To work up this

vast amount of goods and put in on the market called for a labor outlay of about \$125,000.

The entire pack of the five plants would load a train of 500 cars of the finest canned goods in the world, all carrying the Hart brand label and spreading the good name of one of the best towns in Michigan in nearly every state in the Union.

Owing to the dry weather, the pea crop was short and 100,000 cases under what the company had contracted to deliver, also the raspberry crop at Lexington was damaged about 50 per cent. by a severe windstorm. All other lines used by the factory were normal and of exceptionally fine quality.

Salesman Causes Arrest of Saginaw Tobacconist.

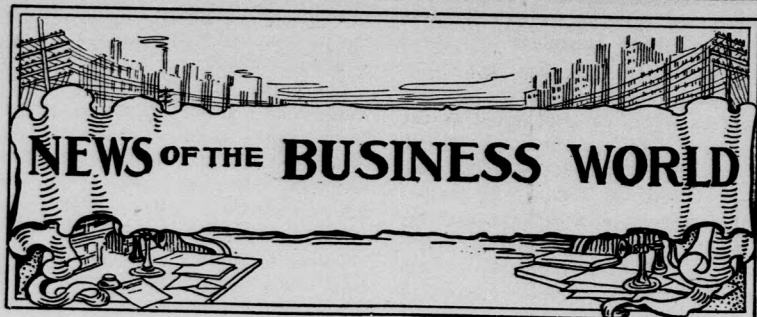
Saginaw, Jan. 23—James Estell is under arrest charged with assault and battery on Robert Deitrich, a tobacco salesman. Deitrich went into his place of business, collected a bill of \$12 and sold \$6 worth of goods, demanding payment before Estell was to take possession. An argument followed and Estell, it is said, took the tobacco and put it in his case. Deitrich claims Estell drew a revolver, threatening to fill him full of holes. He is an old soldier and was not frightened at the revolver. A tussle followed and Deitrich took the gun and goods. Estell's arrest followed.

Characteristics of Food.

A Paris contemporary states that a well-known doctor recently read a paper before a meeting of medical men on the influence of vegetables upon the character, the brain and the senses. According to the doctor, the potato develops an evenness of temper and calmness of thought. The carrot acts as a stimulant to the character and is recommended for biliousness and to peevish or jealous persons. Spinach develops ambitious dreams and energy. Sorrel, despite its acidity, induces sadness and provokes nightmare.

Luther Burbank, the plant wizard, has achieved more fame by finding that cactus leaves can be used for making paint, whitewash, automobile tires and other things. He says that whitewash made from cactus leaves is absolutely waterproof, and that while he is not so far advanced in his experiments with the cactus leaf as a paint product, he is sure of its practical value. One leaf will make ten gallons of paint. He says the mucilage of the leaf will not dissolve in water, but alcohol must be used. He told the California Fruit Growers' Association at Santa Rosa that spineless cactus, besides feeding cattle, hogs and sheep, was going to revolutionize the automobile tire business and that the same fiber would make a substitute for wood-pulp in making paper. He was plied with questions and his informal remarks were surprising to his audience.

One day's worship will not balance six days' hypocrisy.



Movements of Merchants.

Maple Hill—Richard Robinson has opened a grocery store here.

Hastings — Fortine Bros. succeed J. V. Bonfiglio in the fruit business.

Wayland—E. R. Birchard has engaged in the grocery business here.

Bath—Millard Sleight succeeds George Knapp in the meat business.

Glenn—J. Walker, recently of Ganges, has opened a meat market here.

Petoskey—Cook & Bockes succeed Edward Rigg in the electrical supply business.

Three Rivers—Charles Ward will open a bakery and restaurant here February 1.

Owosso—Nutson & Wright have engaged in the grocery business on Main street.

Cadillac—Joseph Frock has engaged in the grocery business at 513 Aldrich street.

Bay City—The capital stock of the Bay City Bank has been increased from \$150,000 to \$200,000.

Wexford—William Sanford & Sons have opened a meat market in connection with their grocery store.

Jackson — The Beckwith United Stores Co. will engage in the dry goods business here March 1.

Carsonville—The capital stock of the Exchange State Bank has been increased from \$20,000 to \$25,000.

Lake City—The Chick & Wolverton grocery store has closed its doors. Henry Miltner is assignee.

Six Lakes—A. H. McDonald has sold his grain elevator to J. W. Gaffield, who will continue the business.

Wayland—F. A. Burlington has purchased a meat market in Battle Creek and will move there to reside.

Detroit—The Robert Mitchell Co., dealer in millinery, has increased its capital stock from \$30,000 to \$35,000.

Onaway—The capital stock of the Onaway State Savings Bank has been increased from \$25,000 to \$30,000.

Coldwater — William A. Hacker has sold his grocery stock to Lee Holbridge, who has taken possession.

Albion—D. L. Hyde, recently of Greenville, has purchased the E. W. Griffin grocery stock and taken possession.

Bad Axe—The Clark & McCaren Co., wholesale grocers, has increased its capital stock from \$60,000 to \$100,000.

Elsie—Claude Allen, formerly of Maple Rapids, has purchased the jewelry stock of H. T. Blank and will continue the business under his own name.

Davison—Peter Pfohl has purchased the general stock of W. R. Frazer and will take possession March 1.

Byron—G. A. Aldrich, formerly engaged in the hardware business at Davisburg, will open a grocery store here Feb. 1.

Olivet—Walter H. Goff has purchased the M. A. Hance shoe stock and will continue the business at the same location.

Ainger—Fire destroyed the building and contents of the Ainger Store Co. Jan. 19. Loss about \$3,800, with \$2,500 insurance.

Saginaw—Dittmer, Cooper & Co., wholesale and retail liquor dealers, has increased its capital stock from \$50,000 to \$75,000.

Cadillac — Arthur Fahlund and Enoch Hedquist have formed a copartnership and purchased the A. C. Hayes bazaar stock.

Charlevoix — Bruno Herman, recently of St. Joseph, has purchased the F. N. Chapel & Co. drug stock and taken possession.

Manistee—J. S. Davis, dealer in women's furnishings, has made an assignment to C. G. Bigge. Liabilities, \$4,500; assets, \$3,000.

Ann Arbor—A. W. Dorow succeeds Dorow & Rockol in the north side grocery and meat market, Mr. Rockol having sold his interest to the former.

Cadillac—B. L. Curtis has sold his meat stock to H. Boersma & Son, recently engaged in the meat business at McBain, who will continue the business.

Owosso—Edward Wixson, jeweler at 200 North Washington street, has sold his stock to M. L. Willoughby, recently of Ithaca, who has taken possession.

Portland—Floyd R. Martin has sold his grocery stock to W. A. Spore, formerly of Fennville, who will continue the business at the same location.

Ithaca—J. L. Cornwell has purchased the interest of his partner in the meat stock of Clark & Cornwell and will continue the business under his own name.

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

Newaygo—O. K. Cummings, who conducted a furniture store here about ten years ago, will engage in the same line of business here February 1, under the style of the Cummings House Furnishings Co., under the management of R. D. Mitchell, recently of Battle Creek.

Lansing—The Milne Grocery Co. has sold the stock of its branch store on West Main street to Floyd Nixon who will continue the business under his own name.

Six Lakes—The furniture and undertaking establishment of Cosselon & Hutchinson was badly damaged by fire Jan. 14. The loss is fully covered by insurance.

Conklin—S. A. McNitt 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.

Lowell—Charles H. Alexander, grocer, has admitted his son, Leohone Alexander, to partnership and the business will be continued under the style of C. H. Alexander & Son.

Battle Creek—A. T. Kelsey and J. S. Studley have formed a copartnership and engaged in the drug business on East Main street under the style of the Monument Pharmacy.

Fremont—The Fremont Co-operative Produce Co. has been incorporated with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Mt. Pleasant—Palmer & Taggart, druggists, have dissolved partnership, E. E. Palmer taking over the interest of his partner and continuing the business under his own name.

Rockford—Earle & Shafer, drug gists, have dissolved partnership, H. E. Earle taking over the interest of his partner and continuing the business under the style of the Quality Drug Store.

Saginaw—The Nickels-Mertz Co. has engaged in the 5 and 10 cent store business, with an authorized capital stock of \$15,000, of which \$8,000 has been subscribed and paid in in cash.

Paw Paw—Daniel Morrison has sold his interest in the Free & Morrison Lumber Co. to John Mutchler and the business will be continued under the style of the Free & Mutchler Lumber Co.

St. Johns—Fred A. Travis, Clare E. Wilkinson and Dart H. Parr comprise the new firm of the Travis Drug Co., which succeeds Travis & Shiley, Frank L. Shiley having sold his interest to the above named.

Flint—Ira E. Dunlap has sold his drug stock to Vernor Wilson, recently of Ann Arbor, and John T. Fowler, who have taken possession and will continue the business under the style of the Fowler Drug Co.

Cheboygan—M. J. Rogan, representing Solomon Bros. & Lempert, of Rochester, N. Y., with headquarters in Detroit, has sold his interest in the Rapin-Bessette Clothing Co. stock to his partners, who will continue the business under the same style.

Kenton—A new company has been organized to engage in the general mercantile business, under the style of the Kenton Store Co. The company has an authorized capital stock of \$7,000, all of which has been subscribed and paid in in property.

Owosso—Edward J. Jarvis, an Ovid implement dealer and auction-

eer, is dead of pneumonia. His wife had the same disease and Jarvis was constantly at her bedside until low vitality made him an easy prey for the disease. His wife has recovered.

Battle Creek—E. W. Morehouse, East Main street grocer, sold out his stock to Robert Melrose, who intends to conduct a similar business at the same location. Mr. Morehouse has purchased the M. C. Kelley grocery stock, on Maple street, and will immediately re-enter the grocery business.

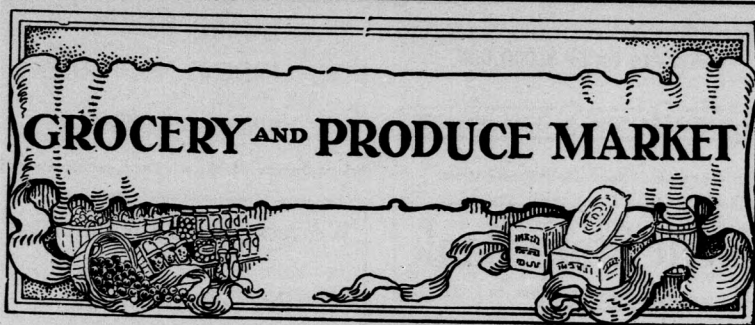
Adrian—Ernest Fisher has sold his interest in the grocery stock of the Economy store to his partner, B. Peavey, who will continue the business under the same style. Mr. Fisher has purchased the store building on the corner of Trent and Tabor streets, which he will occupy with a stock of general merchandise, February 1.

Milford—Frank B. Hatch, who has been retailing hardware in this place for fourteen years, has accepted a position as traveling salesman for Buhl & Sons, Detroit, and has been assigned territory in Southern Michigan. His store will be in charge of M. L. Stringer until such time as Mr. Hatch can find a purchaser for the same. The work is not new to him, as he was on the road before engaging in retailing.

Monroe—Sebastian Lauer, a prominent merchant, died at his home here Sunday after an illness of several years. Mr. Lauer was the veteran grocer of the community, he having been in business in a small store shortly after the close of the civil war. At the present time his business occupies one of the most pretentious buildings in Monroe. He was 68 years of age and is survived by a widow and 11 children.

Escanaba—That a legitimate concern might not be kept out of business in Escanaba the Common Council has accepted from J. Rosenberg, president of the American Lady Garment Co., which has opened a store at 614 Ludington street, \$100 to be used as a license fee if the concern is not a permanent one in Escanaba and to be applied on the firm's taxes for the coming year if the company remains in the city. The matter was presented to the Council in the form of a resolution and after considerable discussion the resolution was adopted by a vote of eight to five. Mr. Rosenberg announced that the firm several months ago had decided on Escanaba as the location of one of its string of stores. The firm already has stores in Marquette, Marinette, Sturgeon Bay and Milwaukee.

An Ishpeming correspondent writes as follows: Arthur Gribble has accepted the position of representative of the Marshall-Wells Hardware Co., of Duluth, in this district. Mr. Gribble will have this county as his territory and will make Negaunee his headquarters. Mr. Gribble has been in the Duluth house for some little time, acquainting himself with the details of the business, and there is no doubt that he will make an efficient salesman.



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—The expected slump has arrived, factory creamery having declined several points. Local dealers hold factory creamery at 37@38c for tubs and 39@39½c for prints. They pay 27c for choice dairy rolls and 20c for packing stock.

Cabbage—\$1 per bu.

Carrots—60c per bu.

Celery—25c per small bunch and 40c for large.

Cranberries—Late Howes, \$9.50 per bbl.

Cucumbers—\$1 per doz. for hot house.

Eggs—The return of more moderate weather will soften the price considerably, although the decline has not yet begun. Local dealers are still paying 27c for strictly fresh. Stocks in storage are lighter than a year ago.

Grape Fruit—Florida, \$6 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

Lt tuce—Hot house, 15c per lb.; head, \$2.50 per bu.

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

Onions—\$1.50 per bu. for home grown; \$1.85 per crate for Spanish.

Oranges—Floridas \$3.50 per box for all sizes. Navals, \$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; 7c for old roosters; 13c for ducks; 10c for geese; 18c 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@10½c, according to the quality.

The election of officers of the West Michigan State Fair has been deferred until February 7, when it is hoped that a large attendance of the business men and others inter-

ested may be secured. In the old days passing the hat in aid of the fair, either to make up deficits or to guarantee that premiums could be paid as promised, was a regular annual custom, and in those days the business men, retailers and wholesalers alike, took an active interest in the fair and gave it their personal support in making it a success. For ten years, under the Anderson administration, not once have the business men been asked for direct aid either in the form of contributions or in furnishing guarantees. They have come to regard the fair as an established institution which will go on whether they do anything for it or not. They have lost their realization of the fact that it is a popular and public enterprise of vast importance to themselves, the city and Western Michigan and not a private undertaking for the financial benefit of its promoters. The fair under the careful and wise management it has received has been so successful that \$70,000 has been expended from its revenues for improvements to its grounds and buildings, but this success instead of arousing enthusiasm appears to have generated indifference. The attitude of the business men is not creditable to them nor to the city. The fair is one of this city's best assets, something the city should be proud of. It brings thousands of people to Grand Rapids. It is the great starter of the fall trade. The Association of Commerce, the Committee of One Hundred, the Retailers' Association, the Wholesalers' and all others interested in this city's growth and prosperity should wake up to the importance of the fair and the attendance at the meeting in February should be such as to leave no doubt as to their wishes that the fair go on, and to their willingness to do their share to make it a success. A demonstration of this kind would be the best possible encouragement for those who are willing to give of their time and effort for the public service to make the fair bigger and better.

The Little Arcadia Co. has been organized to operate a sawmill for the manufacture of lumber, lath, fruit crates and kindred articles, with an authorized capital stock of \$15,000, of which \$7,500 has been subscribed and \$7,000 paid in in cash. The stockholders and the number of shares held by each are as follows: John E. Bowen, 225 shares; Adrian C. Johnson, 225 shares; Edward Sackett, 300 shares.

The Grocery Market.

Sugar—The raw market has shown increased firmness during the week, due to the appearance of unfavorable weather in Cuba and some strong factors in Europe. Refined grades declined 10 points to-day (Wednesday), putting them on a 5.40 basis.

Tea—The market in all lines still holds firm. Japan siftings are higher and nibs are practically out of the market. All stocks in the primary markets are completely cleaned up and the situation to-day is that of the demand exceeding the supply. Ceylons and Indias are firm and offerings at less than quotations are not considered. The demand for teas generally is for the better grades and the result of the U. S. Government's regulations, restricting the importation of adulterated teas, tends toward an increased consumption and the betterment of the tea business.

Coffee—The weather, the dull trade, and certain speculative influences, have combined to make it possible to buy Rio and Santos cheaper than a week ago. All grades of mild coffees share in this decline, but Java and Mocha do not. The general demand for coffee is fair.

Canned Fruits — A fair business is reported by most wholesalers, but some retailers do not seem to appreciate the fact that the supply of berries is sure to be short and are only taking supplies as wanted, or rather as their trade demands. The market on the rest of the line is very firm, with the demand for pineapple much larger than in past years. Gallon apples are firm after the advance of last week and are meeting with better success than some time ago.

Canned Vegetables — Tomatoes continue to advance and the market has every indication of going still higher. The jobbers have not advanced their prices as much as they should, in comparison to prices asked by the packer, or as high as they will be compelled to as soon as the stocks they have on hand are exhausted. The business in corn has not been large since the first of the year, but it is expected that after April 1 there will be more activity. Most jobbers and wholesalers are practically sold out of peas with the exception of high grades.

Dried Fruits—Currants are moderately active at ruling quotations. Citron has been reduced, as is usual after the holiday season. Other dried fruit quiet. Prunes show no change for the week and are in moderate demand. Peaches and apricots quiet at ruling prices. Raisins are looking up, and most holders in secondary markets are asking a slight advance. The coast is somewhat above the parity of Eastern markets.

Cheese—Stocks are considerably less than a year ago and considerably below the average for many years. The situation is healthy and a slight advance would not be unlikely at any time.

Starch—Muzzy bulk and all the cheap grades of package goods have advanced 10c per 100 pounds.

Syrups and Molasses—Corn syrup

has advanced 4 scales and 1c per gal. Sugar syrup is unchanged and quiet. Molasses appears to be generally a little weaker, largely by reason of the large quantity of poor goods.

Rice—Prices are unchanged, but are said to be much firmer than during December. Reports from the South are to the effect that some mills will close during the present week for the rest of the season, but the mills running are taking rough rice freely.

Fish—Cod, hake and haddock are strong and fairly active. Sardines unchanged, both foreign and domestic; domestic firm. Salmon unchanged, firm and in light demand. Norway mackerel has continued firm during the week, and all sizes are probably 50c per barrel higher. Irish mackerel are also firmly held on about the same basis. The demand is good, stocks small and the situation strong.

Provisions—Smoked meats are without change. Both pure and compound lard are firm, at unchanged prices, and a fair consumptive demand. Barrel pork, canned meats and dried beef are all steady and unchanged.

To Go to Traverse City Twenty-five Strong.

At a special meeting of the Grand Rapids Retail Grocers' Association, held last evening, twenty-five delegates were elected to attend the annual convention of the State Association, to be held in Traverse City Feb. 13, 14 and 15, as follows:

George Shaw, A. Ladewig, A. L. May, F. L. Merrill, L. J. Witters, A. L. Smith, Martin Van Dussen, John Bartley, Ralph DeBoer, W. A. Wood, C. S. Perkins, H. Zuiderhook, George Hanna, William Andre, Ray Watkins, F. W. Fuller, G. E. De Nise, C. Smalheer, C. J. Seven, A. Bertsch, J. Frank Gaskill, J. Wisneski, R. Rademacher and Bert Petter.

The Retail Grocers' Association will bend every effort to swing the 1913 convention to Grand Rapids. A committee of the Association will meet this afternoon with Assistant Secretary Bierce, of the Association of Commerce, to enlist the co-operation of that organization.

Potatoes on the Down Grade.

The movement of potatoes has been more free during the past week, so that there was a sharp decline in the high prices which were caused by the recent extreme cold weather. Unfrozen stock brought a good premium. Dealers who had stock in their warehouses made strenuous efforts to unload.

Prices to-day are about 10c lower than ten days ago and there is no doubt that with continued favorable weather for shipping the prices will be forced materially lower in a short time.

A. G. Kohnhorst.

Geo. A. Newhall (Judson Grocer Co.) is spending a fortnight at Saugus Center, Massachusetts, where he was born. He is accompanied by his wife. His trade is being covered in the meantime by W. R. Gibson.



Quarter Million For Control of the Muskegon Interurban.

Two important deals were pulled off last week and by a coincidence they were announced on the same day, although there is no connection between them. Benj. S. Hanchett, acting for the Commonwealth Power Railways & Light Co., purchased a substantial control in the Grand Rapids, Holland & Chicago interurban and Frank T. Hulswit, for the United Light and Railways Co., acquired the Grand Rapids, Grand Haven & Muskegon interurban. The Holland interurban is capitalized at \$1,475,000 bonds, \$850,000 6 per cent. preferred and \$500,000 common stock, the Muskegon interurban at \$1,500,000 bonds and \$1,200,000 common stock. It is understood that the purchasers paid \$250,000 for the \$1,200,000 common stock, which was originally a promotion issue. Wallace Franklin, of Detroit, was the heaviest Michigan stockholder. Thos. F. Carroll was the largest Grand Rapids holder.

Both roads were built about ten years ago, one by Benj. S. Hanchett and associates as his first venture into big business, the other by the Westinghouse-Church-Kerr Co. as a demonstration of its third rail system and construction. Neither road has been a money maker and both have been in the market for several years. Both will be reorganized with strong local boards of directors and it is quite possible with popular management guided by policies based on the needs of the territories served that both will become winners. It is certain that the territories traversed are prosperous and growing and that local control familiar with conditions and people will do much to develop business which an outside control which both roads have had could not touch, both in passenger and freights. Taking everything in consideration the changes in control from long distant telephone to on the spot will be a good thing for this city, for the districts served and for the roads.

It may be a matter of regret that these two roads did not come under a single control instead of remaining independent one of the other. A single control would have meant union stations for passengers and freights and a reduction in management and terminal expenses which alone would have represented a comfortable net earning. Economy in the management would permit of larger expenditures for improvements of the service and it is im-

proved service the patrons of both lines want, and it is improved service also that will make the earnings grow. The two lines are competitors in across-the-lake freight and even here a single control would have been of benefit, as then shipments could be routed which ever way offered the best and quickest service. The competition in passenger business is only nominal and affects the resort traffic only. Under a single management the road could boost all the lake shore resorts alike and the people could decide for themselves where they wanted to go, as they do anyway, and just as many passengers would be carried and the expense of advertising and soliciting would be less. The single management for both roads may come at some distant day, but for the present, as has been stated, the roads will be independent, but probably with a friendly understanding between them.

If these two roads under local management can be made profitable the results will offer the best kind of encouragement for the building of additional interurbans to Grand Rapids. In recent years various new interurbans have been projected, to Battle Creek, to Kalamazoo, to Ionia and to Greenville, but, however alluring the prospectuses have been made, capitalists have shied, and it has been as much as anything else the poor showing made by the two interurbans that we now have that has made them do so.

Rumors continue to circulate in regard to the Michigan United Railways and the Commonwealth Power Railways & Light Co. and it is believed these rumors are not entirely without foundation. A formal merger between the interurban and the Commonwealth interests is not likely, but common interests may suggest some method of getting together that will be mutually beneficial. Both spread over much territory in common and a combination between them would give one cheap power and the other a good customer. Unless all signs fail an announcement of some sort may be looked for in this quarter before long.

Commonwealth common stock has been jumping lately. In less than ten days the quotations have advanced from under 60 to above 65 and it is somewhat significant that comparatively little stock has come out on the advance. The impression is strong that Commonwealth is a good thing to hold and those who have it

Merchant's Accounts Solicited
Assets over 3,000,000

GRAND RAPIDS SAVINGS BANK

Only bank on North side of Monroe street.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000

Surplus and Profits - 250,000

Deposits

6 Million Dollars

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

3½ %

Paid on Certificates

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

GRAND RAPIDS

FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

We recommend the purchase of the

Preferred Stock of the

Cities Service Company

at prevailing low prices

Kelsey, Brewer & Company

Investment Securities

401 Mich. Trust Bldg., Grand Rapids, Mich.

BONDS for Investment

Yielding 4% to 6%

Some of them are tax exempt

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

You Can Add to Your Income

Selling Life Insurance for

The Preferred Life Insurance Co. of America
Grand Rapids, Mich.

ASK US HOW

WILLIAM A. WATTS, Sec'y and Gen'l Mgr.

Old National Bank

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
\$1,300,000

Resources
\$8,000,000

LET US SERVE YOU

are not letting go. The company's earnings are now close to 6 per cent. and the completion of the Au Sable dam, it is said, will add 1 per cent. to this showing in the economy effected, to say nothing of the increase that will come from the additional business secured. Such may be taken as a promise of dividends on the common stock, although no intimations of dividend intentions have yet come from those in a position to know. The Commonwealth Company will be two years old this spring and, considering the tremendous amount of construction and development work it has had to do and the many complications it has encountered, to have it go on a dividend basis the coming summer would be a fine showing.

President James R. Wylie, of the Grand Rapids National City Bank, has returned from a visit to New York. He was a guest at the annual dinner of Group 8 of the New York State Bankers' Association, comprising the banks in the down town and Wall street district, the very heart of financial America. One thing that impressed him in mingling with the New York bankers was the tone of hostility toward the present administration at Washington and its pernicious activity in the enforcement of the Sherman anti-trust law. A fair and reasonable enforcement of this law for the correction of real evils is not objected to, but when it is used as a club to restrain and restrict legitimate business enterprise, such as the prosecution of the United States Steel Corporation, then the financiers complain.

The local banks are looking for a call soon for bank statements. Last year the first statements of the year were called for on January 7 and in 1910 January 31 was the date. The first statements this year, it is believed, will show very favorable conditions.

The directors of the Albion National Bank, which with \$50,000 capital and about \$200,000 deposits was loaded up with nearly \$200,000 of fraudulent paper by Cashier H. M. Dearing, are due to having their troubles with the Government, according to the dispatches from Washington. Whether the trouble will be criminal prosecution or civil proceedings has not developed, but when the Government gets after offenders, either a defaulting cashier or directors who are neglectful of their duties, it usually means business, and what happens may serve as a warning to others.

Samuel B. Jenks, who died Monday, had been a director in the Michigan Trust Company for many years. Earlier in life he was actively interested in the banks as stockholder and director, but in recent years had withdrawn his active relations with them. He was well known in business circles by reason of long and varied activities and leaves a large estate. He made some of his

money dealing in timber, but the bulk of it through the manufacture of an embalming fluid and he invested largely in real estate as well as in judiciously selected securities.

C. H. Corrigan & Co. have added an excellent feature to their weekly market quotations by showing the income yield the various securities dealt in will give at the price they are held at, based on current dividend rates. The investor can figure this out for himself, but it is easier to have it in plain figures already calculated.

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.		70	72
Am. Gas & Elec. Co. Pfd.		44	45
Am. Light & Trac. Co. Com.	287½	288¾	
Am. Light & Trac. Co. Pfd.	106	107	
Boyne City Lumber Co. Pfd.	150	180	
Can. Puget Sound Lbr.		3¾	
Cities Service Co. Com.	85½	86	
Cities Service Co. Pfd.	83	83¾	
Comw'th Pr. Ry. & Lt. Com.	64	65	
Comw'th Pr. Ry. & Lt. Pfd.	89½	90½	
Dennis Salt & Lbr. Co.		100	
Fourth National Bank	185	193	
Furniture City Brewing Co.		80	
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.	12¾	13	
Kent State Bank	250	251	
Lincoln Gas & Elec. Co.	30½	31½	
Macey Company, Pfd.	98	100	
Michigan State Tele. Co. Pfd.	99½	100½	
Michigan Sugar Co. Com.	95	97	
National Grocer Co. Pfd.	84	86	
Pacific Gas & Elec. Co. Com.	57¼	58	
Pacific Gas & Elec. Co. Pfd.	93½	95½	
Peoples Savings Bank	235		
United Light & Railway Com.	62		
United Lt. & Railway 1st Pfd.	80¾	82	
United Lt. & Railway 2nd Pfd.	70	72	
Bonds.			
Chattanooga Gas Co.	1927	95	97
Denver Gas & Elec. Co.	1949	95	97
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 23, 1912.

This week has shown even greater local market activity than the previous one. The range of activity has covered securities in general; but enquiry has been more pronounced in the public service corporation securities.

Commonwealth Power Railway & Light common had an unusual rise from 59 to 65½ with a slight re-action at the close of the week's business to about 64 bid and with stock offered at 64½. The change in management of three of the electric railways, placing them in the hands of interests friendly but absolutely distinct from Commonwealth, has assured to the latter company long time contracts for power. This, together with the turning in of the AuSable dam with its reduction of expense and increased revenue, it is figured will materially increase the earnings on the common stock. The surplus of the company as of January 1, 1912, was about \$1,400,000. It is rumored that the recent deals are not the end of changes in Michigan public utilities.

The purchase of the Muskegon Interurban by the United Light & Railways Co., coming simultaneously with the change in the Holland Interurban, has added greatly to the interest of the week. This new property should add from 1 to 2 per cent. to the net earnings on the common stock of the United Light & Railways Co., without any increase in the outstanding common stock. This was reflected in the quotation on the common stock, which advanced to sales at 63 with a few small lots as high as 65 and with the second preferred at 71½ to 72.

American Light & Traction common did not quite reach the high figure of three months ago; but there is a good demand for the stock ex-dividend, with quotations at 287¼ to 288¾.

Cities Service common made another high record, with sales at 85½ to 86, and there is a good demand for the preferred at 83 to 83½.

Citizens Telephone stock advanced one point from 95½ to 96½ and the offerings about keep pace with the enquiries.

There was more enquiry for investments in the general list of local securities than is usual.

The duty of to-day is out of place to-morrow. Do everything in its own time and do not borrow from the future. It demands heavy interest.

WE WILL

BUY---SELL---QUOTE

Securities of BANKS, TELEPHONE, INDUSTRIAL AND PUBLIC SERVICE CORPORATIONS
Ask for our quotation sheet

C. H. Corrigan & Company

343 Michigan Trust Building Grand Rapids, Michigan
Long Distance Telephones—Citizens 1122, Bell 229

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.

Fourth National Bank

Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Capital
Stock

\$300,000

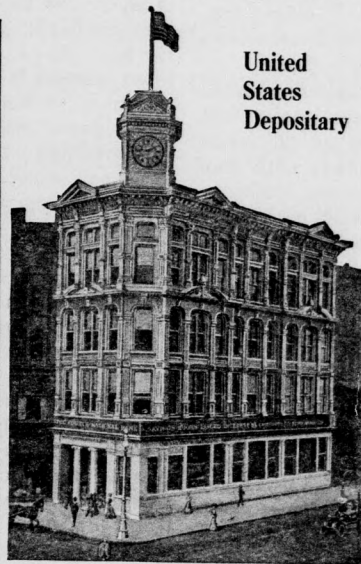
United
States
Depository

Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus
and Undivided
Profits
\$250,000



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

MICHIGAN TRADESMAN

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price.

One dollar per year, payable strictly in advance.

Five dollars for six years, payable in advance.

Canadian subscriptions, \$2.04 per year, payable in advance.

Sample copies, 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

January 24, 1912

GET TOGETHER MOVEMENT.

The get together movement among the Grand Rapids and the outside furniture manufacturers is worthy of encouragement. It will be a good thing for the Grand Rapids manufacturers, the outsiders, the town and the industry as a whole.

Not many years ago the Grand Rapids manufacturers were not friendly. If they met on the street each looked the other way until they had safely passed. If one could not land an order he would prefer any day that the business go to some other town rather than that his neighbor should receive it. There was no unity in the trade, no co-operation, no harmony of action. Every manufacturer had his knife out for the others and they all worked on the theory that the way to success was over the remains of his competitors. Nobody in the furniture business made money—comparatively few, even, survived. Forty years of furniture making in Grand Rapids did not produce a single millionaire or even one who would be regarded as wealthy.

This condition was not peculiar to Grand Rapids. It was the same among the furniture manufacturers in other towns, at Rockford, at Shelbyville, at Jamestown, at Rochester; in fact, all down the line.

The Grand Rapids manufacturers to-day recognize the mutuality of their interests. They work together and help one another. They freely exchange ideas and experiences. They co-operate in the matter of freights and shipping facilities. They have learned that what concerns one is of interest to all and they act accordingly. A Grand Rapids manufacturer to-day will work his arm off to land an order for himself, but, if he sees that he can not succeed, he will work off the other in behalf of his friend and neighbor in Grand Rapids. This is the right spirit, and working in this spirit the Grand Rapids manufacturers have made more money in the last five years than has been made in the furniture industry in this city in the preceding forty years.

The change that has come over the Grand Rapids manufacturers has come over the manufacturers in the other furniture towns. At home the manufacturers meet and counsel and

work together and help each other, and they are more prosperous as a result.

The manufacturers of Grand Rapids find that it is profitable to be friendly among themselves. The manufacturers of Shelbyville find that it pays to work together. Would there not be money in it if Grand Rapids and Shelbyville should co-operate and then extend the circle until it embraced the industry as a whole? This would not necessarily eliminate in any degree the element of legitimate competition. It would not cause any easing up on the fierce race for trade. It would simply be putting the business on a sounder and better basis and be giving character to the great furniture industry. It would result in higher standards, improved methods, better furniture and larger profits for the manufacturers. A poor piece of furniture is a reflection, not merely on the producer and an injury to the dealer who handles it, but it hurts all along the line. As O. H. L. Wernicke said in an address to the Exhibitors' Association, "It knocks the whole furniture game," and the industry as a whole suffers. A free exchange of ideas and experiences and information would do much to reduce the production of poor furniture. It would do much also to establish intelligent cost systems in the matter of production and this would reduce cut throat competition. It would tend to check over-production.

The spirit of co-operation among the manufacturers in a larger circle than local has been marked in the last two seasons in this market. It is something worthy of encouragement and it would be a credit to Grand Rapids if it led in the movement. The Exhibitors' Association, formed to boost Grand Rapids as a market, is a step in this direction. This was started by the outsiders; the Grand Rapids manufacturers for their own good, for the good of the town and the good of the industry should join heartily in the movement and help it along.

MAKE EARLY DECISION.

It might be suggested to those citizens who are endeavoring to solve this city's hotel problem that the sooner a decision is reached as to what is the best plan to pursue the better it will be for everybody concerned. When it was announced a few months ago that the old National had a plan to tear down the Pantlind and in its place build a handsome eight or ten story modern fire proof hotel on the site to cost about \$1,000,000 the popular impression was that this would be a happy solution of the problem. Upon careful study, however, two difficulties arose to the adoption of this plan. One was in the matter of finances. The Bank was willing to give the project a very generous life, but it desired those who wanted a new hotel to show how badly they wanted it and their faith in the enterprise to the amount of about \$400,000, and such a sum looks like a lot of money—in Grand Rapids.

The most serious difficulty was the question of what Grand Rapids would do while the new hotel was being built. The city's present facilities are inadequate, especially during the furniture season and conditions would be well nigh hopeless if the Pantlind were put out of commission. The furniture manufacturers who have been giving the subject special consideration favor leaving the Pantlind as it is for the present and building an entirely new hotel, and it is here that new complications may arise. As soon as it became known that the furniture men wanted to consider other than the Pantlind plan, the real estate agents, the owners of corner lots in the business districts and others began to be active and now there are half a dozen plans and projects presented, each one with its backers and advocates, and unless a speedy decision is reached as to which plan is best, the town will be hopelessly divided as between the different plans and the difficulty in raising funds to build the new hotel will be correspondingly increased. The various projects all have merit and almost any one of them would be accepted if presented as something decided on, but delay in the decision will permit the development of factional, sectional and selfish feelings and such feelings make knockers of men instead of boosters. What is wanted is an early decision and then everybody get back of the plan and push it along to a speedy conclusion.

The plan that seems to be most favored by the furniture men is to build an eight or ten story fire proof hotel with about 250 rooms at the corner of Ionia and Pearl street, with the Michigan Trust building on the west side of it and the Furniture Exchange to the south and the post-office building diagonally across the corner. This plan is presented by Dudley E. Waters and involves raising about \$200,000 by subscription. The whole cost is estimated at \$550,000, including the real estate, and half of this can be raised by a bond issue. Mr. Waters will take \$60,000 stock as payment for the real estate he will put in and the rest will have to be found elsewhere. This site is in the heart of the furniture exposition district, centrally located to business and the public buildings and the fact that it is a little off the heavy traffic streets, although only a block from the street car lines, is considered an advantage. If this plan can be put up without delay it is likely that it would be generally accepted as good, but if action is delayed other interests will have a chance to get their hammers out and make trouble.

An interesting circumstance in connection with the building of a new hotel is the fact that outside furniture manufacturers have indicated a willingness to contribute to the cause. The new hotel is needed more than anything for the accommodation of the furniture man and perhaps it is no more than fair that

they should help provide it, but nevertheless it seems somewhat strange that outsiders should put their money into building up Grand Rapids. That the outside furniture men should help is significant as to their friendly feeling toward the city and their interest in it as a furniture center.

TAKEN TOO SOON.

Henry J. Heystek passed through the portals separating here and hereafter early last evening and the world is poorer for his passing.

Mr. Heystek was of that type which success can not spoil and to whom accomplishment is merely a spur. Those who knew him will understand and those who were not acquainted with him must realize that it requires a great spirit, indomitable energy, self-repression and faith to carry one from the position of errand boy to the high estate which Henry Heystek occupied at the time of his death and for many years prior thereto.

Although Mr. Heystek's business career was not a long one, it was filled with the fruits of a well spent life, a life whose every energy had been well directed, a life which was a source of inspiration to his acquaintances and an example worthy of emulation to those who succeed him.

Mr. Heystek's whole career was one of unwearied activity. Like most successful men of this age, the amount of work he accomplished is almost incredible, but along with his ability to work were coupled those other gifts so necessary to the rapid upward movement in business or in any other sphere in life, namely, the gift of seeing clearly into the needs of the future and of acting with aggressive intelligence and determination when the moment of moments arrived.

Mr. Heystek was always considered a public spirited, helpful citizen and did much for the city's improvement and general welfare. He was a man of high moral and patriotic character, which he emphasized in all his public and social acts. In his social contacts he always was courteous, pleasant, self respecting and demanding respect from others—in fact, a typical American gentleman. In all respects he was the ensemble of manhood, one whom his neighbors, his fellow citizens, his lodge, his club and his numerous business acquaintances will poignantly miss.

Stock and want books should be carefully kept, and there is no time like the present for getting them started. The stock book will tell you every day just what you have on hand, and the want book will keep you posted as to what you need to buy. They are good running mates, and will save many a weary hour of hunting, as well as lost profits on unmade sales because something that should be in stock is not there.

The merchant who is close in buying can afford to be liberal in selling.

Resolutions

1. I will remove temptation from my clerks instead of placing it before them.
2. I will abandon my open cash drawer which affords no protection for my hard earned money.
3. I will know who makes mistakes, which clerk sells the most goods and I will reward them accordingly.
4. I will see that my customers are satisfied, by preventing carelessness and forgetfulness, and enforcing promptness.
5. I will be out in the store with my customers and show them I appreciate their trade.
6. I will be at home at night shortly after my store closes, knowing that my money and accounts have been handled correctly.
7. I will not be cross at home, because I will not have to worry over forgotten charges and other mistakes.
8. I will be able to spend more money on my family and myself.
9. I will take more vacations and thus be in better condition to advance my business interests.
10. I will use the "Get a Receipt" plan in connection with an improved National Cash Register, because this will advertise my business and enable me to get all the money in exchange for my goods.

A. Merchant.

Detroit Department

The Change in Ownership of State Bank.

Detroit, Jan. 23 — Through purchase of the entire capital stock, F. A. Smith and others associated with him have acquired ownership of the Woodward Avenue State Bank, which was established a little more than a year ago at 2942 Woodward avenue, with a capital of \$25,000.

The new owners completed their organization by electing as directors Clarence M. Burton, Henry E. Candler, Charles K. Latham, George H. Russel and F. A. Smith. Officers elected are: President, F. A. Smith; Vice-President, Clarence M. Burton. B. E. Storms will retain the position of Assistant Cashier, which he held under the former ownership of the bank.

Mr. Smith, the new President of the institution, was formerly assistant to the President of the First National Bank of this city, but retired from that position prior to the death of M. L. Williams.

The Woodward Avenue State Bank was established by E. X. LeSeure, Walter C. Piper, John M. Meyering and Ralph Meyering. Mr. LeSeure, former President of the bank, who is President of the Danville National Bank of Danville, Ill., is quoted as saying that neither he nor Walter C. Piper, the Cashier, who is a well-known real estate operator, were able to give the bank the time and attention which the institution's growing business demanded and it was thought advisable to sell when the opportunity was offered.

Although there does not seem to be any pressure to sell on the Detroit Stock Exchange, some of the prices were affected. Dullness was the rule, however. The bank stocks held their strength.

The investment list was very dull. There was a little trading in Detroit Edison and the stock showed a gain for the week. Parke-Davis was slightly lower although little stock is offered. There was a little trading also in Michigan State Telephone preferred around par and there seems to be a good market. Detroit and Cleveland is in demand and scarce. Burroughs Adding Machine showed no change and the same was true of Michigan Fire & Marine. Standard Screw common was a point lower at \$8. There were no features in the rest of the list.

There was some support for Acme White Lead common, but the stock was offered down a point to 31½. Acme preferred is also under pressure with little demand evident. Mexican Crude Rubber was half a point up and Detroit Creamery was also

fractionally better. Commonwealth Power & Light common showed a gain of five points and the preferred was also higher. The news was not the reason, for the advance did not come out but the demand is excellent. Cities Service common also reported a nice gain to 85 and the preferred was fractionally better. National Grocer preferred was up a point to 83.

Michigan Sugar common still shows evidences of liquidation, although it is being steadily absorbed. The low-priced sugar stocks gained a trifle and Michigan Sugar preferred held firm.

General Motors common and preferred both lost a point for the week and the United States Motor stocks were also fractionally lower. Reo Motor Car was off a bit too, although fairly steady. Lozier was offered down to 75. Packard preferred was a little stronger.

The feature of the week in the bank list was the gain of 12 points in the Union Trust to 180 on the new stock rights. Old Detroit National, Peoples State, and Peninsular State also showed gains ranging from a point to two points.

Detroit Edison debentures showed some trading in the bond list and the rest of them were steady.

The Reynolds Auto Co., foot of Hillger avenue, was damaged by fire to the extent of \$6,000 Sunday morning. Defective wiring is given as the cause. C. R. Becker, of the Fairview Hotel, gave the alarm and rushed into the building and saved the correspondence.

Novel Device To Make Hens Expert Accountants.

That the great American hen may soon be called to act as her own expert accountant in addition to her duty of producing eggs is now being indicated here at the annual poultry show through one of the strangest devices in the history of chickendom. In future it will not be sufficient for Mrs. Hen to lay the egg, for the new recording device will also make it necessary for her to give written testimony to the effect that she has done so by means of crayons of various colors and recording sheets of paper which will be furnished her. The new recording device by which the egg-laying activities of any hen can be determined consists of a small steel spur affair which is attached to one of her legs, on the end of which is fastened a piece of colored crayon. When she enters the specially built nest she locks herself in, at the same time lowering a bar that later on makes an accountant of her. After the

egg is safely deposited, to regain her freedom she must stoop to get under the bar, and in doing so makes a mark with the crayon attached to her leg on a piece of paper that is placed on the floor of the entrance to the nest, thus registering the fact that the hen with the red, blue or green crayon, as the case may be, has laid the egg. While the device is not likely to reduce the cost of the morning meal, it will undoubtedly work a hardship to those fowls which do not live up to their responsibilities as egg producers.

News Matters in the Buckeye State.

Written for the Tradesman.

The Continental Supply Co. has been incorporated at Youngstown with \$1,000,000 capital to manufacture well supplies.

The Cincinnati railroads interested in the new union station project have placed the plans again in the hands of expert engineers to figure on the cost of the proposed improvements.

The manager of the Dayton Street Railway lines has issued a bulletin to employees urging courtesy and the practice of the golden rule in dealing with the public.

Iron and steel manufacturers of Youngstown and the Mahoning Val-

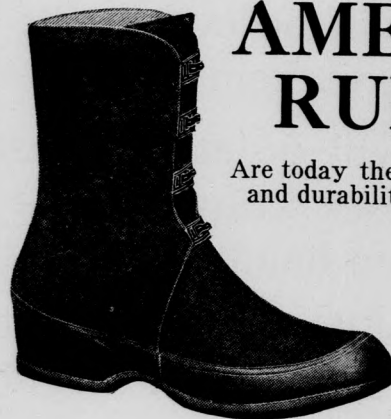
ley claim that the railroads by their excessive charges for hauling coal, coke and ore are retarding the proper development of this industry in that section. They have at last made an appeal to the Interstate Commerce Commission.

The City Council of Cincinnati will take up the matter of securing better street car service, especially with reference to a scientific rerouting of the lines, so that the suburbs will be given direct and quick service into the city.

Almond Griffen.

Sawdust Bread.

Sawdust may not appeal to the palate as a digestible or appetizing substitute for flour, in the making of bread, but all the same there is a large bakery in Berlin turning out twenty thousand loaves of sawdust bread daily. The sawdust is first subjected to a process of fermentation and various chemical manipulations. Finally it is mixed with one-third part of rye flour, formed into loaves, and baked in ovens like any other bread. Although this new "pain de bois," as the French call it, is meant for consumption by horses only, claim is made by the manufacturers that in case of famine it would furnish a nutritious and highly satisfactory food for human beings.



AMERICAN RUBBERS

Are today the leaders where strength and durability are the requirements

All Styles
See our Catalogue

Detroit
Rubber Co.



A. T. Knowlson Company

WHOLESALE

Gas and Electric Supplies

Michigan Distributors for
Welsbach Company
99-103 Congress St. East, Detroit
Telephones, Main 2228-2229
Ask for Catalog

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 ½c per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Building operations will be active at Bellevue in early spring to replace the burned store buildings with brick blocks of modern type.

Flint is promised electric power, generated at the hydro-electric plant on Au Sable River, 135 miles distant, by Feb. 1.

The Duryea Auto Co., of Saginaw, has been reorganized and its name is changed to the Brooks' Motor Wagon Co.

Pigeon, in Huron county, has 687 souls, according to the late census, but they are a live bunch if we measure them by what they are doing. The Detroit Wood Turning plant, also the Birmingham Handle Co., both important manufacturing institutions, have been secured, and it was only a fortnight ago that one of the largest beet sugar factories in Michigan was landed.

The Lansing Chamber of Commerce has been organized to succeed the Lansing Business Men's Association, with J. H. Moore as President. Factories of the city are working full or overtime and the future of Lansing, industrially, is bright.

Jan. 25 will be sales day with the merchants of Battle Creek and low rates over the M. U. R. have been arranged for by the Industrial Association.

Secretary Conger, of the Kalamazoo Commercial Club, is securing data with regard to the celery industry there. Convention hall facilities in other cities are also being looked into with a view to starting a campaign for better facilities there for taking care of big meetings.

L'Anse has a street paved with ice. It is a part of a logging road eight miles long and is a solid sheet of ice a foot thick made for hauling logs.

Dowagiac has adopted an ordinance which strictly regulates the storage and handling of gasoline.

A fairly good building year is reported at Ishpeming, although fewer buildings were erected than in 1910.

Muskegon grants a rebate of two cents a square foot on cement sidewalks and the payment of over \$1,800 covering operations for the past six months shows that over three miles of walks have been laid there in that period of time.

The plant of the Escanaba Water Co. is soon to be sold to satisfy the claims of creditors and the city will make a bid for the property.

Savings and commercial deposits in the three banks of Marquette aggregate \$4,000,000, or an average of \$347 per inhabitant. The gain in deposits is at least \$150,000 since last January.

Ground is being cleared on Mitchell street, Petoskey, for the new post-office.

Pentwater rejoices over the news that another steamer will be placed on the Pentwater-Milwaukee run during the fruit season. The boat will have a guaranteed speed of fifteen miles per hour, which means a run of six hours across the lake.

Hancock has presented the children

of the city with a municipal skating pond, as the result of more than a year's deliberations by the Council. The rink is located on the bay and a snow fence, lights and benches are included in the outfit.

The Menominee Commercial Club will ask Congress for an appropriation to deepen the river above the lower draw bridge at Menominee.

The first annual meeting of the Upper Peninsula Development Bureau will be held at Marquette February 6.

Nearly 4,000,000 pounds of fruit, fish and merchandise were shipped out of Frankfort by water during the past year. Almond Griffen.

A Few Business Resolutions.

While surveying your inward self with a view to making what you consider the necessary or desirable corrections, why not make a few business resolves for 1912? Let us say, for instance, I hereby resolve:

- To take stock.
- To clean house.
- To weed out the bad clerks.
- To go after the good debts.
- To find out just where I stand.
- To clean out the odd closets.
- To assort the "dead" stock.
- To have a sale.
- To get rid of this dead stock at any price.
- To have nothing but live stock.
- To keep pushing the poor sellers.
- To do some advertising.
- To find out what is in the cellar.
- To keep my order book carefully.
- To find out what is on the top shelf.
- To be slow about granting doubtful credit.
- To keep my windows clean.
- To change their contents at regular intervals.
- To study window dressing.
- To keep my temper at all times.
- To keep up stock in the regular sellers.
- To stop going down town too much.
- To try to increase my sales a little every month.
- To look around for good sellers.
- To notice what other people are doing in my line.
- To get up some inserts for packages.
- To cultivate a pleasant manner.
- To be fair with my clerks.
- To try to brighten up the store.
- To scheme for sufficient floor space.
- To try to keep things lively all the time.
- To hold my old customers.
- To get any new trade that comes along.
- To try to annex an occasional customer now dealing with my competitor.
- To talk hopefully of the business outlook.
- To be a business optimist.
- To boost my city all I can.
- To see that my clerks are courteous.
- To see some good in everybody.
- To quit worrying.
- To get my share of recreation.
- To read the Michigan Tradesman every week.



BOSTON BREAKFAST BLENDED
A Delightful Drink

Popular in Price and a Trade Getter

Roasted Daily

Judson Grocer Co., Grand Rapids, Mich.

Of Vital Interest to You

Stop a Minute—Think
Will Your Customer Pay His Grocery Bill?

PEACOCK PURE LEAF LARD

Versus High Priced Butter

Creamery Butter, wholesale price per lb.	\$.41
Peacock Leaf Lard, Tces. per lb.	.11 3/4
Saving per pound	.29 1/4

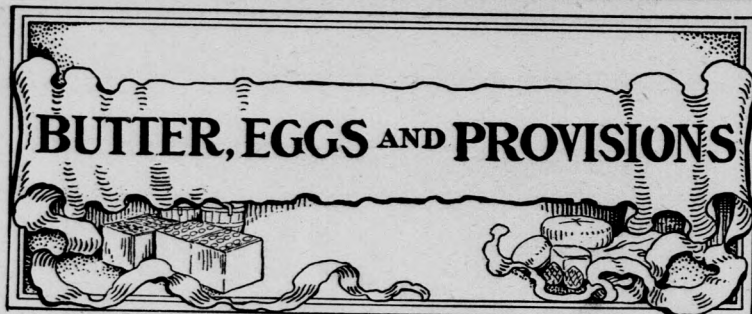
Are you impressing upon your trade the saving they can make in their grocery bill if they purchase Peacock Brand 100% Pure Leaf Lard instead of the high priced (now millionaire luxury) butter?

There was a time several years ago when the price of butter was within reason and was upon the table in every American home. Today it is ranked with champagne, porterhouse steak, calf sweet breads, quail, terrapin, lobsters, brussel sprouts, artichokes, etc., for the table only of the millionaire (or the millionaire of a day.)

The intense cold weather has necessitated a unusual expenditure for coal; this augmented by the additional doctor bills has made serious inroad into the average income. Saving somewhere **MUST** be made if your account is to be paid.

Your own interest demands that you place this, as one manner of economizing, before as many of your customers as possible.

Cudahy Brothers Co. :: Cudahy, Wis.



Interesting Story of the Egg Business.

[Continued from Jan. 17 issue.]

Perhaps it would not be out of place to say something about the well developed system of grading eggs, for I have no doubt but the average reader outside of the trade has little or no idea what is meant by spot, checks, dirties or even extras, for these words are more or less of a technical nature. My only purpose in including anything on this subject here is to give the reader outside of the trade a clearer idea of the subject we have under discussion, for it has been by experience that in order to draw any intelligent conclusion about eggs at all we must understand what a good egg is if we expect to form a conclusion as to what is meant by a bad egg.

Eggs are graded by candling. As the name implies, candling involves holding an egg before a lighted candle or some other good light to determine the condition of the egg from the appearance it has when subjected to the light. The practiced eye can detect at a glance just what may be the quality of a given egg under inspection.

It is hardly necessary to say that electric or incandescent lights are now generally used instead of the old time tallow candle, because the electric light is more powerful and, quite naturally, the stronger the light the better. Perhaps the best candling device is a small tin box with a dark background in which an electric bulb is fixed. In one side is an opening about the size of an egg so that the candler can hold the egg near the hole where he can see quickly and readily determine the soundness, fulness and freshness of an egg. Those who have taken the time to do a little candling know that with the proper apparatus, a steady hand and fairly good eyesight are about all required to arrive at a correct idea of what a given egg sample shows for a whole case or carlot.

A strictly fresh egg from a healthy chicken exhibits a rosy look, which, taken with the full effect of the white, shows the stock is fresh. When there is found a shrunken effect, or the yolk is on one side, there can be little doubt but the egg has been laid for some time and can not be graded as fresh. An enlarged air space at the end of the egg is one of the surest indications that it has been laid for some time, as this air space becomes larger as the liquid matter of the egg gradually evaporates after the egg is laid. And where an egg is

found with "blood rings, due to germination having set in in warm weather it is a safe bet that the egg has been laid for some time, except when these "blood rings" are found in the eggs of young pullets early in the spring, probably due to physiological causes.

Grades, therefore, depend first upon quality as to freshness and size, sometimes color enters into the classification for certain markets or for special requirements.

In most markets extras or specials are of the very best quality, and are relatively perfect from a commercial standpoint. In order to reach this higher grade an egg must be full, sound, sweet and uniform in size, and the cases must not show a greater loss than 10 to 20 per cent. of poor eggs during certain seasons of the year, the heavier loss being allowed during the warm weather.

The next grades are generally listed as prime first, firsts, ordinary firsts, etc., which permit losses from 15 to 35 per cent. for prime firsts, from 30 to 55 per cent. for firsts and 40 to 70 per cent. less on ordinary firsts during the different seasons of egg production. These losses, of course, imply losses from candling and do not necessarily mean eggs unfit for food, because the matter of size enters into the candler's grading, and also the eggs which may be stained or have dirt on the outside, may fail to "pass," although they may be perfectly good inside.

The term "storage packed" applies on about the same basis of quality as for other grades just cited, except a different style of packing is used in order to protect the eggs during the long period they are to be kept in storage, and also for insuring safe handling and shipping after they are taken out. After an egg has been stored it is known to the trade as a "refrigerator" egg when it is taken out and offered for sale.

Current receipts are eggs as they come from the country and may be strictly fresh, or they may show a heavy percentage of inferior quality, due to the length of time held by the farmer's wife or by the country merchant before being sent to market. Of course, the trade understands in a general way what may be expected when it is known from what state or section current receipts are coming at different seasons, but at best, the term current receipts is like charity, as both may be truthfully said to cover a multitude of sins. It is easy to see that eggs coming in miscellaneous lots need candling and

Established 1876

We Want

Strictly Fresh Eggs
White Beans
Red Kidney Beans
Clover Seed

Moseley Bros.

Both Phones 1217

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

The Vinkemulder Company

JOBBER 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.

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.



Men:---

Here are ten reasons why you should have a set of these

Ideal Fruit Display Racks

Any one reason surely justifies a small investment of \$3.60

- 1—They won't warp or break, for they are made of Bessemer steel.
- 2—They are attractive—aluminum enameled.
- 3—They help sell more fruit.
- 4—Your fruit will be kept up away from dust, germs and dampness.
- 5—You save a lot of room. Six boxes occupy the floor space of one.
- 6—Ideal Racks are adjustable to any fruit box. No screws or hinges.
- 7—They cause your fruit to be dry, tender and inviting.
- 8—Every Rack is guaranteed—or money back.
- 9—They will last for years—and pay for themselves in two weeks.
- 10—Ideal Racks are endorsed and handled by leading jobbers everywhere.

SEND IN YOUR ORDER

Ideal Fruit Display Co.

448 CASS STREET

LA CROSSE, WIS.

grading so as to separate the good, bad and indifferent.

Low grade eggs are known as rots, spots, checks and dirties, although the last named may be perfectly good to eat, but off grade for having dirty or soiled shells.

It is quite true that the services of expert egg candlers in the larger markets could be dispensed with in a large measure, and much money could be saved if eggs were always shipped to market while they are fresh. Holding eggs at initial points until they lose a good share of their freshness is an old trouble for which a remedy is badly needed. During the last few years a great deal of serious thinking has been done to try to prevent the heavy losses which take place by failure to market their eggs at the time they are produced and the time they take to reach the consumer frequently amounts to as much as two or three weeks or more.

Lately the United States Department of Agriculture has taken commendable steps in trying to educate farmers and farmers' wives how best to prevent the heavy losses which take place by failure to market their eggs every day or two, instead of once or twice in as long as a fortnight, heretofore the favorite method in some sections. Already considerable progress has been made in this respect and there are many people in the trade who have to thank the Government for the good work which has been done. A very simple, practical set of rules has been worked out for the marketing of eggs from the farm, and if these rules were only taken seriously by the farmers it would save a great deal of trouble which the trade has had to contend with in the past. The gist of these rules is to use cleanliness in collecting and handling the eggs, and to send them to market as soon as possible.

Heretofore, country merchants have been largely responsible for the trouble with bad eggs, as it often happens where they take eggs in from farmers they put them away in a heated room where they are side by side with various other articles, such as kerosene, bacon, etc., and in many cases under a temperature that actually starts germination in the eggs. I hesitate to say it, but I hardly think the average country merchant has any business dabbling with eggs of all, especially in view of the fact that so many of them exhibit little or no interest in hastening the eggs on to markets where they are to be consumed.

There is no doubt but many of these merchants have been imposed upon by farmers who bring the eggs in and trade them for calico, tobacco and other merchandise found in a country village store. In some cases the merchants have stated in so many words that they were afraid to question the farmers regarding the freshness of the eggs, as they would likely go some place else to trade.

Complaints have been made that farmers have often taken eggs which had been put through the incubator

and have refused to hatch, and have actually sold them to country merchants and to others who were credulous enough to believe everything that an "honest farmer" might say. I am not prepared to say how widespread this despicable practice has been, but there is no doubt that such traffic has been the means of causing health officials to contend for the passage of certain laws which would make it criminal to sell eggs of this kind for human food. I may say that I believe thoroughly in the passage and enforcement of such regulations.

The crooked farmer who would sell old incubator eggs to the country merchant, and take his good money or merchandise for them, is just as big a crook and is just as great an enemy to the public as the wholesale dealer who makes it a business to break up and can rotten eggs with the expectation of selling them to some one, who in turn is to use them in preparing human food. I only wish that the whole crew involved in such business could be taken up and put into the penitentiary or swung from a gibbet, for I think every fairminded man will agree with me that they are such a menace to the health of our people as to be considered a public enemy. I could hardly conceive worse criminals.

If all eggs were handled quickly and pushed along to the consuming public they would not only bring more money, but it is the opinion of many well-known dealers that more eggs would be used by the public. In certain localities egg buyers have found it profitable to send out wagons on regular routes every day or every other day to purchase eggs directly from the farmer, and follow a plan to pay them exactly what the eggs are worth at the time they are taken on the wagon. This is a very commendable idea and should be extended wherever it is possible to put it into operation.

Another excellent practice which is coming more and more into vogue

is the plan of buying eggs on a basis of actual weight. It is easy to see that a class of eggs which weigh as much as 60 pounds to the case is worth much more than another class which runs 45 to 50 pounds. The popularity of certain breeds of small hens because they lay more eggs is giving rise to a lot of trouble among dealers who have been accustomed to buy eggs on a case basis heretofore.

W. T. Seibels.

[To be continued.]

Little things count ever so much. Just the cool appearance of the employees in a store makes customers feel more comfortable when they come in, and that means that they are more "sellable."

Do not advertise goods, service or a policy that your store does not have.

All Kinds of
Feeds in Carlots
Mixed Cars a Specialty

Wykes & Co., Grand Rapids Mich.
State Agents Hammond Dairy Feed

Symons Brothers & Company
Wholesale Grocers
Saginaw :: Michigan

Wanted—Butter, Eggs, Veal Poultry
F. E. Stroup, Grand Rapids, Mich.
References:—Commercial Agencies, Grand Rapids National Bank, Tradesman Company, any wholesale grocer Grand Rapids.

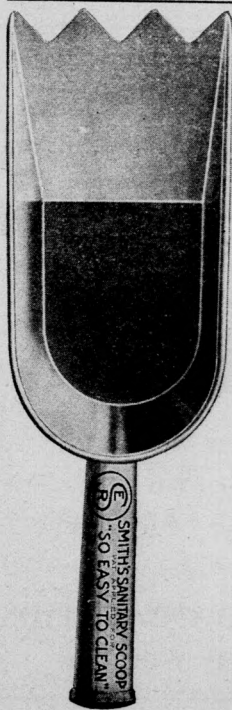
POP CORN
We are in the market for old or new crop shelled or on the ear. If any to offer please write us.
Alfred J. Brown Seed Co. Grand Rapids

Dandelion Vegetable Butter Color
A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.
Manufactured by Wells & Richardson Co. Burlington, Vt.

WM. D. BATT
Dealer in
HIDES, FURS, TALLOW AND WOOL
22-124 Louis St. Grand Rapids, Mich.

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.



Monthly Review of the Staple Dry Goods Lines.

The cotton goods markets are quiet but with a firmer tendency noted on gray cloths and on many of the heavy lines of branded domestics. It has been felt for some little time that the heavy colored goods end where production is slow and where curtailment was large, has been making a larger measure of progress than buyers realize. The effect is seen in the inability to secure quick deliveries of staple chevrons, checks, plaids and other colored yarn cloths for wholesale distribution.

The brown goods markets are also steadier because of the orders that have been quietly booked from day to day by jobbers and converters who have sensed the possibility of unsatisfactory deliveries in the first two months of the year. Bleached cottons have been well sold for the next month or six weeks, particularly the finer grades of branded cambrics, longcloths, etc. Prints and staple ginghams are well under order for the next few weeks and some brands are not obtainable for quick shipment from first hands. It is believed that the January and February retail trade will be larger than usual because of the attractive prices prevailing.

Several large Eastern department stores have opened their spring dress fabric season and the display of extreme novelties in cotton and linen materials has attracted considerable attention.

The success of last year some of these stores had with high-priced cottons has convinced them that there is an outlet in this country for such merchandise, and as a result they are showing more extreme novelties in cotton fabrics this season than ever before.

According to the head of one dress fabric department, buyers in this country are not yet awake to the possibilities of merchandising high class cotton materials. Their ideas, he said, are still confined to ginghams, calicoes, etc. As a matter of fact, he added, as beautiful and as delicate constructions and effects can be obtained out of cotton as out of any other raw materials and the fashionable woman of to-day with an eye for effect will purchase beautiful cotton fabrics regardless of their ingredients.

Among extreme novelty cotton fabrics voiles, crepes, chiffons and piques were shown in various combinations and designs. The bordered and embroidered effects were

very prominent. In the matter of patterns, there was a prevailing Oriental suggestion. Among the voiles one with a printed border in a Durbar effect attracted considerable attention. Another voile was constructed with a filet border applied. In addition there were shown a great variety of striped voiles, the most attractive of which was one with an artificial silk stripe, offered at from 75 to 85 cents a yard.

There is still a very considerable business to be done on spring lines of fine and fancy cotton goods and buyers have not yet become pressed with the caution shown by converters and mills in the latter of building up stocks. The latter have seen a trend toward heavy qualities of fine yarn cloths, and because of the scarcity and high prices of very long staple cotton they have welcomed the opportunity of turning their machinery to other goods, more closely woven, and not requiring the very fine grades of long staples. The sample cloths that are now being woven are generally of a weightier quality, many of them being designed for soft finishes unlike anything that has been attempted in previous years in a large way.

There is also a great deal of attention being paid in mill centers to the development of cloth styles that will bring out the possibilities in soft finished corded goods that are sure to prove serviceable and that can now be finished in this country in a most attractive way. Up to this time very few of these sample weavers have been shown and they are interesting principally as indicating a change in the style trend in fine combed yarn dress cottons.

Silk stripe voiles have been the best selling fabrics in cotton and silks. There are some wash goods men who believe that before the new year is far advanced some of the new printed cotton and silks will awake a response among consumers, for it is certain that many of these lines, shown largely in samples, are delightfully pretty and far superior in intrinsic worth to some of the offerings that were popular in some recent seasons.

The bargain prices that are being offered for some accumulations of cotton and silks should not mislead the trade into thinking that desirable goods are to be had for a song at any time next spring.

Buyers of colored wash fabrics have not ordered even a fair proportion of their normal requirements. They are relying upon finding stocks of these cloths, from ginghams to

the finest silk and cotton fancies, in abundance, and they are certain to fall far short of getting the desirable good selling cloths they will need. Neither jobbers nor mills have taken chances and as these goods come slowly from the looms buyers will find that the spot deliveries they will want will run into March and April, even if orders are placed now.

There will probably be enough ginghams to meet the needs of the early trade, but there will be a dearth of the finer qualities because mills have turned their looms to the cloths that are selling and they are not the fabrics that grown folks want in a midsummer season. It is already apparent in the silk trade that fine plaids are to be revived and it usually follows that when these goods are moving the demand for the finer grades of 12½ and 15 cent fine ginghams increases. Buyers have not ordered the better grades of ginghams in fine yarns, but have applied themselves to the better designed cloths in coarse yarns.

In another quarter of the market, that of fine printed goods, buyers have been led astray by the flurry on batistes. Those cloths sold better than most others, but without profit, and if they go well at retail there is certain to be a further de-

mand for other fine printed fabrics in fancy designs and colors. That class of merchandise has not been ordered save in one or two special cases.

Manufacturers of staples are very well satisfied, in a comparative sense, with their orders. If the country were thrilling with prosperity they would consider present bookings small; but with the conditions of to-day interfering in a general way with all business, they consider their own good. This is a philosophical viewpoint, and an excellent one, since it springs from a conservative basis, such as it seems is, or should be, the one for all merchandising operation of the times.

At the present writing there has been considerable re-ordering on

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.



Reflex No. 78 Corset

A long model of good quality coutil. Back 16 inches long with full unboned skirt. Boned throughout with watch spring steel wires. Waist band fastened securely to the garment adds strength and permanence of shape. Trimmed with lace. Four solid web supporters. One of the best corsets in the market at \$4.50 per dozen.

PAUL STEEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.



Our Number 555 Overall is "a good repeater"

There is real value to this garment. It embodies the best there is to be had in fabric, trimmings, style, workmanship as well as fit. Ask our representative about this item. We have them in both bib and waistband style with coats to match.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

novelties, and fabric merchants are looking to an increase in yardage for two very good reasons; one the coming of the fancy bolero and Eton jackets, which will enable the woman to make her own costumes, independent of the tailor, the other an increase in the dimensions of the skirt, whereby it will be wider and more fully draped and require more goods. Both of these styles are assured.

There is no abatement of the popularity of blue serge. From the manufacturer to the consumer, all along the line, blue serge is looked upon as the queen of staples for universal, general wear. There are many makes, many qualities, many shades of blue, and everyone is popular, although, perhaps, the dark navy just at present is accorded the greatest favor, and the men's wear weight is thought to tailor to the best advantage in the close, plain costumes of the day. Lighter weights will most likely come to the fore again when the new fuller styles promised have arrived. As yokes to which deep plaited flounces or skirt portions are added are coming along rapidly, manufacturers may soon meet a good demand for lighter weights than they are now booking.

Fancy serges and whipcords in the new sand color are taking well, and some of the wide wale serges in two tones are especially attractive for early spring suits.

Fabrics for men's and women's wear are becoming more and more interchangeable, although it must be confessed that man has not encroached so largely as has woman. One noted firm, however, has just sold a large quantity of a fancy suiting intended for women's wear to a men's tailor who is going to make it up into fancy vests for his customers. This particular suiting, however, has a very mannish look when one thinks of it in connection with fancy vests.

White serge is selling so rapidly and in such quantities that a shortage is imminent. In fact, it is said that many of the orders will never be delivered, the output will not meet the demand if the latter keeps up its present volume. There is this, however, to consider, and possibly prepare for: No violent fad has ever lasted long, especially when very cheap qualities have been put on the market.

Special Features in Men's and Children's Wear.

First of all to indicate what will be styles for an approaching season in men's wear is the selection of materials by the makers of ready-to-wear clothing. They have been in the market making their purchases for the last few weeks for fall clothing. At the same time buyers of ready-to-wear suits have been purchasing spring and summer stocks. In the latter there has been shown a decided inclination to steer clear of radicalism either in quantity or style. Some uncertainty seems to prevail as to what the consuming trade will want. Purchases by retailers are

light, and they are clinging to staple styles and colors.

That the wearer of men's clothing can not be forced to adopt what he does not want is shown by the refusal to accept the ultra-English cuts. The new styles which designers produced for the spring of 1912 have met with favorable comment from all who have seen the sample garments. For a time the "English Style Invasion" threatened to become serious, but so carefully were the new styles designed with the "English" cut—but so "Americanized" as to meet the demands of the trade—that the new models have been accepted by all, and the man who wears the garments can be furnished with the latest effect in the narrow-shouldered, soft-front, rolling lapel model, which he has learned is quite the proper thing in London or along the "Great White Way" of the metropolis.

Two-piece suits for next summer are proving of great interest to the buyer at present and he is making his plans for an unusual demand for these comfortable and slightly garments. The well-dressed American demands comfort as well as style in his clothes, and for hot-weather wear, whether he is taking his ease at shore or mountain resort or busy at his duties in the city, he realizes that the thin-texture suit of mohair, tropical, worsted, "Sumar" cloth, batiste, flannel or any one of the dozen or more specially woven fabrics provides the acme of comfort, while retaining the elegance of fit and shape which he requires in his demands to be well dressed. There is little doubt that the demands for light-weight clothing next summer will be greater than any season heretofore.

Each year as the summertime rolls round the promise of a "serge season" is made, and again the prophecies for 1912 are heard in salesrooms and on the street; serge looms great as the fabric for next year. Blues and grays are the favorite, with a leaning toward the former, in both single and double-breasted effects. The popularity of the blue serge suit is doubtless due in part to the adoption of white serge and flannel trousers, which go so well with the blue serge coat. At any rate, the great "serge season" may not be at hand, but there is without a doubt an unusual market for garments of this most satisfactory fabric.

Wash suits for children for next summer are the subject of much thought by managers of departments where these dainty little garments are sold—not that there is a doubt of their popularity, for that is assured—but rather how to meet the demands which will come with the advent of hot weather. Manufacturers are showing unusually attractive lines, and the ever popular sailor and Russian styles still seem to remain at the head of the list—but in the matter of fabric it seems as though the markets of the world had been ransacked to find novel materials which will prove attractive.

Men's Furnishings.

As expected, the attempt to force

the stiff-bosom shirt on the market for winter wear was anything but a howling success. Some retail merchants allowed themselves to be cajoled into stocking them, but they are largely turning out to be shelf-warmers. The pleated bosom, semi-negligee has the fancy of the majority of men and holds it. White always sells well and in colored lines the stripe is far and away the leader. Light tints as a background, with stripes of different colors as a pattern, are being shown by many dealers and in great variety. The pleats are of various sizes from the wide box down to the narrowest tucks.

While an occasional new effect in collars is brought to the front, it is seldom more than a slight modification or enlargement of a style already worn, and there will be little that is out of the ordinary. Some wings are being worn, but not many, as they do not set well except upon stiff-bosom shirts.

There is the usual sprinkling of novelties in neckwear and a broader range than ever of solid colors. The sudden swerve in the best trade toward plain shades is notable, but not so remarkable, when one considers the long run that "fancies" have enjoyed. One sees a greater trend than heretofore toward moire designs, which join richness to simplicity. The sharp line of demarca-

tion which used to separate spring from fall goods is less noticeable than hitherto, and much the same patterns and colorings are used for both seasons, although, of course, summer silks keep their distinctive lightness and brightness.

Browns and greens are prominent among spring colors. The browns are keeping step with the fashion in suitings, while greens, which have been inactive for several seasons, are being revived, because they are the ideal spring color and, besides, are admirably suited to combination with blue and contrasting shades.

In addition to knitted four-in-hands, there are knitted ties, which, however, knot too clumsily to be acceptable to the average man. These are shown chiefly in solid colors.

Undoubtedly, the hoped-for vogue of wing collars this season has not been as marked as all the trade expected and until this change is brought about the shapes in four-in-hands will continue narrowish. That more wing collars are worn this winter than at any time within the last few years is undeniable, but the double-fold is far in the lead, and, seemingly, can not be dislodged.

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

This French Welt is one of the Improved Features of

Bachelors' Friends

TRADE MARK

HOSIERY

which mean more satisfactory wear.

As you know, the ordinary stocking top has little elasticity—soon stretches and **STAYS STRETCHED**.

This new welt retains its shape, giving the stocking a firm, satisfactory hold.

It is but one of the new features that make Bachelors' Friend Hosiery the best stocking value that you can buy.

Combed Sea Island Cotton only is used. For the reinforced parts, a special yarn that costs twice as much as ordinary yarn. High reinforcement of heel, that gives strength to the top of the shoe. French welt—the best top ever put on a seamless stocking. Toes looped on two-thread looping machines that give double strength. Elastic, silky, durable—the stocking that you'll "tie to" when you've once worn it. Wear guaranteed for six months.

Three grades:—6 pairs \$1.50; 6 pairs \$2.00; 6 pairs \$2.50. In all the desired colors.

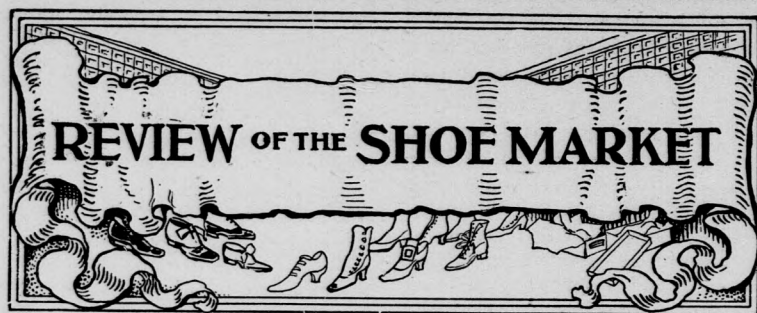
For sale by leading jobbers and retailers of the United States. We do not supply the consumer direct. But if no dealer in your town has them, we will send you an introductory lot if you will send money order covering the amount.

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

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



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



What the Shoe Clerk Should Know.

That he is never too old to learn.

That his employer's success is his success.

That his advancement depends entirely upon his own individual efforts.

That success is never attained without hard work.

That he will never get something for nothing.

That he should never be ashamed to do for his employer what he would have another do for him.

That he is not paid merely for his presence, but for his work—and is judged accordingly.

That it is his efforts and not his influence which brings promotion.

That the bottom of the ladder is the best place to start.

That when he starts at the bottom and works up he knows more than the man who starts in the middle—and usually falls down.

That persistency, consistency and integrity are the three virtues of success.

That our best retail merchants were once clerks like himself.

If you give your best to your employer, the best possible comes back to you in skill, training, shrewdness, acumen and power.

If you work with this spirit, you will form life habits of accuracy; of close observation; a habit of reading human nature; a habit of adjusting means to ends; a habit of thoroughness of system; a habit of putting your best into everything you do, which means the ultimate attainment of your maximum efficiency.

Resolve that you will call upon all of your resourcefulness, your ingenuity, to devise new and better ways of doing things; that you will be progressive, up-to-date; that you will enter into your work with a spirit of enthusiasm and a zest which knows no bounds, and you will be surprised to see how quickly you will attract the attention of those above you.

There is nothing that will hurt your business more than to let the stickers remain too long and accumulate too fast. Like the barnacles on a vessel's bottom, they will impede the progress of your trade. Put red mate marks on them.

Know the stock from the front door to the back, so as to be able instantly to put your hand on the shoe wanted. No customer wants to trade with a clerk who does not know the stock.

The clerk who accomplishes most is the one who makes the least fuss about it.

Many a man can tell you more about your business in ten minutes than you have learned in ten years. Listen to him; he may give you a quiet tip without knowing it. Only fools never listen to advice.

The most clever man is the one who surrounds himself with people more clever than himself.

Do not address a customer as "lady." Say "madam," unless you know her name.

Remember that politeness pays the biggest dividends. It is nature's free capital. Cultivate it.

The individual who is too lazy to do a thing will find plenty of excuses for not doing it.

Regard every hint and every suggestion which you can pick up, every bit of knowledge you can absorb, as part of your future capital.

When we laugh at our troubles we lessen them. Troubles and smiles can never walk together.

Always imbibe and retain all the practical new ideas and adopt all the latest improved systems that you can find or discover.

It is a poor store, indeed, that has no reputation for being the best place to buy something. Make your store the best place to buy shoes and you will win a warmer place in the esteem of the people than you can expect to obtain otherwise. You can not actually excel in every respect, but if yours is the best place to buy shoes your customers will be apt to think as you do.

A real salesman is one part talk and nine parts judgment, and he uses the nine parts of judgment to tell when to use the one part of talk.

Get the idea into your head that you are being wronged and that everything is against you, and you cut your earning capacity in half.

Good help is costly, but not so expensive as poor clerks. Good service is worth what it costs. It takes money out of the till, but it puts more back in.

Keep working! Forget about the time and you will find that closing time will come only too soon.

You are only useful to yourself when you are making yourself useful to others.

No man is down and out until he has lost faith in himself.

Do not show many different kinds of goods at once—you will confuse your customers.—Gus V. Wells in Shoe Retailer.

Are you trying to protect yourself along the line of your work, or are you sitting back with a self-satisfied feeling that you can not improve upon yourself very much?

French Fashions and Freaks.

Parisian ladies have always looked upon smart footwear as a most essential part of their toilette. There has rarely ever been more justification for that than at the present moment, when, in spite of all the statements to the contrary, the hobble-skirt with some modifications still reigns supreme.

The black boot is, of course, predominant, and will always retain, so to speak, an impregnable position, as it is the most practical, which in this case, as in most others, is synonymous with the cheapest. Stylish ladies, however, have almost discarded it, hardly wearing it even for their morning promenade. Nevertheless, black leather has not been completely ousted. By way of compromise it is still allowed to play a part in the manufacture of the footgear of even the most fastidious dame of fashion.

Thus we see the forepart of the gaiter made of black kid, while the other part consists of the same material as the toilette with which it is to be worn. Wherever that is not practicable, other stuff, but of exactly the same color as the dress, is used. This is now such a general rule that the bootmaker, on receiving an order, would at once ask for the necessary material, or at least a pattern of it, should it not accompany the order. Boots of this class are generally provided with four large buttons.

If stylish ladies rarely don entirely black boots even for street wear, they are not unfrequently seen with white ones, which are considered very "chic" with navy blue or other tailor-made costumes. This fashion appears more curious than pretty, and is absolutely ugly unless a lady can boast of a very small and well-molded foot, which it often the case among French women. Although "la Parisienne" prides herself on her originality in matters of dress, the suspicion seems not entirely unfounded that in this case she has taken her tip from English yachting women, for they sometimes condescend to copy their sisters across the channel, although generally much after the fashion of the Kaffirchief, who wore white starched cuffs round his ankles.

The material for white boots frequently consists of a newly invented white leather which has the appearance of antelope leather. This possesses a special and very important property, as it can be absolutely rejuvenated by an application of soap and water.

An interesting invention is dust-proof suede leather. This is evidently prepared with some kind of imperceptible varnish, which prevents dust from settling too firmly in the rough surface of the leather. Brown boots are out of favor, but quite the rage are boots and shoes made of stuff showing Scotch plaid patterns with boot-laces to match. The latter are very wide, with all imaginable combinations of plaid designs, but they find also much favor in simple black-and-white checks.

This partiality for black and white novelty. Very wisely it has been decreed that it should be for indoor use only. It consists of a pair of odd boots, odd in more senses than one. One of them shows a white forepart of the golosh and a black heel, while the upper is made of black-and-white striped leather. In the case of the second boot this order of things is reversed. The same pattern is produced in colored leather or in broche silk.

Another novelty is the product of a kind of resurrection. It is our old friend the shoe with the elastic sides. At present this anything but graceful footwear is reserved for drawing-room use, but in the spring collection it is contained for the street use as well. In the latter case the designs are a little less elaborate than in the former, for, in order to atone for the ugliness inseparable from such a shoe, it is shown with a profusion of embroidery, colored beads and pebbles, and the like. The elastic sides are, of course, of the same color as the leather or other material.—Boot and Shoe Trades Journal, London.

After inventory comes the time for the buying of spring stocks. The wise merchant does not forget that careful purchasing is as important a factor in business as energetic selling. The beginning of profit comes with the ordering of goods, if they are carefully selected and bought at right prices. Here is where the storekeeper who is known to be prompt in his settlements reaps the advantage of such a reputation. He gets the close price and respectful attention. His business is sought for and catered to because he is one of the desirables. Too much consideration can not be given to the buying end of the business. No locality is now so backwoods that any old thing can be made to go. The store must be stocked with merchandise that will be wanted by an intelligent people who are much more alive to what are the possibilities of the market than was the case a generation ago.

Among other things thus early in the year, be honest with yourself. Take the question of mail order houses. Are they hurting you? If so, how much? Again, how much of the hurt is your own fault? It is a great thing to live in a place where you can become personally acquainted with your customers. If you had improved every advantage for being favorably known, and had made your store as attractive as possible, developing according to the requirements of the neighborhood, would the customers have drifted away to the catalogue house in the far-off city? Look yourself squarely in the face, and talk back to yourself where you think you have been neglectful. It won't hurt you, and may do you a lot of good. There is no fault more general than that of excusing ourselves. What a man needs occasionally is to go out and kick himself all over a ten acre field.

Injunction Suits Filed Against Shoe Dealers

TO PROTECT thousands of shoe dealers who sell the genuine Martha Washington Comfort Shoes, and to put a stop to the gross misuse of a trade name owned exclusively by this company, a notice was issued to the retail shoe trade during the past year warning against the unlawful use of the name "Martha Washington" in the sale of shoes; and that prosecutions would follow when it was found that shoes were being sold as Martha Washington Comfort Shoes that *were not*. In compliance with this policy,

Injunction suits have been filed against the following firms:—

The Herzfeld-Phillipson Co. (Boston Store), Milwaukee, Wis.

Kroeger Bros., Milwaukee, Wis.

Otto A. Haase, Oshkosh, Wis.

Grimsrud Shoe Co. (The St. Paul Store, formerly The George E. Lennon Store), St. Paul, Minn.

Chas. L. Chase (The Leader), Minneapolis, Minn.

Scharfenberg Bros., Freeport, Ill.

Louis Schwartz (Muskego Ave. Dept. Store), Milwaukee, Wis.

These suits are not prompted by malice or ill will, but by a firm determination to protect merchants handling the genuine Martha Washington Comfort Shoes, as well as ourselves.

Sufficient evidence for one hundred more cases is in hand and new evidence is being gathered daily. The use of the name "Martha Washington" as well as the picture in the sale of shoes, except in the sale of the genuine Mayer Martha Washington Comfort Shoes, *must cease*. No expense will be spared in putting a stop to the unlawful use of a trade name that has cost thousands of dollars to establish. In this, we believe, we have the support and co-operation of every fair-minded merchant in the trade.

F. Mayer Boot & Shoe Co.
Largest manufacturers of full vamp shoes in the world
MILWAUKEE WISCONSIN

PRACTICAL SHOPKEEPING.**Matters of Vital Concern to the Merchant.****Last Paper—Special Sales.****Written for the Tradesman.**

The storekeeper who makes a go of it nowadays must get into the special sales habit. If you want to disrupt the Sabbath calm of your little town, or of your own special locality in the larger town of which you are a factor, get up a special sale. If business is not as good as you think it ought to be, get up a special sale. If business with you is a whole lot better than it was this time last year, get up a sale of some sort anyhow.

In using the term "Special Sale," the writer is not to be understood as meaning the ordinary clearance sale. That is quite another matter. The semi-annual clearance sale, which usually occurs in January and August, is a convenient means for cleaning up broken and discontinued lines and ends of stock; but you can have a special sale any time during the year, and the sale can limit itself to any line or lines of merchandise you carry in stock.

For instance, there is a large clothing establishment in my city that has a collar sale along in the early summer of each year. The newspaper announcements of this sale give collars the right of way; and the window trimmer features them strongly in his display. Progressive haberdashers usually have about four special neckwear sales during the year. City department stores frequently have one—sometimes two—big shirt sales during the year. A premier clothing establishment of a large, near-by city now has on a special sale of underwear, pajamas, night-shirts and suspenders.

Now, while the special sales idea is a modern departure in merchandising, it appeals to a human trait that is not modern—our natural and inevitable interest in the unusual. The secret of the success of the special sales plan lies in the fact that it provides us something out of the ordinary. The Athenians, so we are informed on good authority, used to spend a good part of their time hearing and telling about new things. Now if some exceptionally alert merchant of that ancient Athens had only understood the modern trick of linking up timely interest and curiosity with his wares, what a prodigious swath he would have cut in the commercialism of that ancient metropolis!

A good many storekeepers of the smaller communities seem to think that the special sale is all right for the department store people and big exclusive shops of the larger cities, or for merchants most anywhere in certain lines (as dry goods, men's clothing, haberdashery, etc.), but not at all suited to their lines nor capable of use in these smaller communities. Now that is exactly where a good many storekeepers in smaller communities are very much mistaken. The special sales idea can be worked successfully in any community where there are customers—and

that, of course, is the only kind of a community where a store can survive.

In a certain community (which, by the way, I happen to know very well) there was a young druggist who had been struggling hard to get a foothold. He had a very good location, all things considered; for, while he was not on the most prominent street, he was right in the center of a populous residence section, and only two squares from the post-office. But his room was small, his stock limited, and, worst of all, he had some unusually strong competitors, who meant to put him out of business if possible.

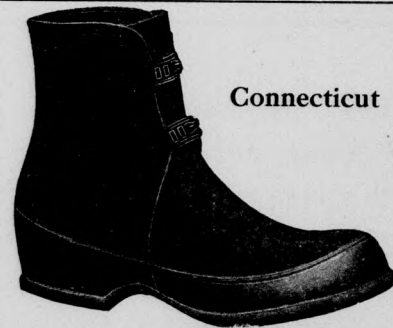
For a time it looked as if the young druggist could not make any headway in the face of this lively competition. One day his wife, who is a very bright little woman and withal a plucky little soul, suggested that he get up special sales from time to time. "Why can't we have a Talcum Sale, for instance?" she asked; "and why can't we have a special sale of toilet soaps? It seems to me there are a great many sundries that we have here in stock that would lend themselves beautifully to a special sale of one kind or another. And we have two windows. They are not large, but they can be fixed up a bit so we can put in a display of the kind of goods we are making a sale on." And the little woman urged her husband to try it out. Fortunately this druggist followed his wife's advice, and tried out the plan. And the sales were a success. They were a new thing to the people of that community; and they seemed to take right to them. Now that little druggist and his wife have come to a point where they are not afraid of that competition.

Lots of hardware dealers, for instance, will tell you there is not any scope for the special sales idea in the hardware line. And the hardware dealers who talk that way are wrong. One of the biggest retail hardware concerns in Cincinnati has a special sale every week in the year. They select certain articles—anywhere from five to a dozen or so—put a popular price on these special articles, feature them in the advertising and in their windows and thus have a never-ending series of special sales. Grocers, druggists, hardware dealers, harness dealers, florists, milliners, shoe retailers, furniture dealers, can have special sales just as well as the department stores and clothiers.

The difference between putting on a special sale and in advertising a few specials is only a matter of emphasis; and there are, of course, certain regular and staple articles of merchandise that must bring a certain price in order to be retailed profitably; but there are a great many other lines in which the dealer can very well afford to make a very real price-concession in order to get a correspondingly large number of sales. There are a good many commodities of one sort and another that are looked upon by the average man or woman as a sort of luxury—some-

YOU can hold your present trade and make new customers by handling

Wales-Goodyear and Connecticut Rubber Boots and Shoes

**Connecticut****Heavy Two-Buckle Gaiter**

For Men, Women, Misses and Children; a leader of this popular line; ask us to ship you a trial order.

—the standard rubber footwear; made in styles to suit every need; and of quality to satisfy every buyer.

We carry a full line of Wales-Goodyear, all styles, all sizes; we'll fill your order on the day of receipt.

The Maumee Rubber Co.

224 226 SUPERIOR ST.
TOLEDO, OHIO.

Headquarters for Wales-Goodyear and Connecticut Rubber Boots and Shoes

There's a Good Season Ahead

For the merchant who is ready for it. It can not help but be dull for the merchant who is not ready for it.

Prepare Now

For a prosperous year. See that your stock of Rouge Rex shoes for men and boys is well assorted as to styles and sizes. There is a Rough Rex shoe for every purpose.

Let us send you our salesman with a full line, including fine shoes and Oxfords for men, women and children. A card will bring him post haste.

Insure early delivery by buying early.

Hirth-Krause Company

Hide to Shoe
Tanners and Shoe Manufacturers

Grand Rapids, Mich.

thing that they would like very well to have, but can get along without. Now commodities of this nature are pretty apt to move somewhat tardily. They may, or they may not, be new; but anyhow they are slow-movers because they haven't yet gotten into that ever-increasing list of modern necessities. Now suppose the merchant carries certain commodities of this character in stock. As a matter of fact nearly all merchants do. In that case, then, there is a two-fold reason for a special sale in order to get this class of goods to move a little more actively: First, there is the immediate prospect of more profits—due to the sale of a larger number of such commodities; and, second, there is an educational advantage in getting people of the community to have some first-hand knowledge of the commodity in question.

There is, of course, a very real advantage in getting new customers into the store, and also in getting regular patrons to visit the store more frequently. That is the reason big merchants of the cities are willing to sell certain things at cost—and in some instances actually below cost—they want to get people into the store. And, of course, it pays out in the long run, for everybody who is lured in by the leader is certainly going to see a great many other wares—and many of the people thus lured in are going to want something in other lines. And it is the profits on this other stuff—regular and staple lines—that enable the big stores of the city to make these sweeping price-concessions on their leaders.

Of course the small storekeeper who has to hug the shore can not afford to put on any of these big city stunts; but there is no reason why he should not occasionally mark a 25 cent commodity at 17 cents—particularly where it did not cost but 12½ cents to begin with—and thereby sell three or four or, maybe, ten times as many of them as he would at the regular price. Suppose you sell talcum at 25 cents a box that cost you 12½ cents; and suppose you sell six boxes a day. In that event your gross profit is 75 cents for the day on talcum. Suppose you put on a talcum sale, and, instead of six boxes at 25 cents, you sell twenty at 17 cents. In that event you have made 90 cents gross profits for the day on talcum, as against 75 cents under normal conditions.

Merchandising conditions of the day have made it imperative for the storekeeper to master the trick of the special sales plan. There is no use to sit back and growl at the idea. And it does not do any good to point out certain disadvantages incident to it. The fact is, the day of special sales has arrived—not only in the larger communities but also in the smaller ones. The aggressive fellows in nearly every line are getting onto it; and that circumstance alone makes it imperative for the other fellows to fall in line. If they don't do it, they will lose out.

Chas. L. Garrison.

Activities in Some Indiana Cities.

Written for the Tradesman.

City Sealer Tolan, of Ft. Wayne, has found 3,000 pint milk bottles in use there that are too small and they have been condemned and disposed of. An examination of scales in use showed nearly 200 short measures.

Game Commissioner Miles, of Indianapolis, is calling attention to the necessity of supplying food for the game birds during the cold weather. This department has expended many thousands of dollars in the experiment of establishing Hungarian partridges in Indiana and there is fair prospect of success if the birds may be kept alive during the present winter.

Many large industries in Indianapolis and other cities are short of fuel, owing to inability of the railroads to convey coal through from the mines, because of car shortage and trouble with equipment, due to the cold weather. The sixteen hour law is also said to greatly handicap the railroads.

The Indiana Retail Merchants' Association met at Gary and at the closing session the following officers were elected: President, H. H. Highland, Gary; Vice-President, W. S. French, Evansville; Secretary, Thos. Palfrey, Vincennes; Treasurer, Geo. M. Haffner, Ft. Wayne; Executive Board, W. S. French, Evansville; R. E. Clark, Anderson; J. R. Walsh, Terre Haute; D. N. Foster, Ft. Wayne; Delmar Baer, South Bend; A. Workhoff, Lafayette; Lorenzo Missachu, Indianapolis. Resolutions were adopted in favor of regulation of the express companies by the Interstate Commerce Commission, and in opposition to the proposed parcels post. The proposed Toledo, Ft. Wayne & Lake Michigan barge canal was unanimously endorsed. Ft. Wayne was chosen as the place of meeting next year. Almond Griffen.

Health Hints.

Having consulted William Muldoon, Eugene Sandow, Dr. Woods Hutchinson, J. Pierpont Morgan,

Mayor Gaynor, Dr. William Robinson, Upton Sinclair and many other well-known authorities on health, we are enabled to present the following rules, these being the latest consensus of opinion:

Eat nothing.

Eat everything you want.

Walk at least ten miles a day.

Do not stir unless you ride in a carriage or some other vehicle.

Don't worry.

It is absolutely necessary that you

study yourself. Remember, you are an animal.

Chew food until nothing remains.

Bolt everything. Only in this way will your stomach keep strong.

Never go on a vacation.

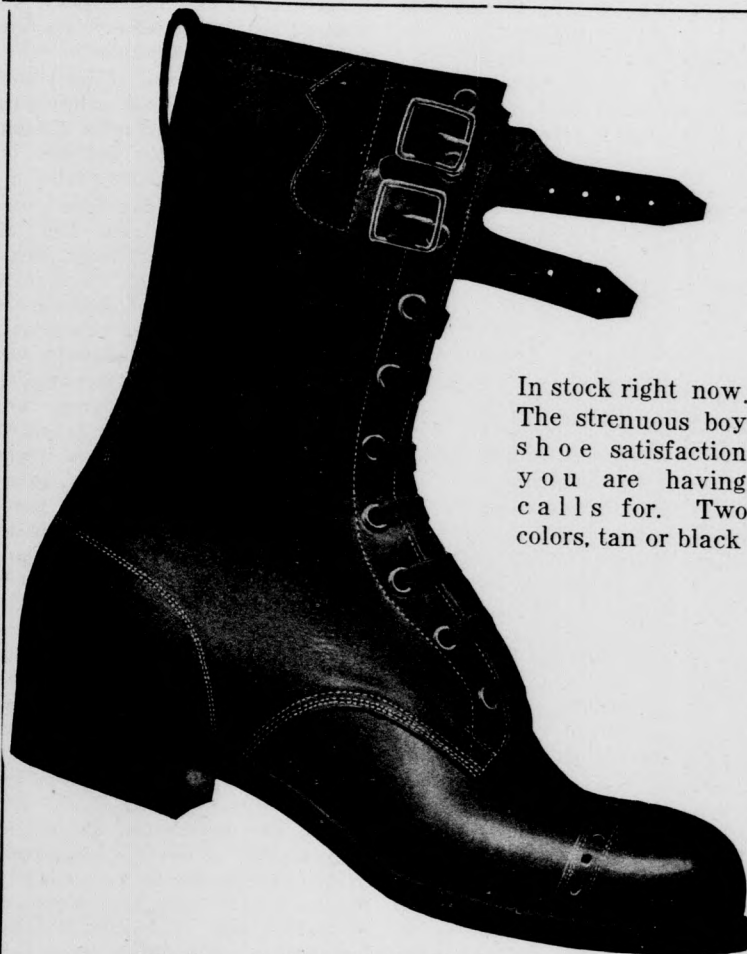
Change is absolutely necessary.

Eschew alcohol and tobacco.

Smoke all you want to. Drink everything.

Keep cool.

Perspire profusely.



In stock right now.
The strenuous boy
shoe satisfaction
you are having
calls for. Two
colors, tan or black

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



TRY THEM THEN BUY THEM

Comfort Cements the Customers
that quality and appearance create. That is the reason why

The Princess Comfort Shoe

is such a desirable leader for the go-ahead shoe merchant, because elegance and comfort are characteristic of this comfortable line of shoes for women.
Write for our descriptive booklet today.

V. SCHOENECKER BOOT & SHOE CO.

MILWAUKEE
WIS.



What Constitutes the Greater and Better Charity.

Written for the Tradesman.

Winter is the time when the appeal of want and helplessness is the strongest. Under summer suns poverty may present picturesque and even charming aspects; but during the rigors of our Northern winters, hunger and cold and nakedness show forth all their ugliness and misery.

And as at this season the appeal is the strongest, so is the response abundant now as at no other time. Public aid is dispensed through the proper officials. Soup kitchens and bread lines afford sustenance to the unemployed, while purses are flung open and private charity is scattered sometimes even lavishly.

From earliest civilization it has been deemed an act of great merit to render assistance to the poor, the sick or the suffering. In proportion as any person had means at his or her disposal, the common judgment of humanity has laid upon him or her the obligation to aid those who lacked. Some have met the obligation freely and nobly, others gurdgingly or not at all; but the consensus of opinion never has questioned for a moment that all who are in affluent or even comfortable circumstances have a duty to the poor.

Until quite recently poverty, sickness and all kinds of suffering and misfortune have generally been regarded as inevitable conditions, things which, like the various phases of the weather, must be taken as they come. Certain individuals and certain classes of people were considered as destined to penury—they were "that kind." From this assumption that misery was unavoidable, there arose the very natural inference that it was useless to attempt anything but temporary relief. It was the warm coat for the shivering back, thick shoes for bare feet, the hearty meal for the empty stomach, and the cup of cold water for fevered lips.

Now and then a prophetic soul would think out some Utopian plan for abolishing poverty and wretchedness. From their very novelty such ideas gained some currency; but one by one they were discountenanced by practical minds as wild and chimerical projects.

Of late years, however, a marked change has come over the public thought, and much attention has been turned to the prevention and cure of extreme poverty. Not visionaries alone but men and women of hard heads as well as warm hearts have come to feel that poverty is a disgrace to our civilization, and that

beggary in all its forms ought to be stamped out, just as we now are trying to stamp out tuberculosis.

With this new view of want and distress have come new obligations, deeper and heavier and more difficult to discharge than the old one of granting merely temporary relief.

Already much has been done in accordance with this new line of thought. In almost all large places charity organizations have systematized the giving of alms, and imposture upon thoughtless kindness, which used to flourish mightily, has in some quarters been reduced to the minimum. More and more are thinking people coming to believe that to give employment is better than to give food, and that every child should be trained to some craft by which he may be able to make his way. More and more are manual and industrial training finding a place in our common schools.

While all these are moves in the right direction, still an appalling proportion of charitable effort is as thoughtless, as indiscriminate, as wastefully applied as of old. The preventive measures are neglected and when want thrusts its ugly visage before our eyes, we "dig down" and relieve our consciences. It is so easy to give ourselves a complacent feeling of benevolence by tossing a beggar a half dollar, that many of us do not stop to consider whether by so doing we really are aiding him, or, what is more likely, merely fastening the chains of pauperism more securely about him. We undo with one hand what we are doing with the other. Our voters, often because they know of no better way to handle the drink problem, continue to license the saloons; and we go on buying clothes and shoes for the drunkard's children. While city and village authorities are trying to abolish the tramp nuisance, tender-hearted ladies are handing out appetizing snacks to able-bodied men at their back doors.

The dispensing of charity is largely woman's work. Her quick insight and ready sympathy with all kinds of suffering give her special aptitude for the task. Then among the classes who have means to devote to benefiting humankind, the men are so engaged in business that they greatly prefer to turn all this kind of thing over to the women, who are supposed to have and perhaps do have more leisure for such undertakings as well as greater personal fitness.

So upon women as the chosen champions of benevolence must fall, in great measure, these larger tasks

GRAND RAPIDS BROOM CO.
Manufacturer of
Medium and High-Grade Brooms
GRAND RAPIDS, MICH.

\$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



139-141 Monroe St.
Roth Phone
GRAND RAPIDS, MICH.



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.

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

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

Walter Baker & Co. Ltd.
DORCHESTER, MASS.

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

The "Bertsch" Shoe For Men

Is Finding More Friends
Every Day



Last 26—All Leathers

We are now making this line in Vici, Gun Metal, Patent and Tan Leathers, both in the high shoes and oxfords. You can retail these shoes from \$3.00 up. They would be winners at a much higher price.

Send us your orders. We can supply your needs quickly.

"They Wear Like Iron"

Herold-Bertsch Shoe Co.
Makers of Shoes
Grand Rapids, Mich.

of charity, as they may be called, the work of various kinds which will make for the great end of doing away with want. Efficiency is now the watchword in industrial things—it should be made the slogan of charitable enterprises as well.

The many problems which this aspect of the subject brings up are fit topics for women's clubs to discuss and for the individual woman to ponder over. The instincts of humanity make it imperative that hunger and distress be given relief—even before we take the time to investigate the causes. But if, after giving the relief, we neglect to investigate the causes and if possible apply a radical remedy, we are leaving the larger half of our duty woefully undone.

Our efforts seem to us pitifully weak and inadequate. "We're up against the whole labor problem and pretty much all of the woman question, and a lot of laws on the statute books that ought to be changed, and I don't know what not!" exclaimed one earnest but sometimes dismayed charity worker.

The very size of the thing appalls us. But every little that is done in the right way helps. If each one of us will put more brains and more care and thought into our giving, far better results will be forthcoming. Need that has to be sought out is oftentimes graver than that which thrusts itself upon our attention. Always it is better to do something that will put a needy person upon his own feet than to place coins in ever-open palms. Build up the self-respect, the ambition; remember that the careless bestowal of alms destroys these virtues.

Of course the agreeable glow of benevolent feeling can not so quickly be obtained by the slow processes of training and teaching and inspiring to industry and thrift as by happy-go-lucky generosity; and if we have the money it is far easier to hand it out in larger or smaller amounts than to give the thought that will make the gift of money effective; but charity without thought does not fulfill the higher and deeper claims of Christian brotherhood.

I once asked a lady who gave freely of her time and means to benevolent work to tell me of the instance that had afforded her greatest satisfaction. I expected to hear of the relief of some extreme case of destitution, for I knew those eyes had seen much of human woe. Imagine my surprise when she replied with a little laugh: "Measured by results, I believe the best expenditure I ever made of a few dollars was when I used it to pay the fees to enroll my old friend, Kate Hatfield, in two or three teachers' agencies. Kate had been a teacher and a very successful one. She married and her husband squandered her earnings and then left her. She was alone in a big city. She tried to get clerical work of different kinds, but she was untrained in business and not cut out for it by nature. Her money was running very low. She had no "pull" to aid her in securing a place in the city schools.

But I am proud to say that I paid the fees and one blessed agency (I don't know whether they always are so successful) used her recommendations to advantage and got her a position in the West with a good salary. She has held it now for several years."

This little story has its lesson for every person with a helpful, kindly heart. Quillo.

Are Americans Degenerating Physically?

"The American race is degenerating with frightful rapidity," recently remarked William C. Muldoon, trainer and conditioner of men. "Money hogs and money madness are the twin causes of the decay," he said; "the corroding influence of the greed for wealth has been felt in every walk of life. Take the millionaires who achieve wealth. I treat lots of them, worn out, dissipated, crazed by their perpetual struggle for money. They are burned out, body and soul, and their children are worse. The younger generation loses its vitality, its ambition, its morals and its reputation. They are no good to themselves and no good to anyone else. And all this is the result of too much money."

"It is impossible to see where this degeneration will stop," he continued. "Every year it gets worse. The race every minute is becoming more hotly contested and men are driving themselves at a greater pace. Soon will come the inevitable collapse, for men can only go at a certain pace and then break down."

"I get patients from all over the country. I get sons of rich men, who come to my place with automobiles, servants and valets. I pack these accessories off home and the rich youngster stays or not, just as he decides. He may be broken down mentally and physically, but the former is the more important. Nearly all my subjects are neurasthenics, their nerves ragged, their digestion gone, and sufferers from insomnia. When a young man, probably afflicted with nervous breakdown, comes to me, I treat him the same as I do my other patients. He must learn to act for himself, take his own baths, dress himself and walk instead of motor-ing."

Salting the Newly Born.

A curious custom obtains in Asia and in some parts of Europe, which may be described as "salting the newly born." Those who favor this custom believe that evil spirits are driven away by salt, and that if salted the child is strengthened for life. The Russian Armenians entirely cover the bare skin of the child with fine salt, leaving the victim in pickle at least three hours. Afterward the body is washed in warm water. In parts of Asia Minor the new born child is placed in brine and left there for twenty-four hours. Certain tribes of Greece powder their children with salt, and the same custom is in use in parts of Germany.

Many a village gossip keeps posted by hanging around the postoffice.

Great Things in Store For Grand Rapids.

Minneapolis, Minn., Jan. 22—I note your editorial in the January 17 issue of the Tradesman. It was kind of you to so color my remarks before the Board of Trade, expressing them much more logically and in better form than in my little talk. That you grasped the spirit of same is most gratifying. My visit to Grand Rapids was made very enjoyable, and you may be sure I received more in inspiration and information than I contributed.

I know of no city located more strategically for accomplishments than Grand Rapids, and your people can make it what they wish, either a furniture university town, with the usual atmosphere of university towns, or an alert twentieth century metropolis. You have the men, the location and the money, and I am quite sure these three factors in your prosperity should be rated in priority of value in the order named.

W. L. Harris.

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

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

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.



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.

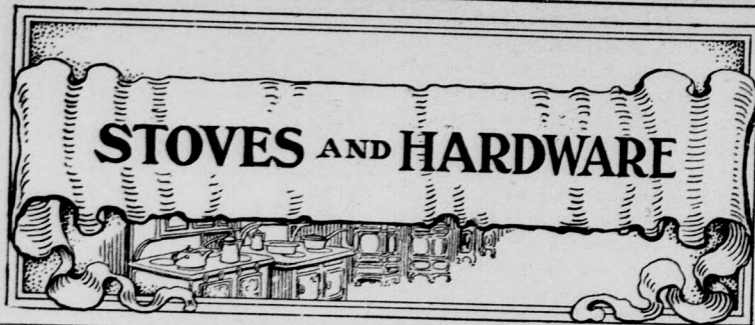
The quality is splendid, it is always uniform, and each purchaser is protected by that iron clad guarantee of absolute satisfaction.

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



Voigt Milling Co.

Grand Rapids Mich.



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.

Find Out Why People Trade at Your Store.

Do you ever take an evening to analyze your business and ask yourself why the customers on your books prefer to purchase steadily from you instead of going a little farther down the street to your competitor? If not you should do so. What particular advantage do you offer your customers? Why should they trade with you? What attracts them? Do you know?

Think it over. Is it merely because your store is convenient to them and that they have become accustomed to dealing with you? Or is it on account of the courteous manners of yourself and your clerks? Is your smile a little more pleasant, are your ways a little more obliging than those of the other storekeepers? Their merchandise may be as good, their prices just as favorable—or even more so—but still your trade is gradually increasing. Perhaps it is because your deliveries are a little more prompt or that your store is neater, cleaner and more inviting than that of your competitor.

It may be one or all of these reasons, but it is of vital importance to your best interests that you know just why.

"It is the little things that count." How often do we hear this time-worn old axiom, nod wisely to ourselves and then proceed to forget it as quickly as possible? And yet the little things are important. Your customers—the great buying public—are influenced by just these little things. If you will try to put yourself in the place of your prospective customer and discover why they purchase from your store you will probably find it is because of one of the reasons enumerated above.

But you must not let the investigation end there. Go carefully over the list of things that influence your customers and see if there is any way in which you can improve your service.

Of course the foundation for every business success is reliable merchandise and fair and square dealing. Your customers must have confidence in your judgment and business integrity. They must feel that they can depend upon your word and that you give them the best value for their money. But these essentials are not all that is needed. Let us start with your windows.

Suppose you are located on some busy thoroughfare. People passing by hurriedly will not stop to examine the merchandise in your windows unless it is displayed in a tempting and attractive manner. There must be some definite impression you wish to make and this idea must be concentrated in your windows to succeed. Don't let goods get shop-worn by being exposed to the sun too long. It gives passers-by the idea that that is the kind of merchandise you sell, and then such articles have often to be disposed of at a loss. Change your displays not less than once every week or two—oftener if possible.

Now, as we enter the store, is everything in order? Are the shelves neatly arranged, the counters free from miscellaneous packages, the advertising signs in place and is there a general air of business and prosperity about the place? If goods are arranged haphazardly it takes more of your valuable time to fill an order and then gives your customer an impression of untidiness.

How often does a customer go into a store with the intention of buying a package of tacks or a bottle of mucilage or some other trivial thing and after seeing other goods displayed run up his purchases several dollars? Quite often. Many interesting store displays can quickly be made with the different advertising features that manufacturers supply free of charge. These displays are often of quite an expensive character and if used effectively will bring additional sales and profits to you.

Then we come to your clerks. There is perhaps nothing that impresses a casual customer more than to enter a shop where the assistants are obliging, courteous and well informed. The writer knows a case where a lady passes half a dozen grocery stores every marketing day because the merchant about three blocks away says "good morning" so pleasantly and always keeps his promises as to time of deliveries.

Do your clerks know the "talking points" of the goods they sell? Are they sufficiently well posted to tell customers exactly how to use them or why they are better than others? You should have some definite system of instructing your clerks. Once a week give them a drilling in some new line you have just added—not which are often neglected. Then let the different salesmen who visit the store talk to them awhile and give the selling arguments and "reasons why."

All this may take a little time, but you will be well recompensed. Do not keep a grouchy clerk at any cost. Courtesy pays big dividends. Give particular attention to the women customers; let your assistants understand they must be polite at all times, even when dealing with chronic kickers.

Be prompt with your deliveries, not acceding to unreasonable demands, but when you say goods will be delivered at 11 see that they are delivered at 11 sharp. Service and courtesy are two big words in the vocabulary of every progressive merchant. Make your customers feel they are welcome.

We are often so busy with the many other things demanding our attention that we do not take sufficient time to make an analysis to see how we are progressing not only in the matter of sales and profits, but what is equally as important—the good will of our customers.

Do you know what brings the people to your store? If you do not, investigate and find out; if you do, try to improve and build a bigger, more profitable trade.—F. C. Kuhn in Iron Age-Hardware.

A Compromise.

Senator Gore was praising the art of compromise. "Compromise is a good thing," he said. "Take the case of a young builder I know. He got married about a year ago, and, after the marriage, he and his wife had an interminable dispute as to whether they should buy two motorcycles or a five-horse power runabout, suitable to their means. He said: 'My wife and I wrangled for months and months, but, thank goodness, we have compromised at last.' 'What have you compromised on?' I asked. 'A baby carriage,' he answered, with a wide, glad smile."

As a man's mind is bent, so is his tongue inclined.

Where Genius Shines.

Klymer—What is the secret of success in business? Selling the people what they want?

Muntoburn—No, not exactly; educating them into wanting the things you have to sell.

One way to avoid success is to dodge your duty.

ROBIN HOOD AMMUNITION (Not Made by a Trust)

Ask for special co-operative selling plan. Big Profits
Robin Hood Ammunition Co.
Bee St., Swanton, Vt.



A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, \$8.50 to \$350.00
EASY TERMS.
Catalog Free.

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

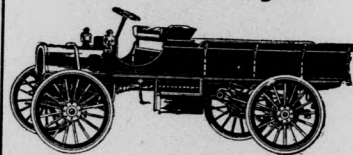
Established in 1873

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

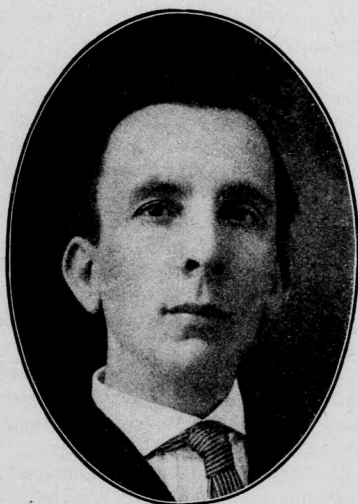
CLARK-WEAVER COMPANY, 32-38 S. Ionia St.
The only EXCLUSIVE WHOLESALE HARDWARE in Western Michigan

Foster, Stevens & Co. Wholesale Hardware

10 and 12 Monroe St. :: 31-33-35-37 Louis St
Grand Rapids, Mich.

SCCCESSFUL SALESMEN.**G. E. De Nise, House Salesman for Worden Grocer Co.**

Glen E. De Nise was born in Lowell township, Kent county, Dec. 31, 1877. His antecedents were Holland on his father's side and German on his mother's side. He attended district school as a boy and subsequently spent three years in the Grand Rapids public schools. At the age of 14 he entered the general store of Geo. W. McKee, at Alto. At the age of 18 he again attended school in Grand Rapids to pursue special studies. When he was 19 years old he engaged in the grocery business at Alto, which he continued two years. He then sold out, coming to Grand Rapids and entering the employ of the Wurzburg Dry Goods Co., taking charge of the grocery department. He remained in



this position three and a half years, when he formed a copartnership with B. C. Kimes, engaging in the grocery business at 26 West Bridge street under the style of De Nise & Co. L. O. Barber subsequently bought out his partner's interest and the business was conducted under the style of De Nise & Barber for two years. He thereupon bought the interest of his partner and continued alone until two weeks ago, when he sold out to Smith & Schoonfield to take the position of house salesman for the Worden Grocer Co., where his knowledge of the retail business and his wide acquaintance with the trade will serve a useful purpose. No change of the kind in years has given the retail trade more genuine pleasure and real satisfaction.

Mr. De Nise was married June 1, 1896, to Miss Bertha M. Godfrey, of Lowell. They have four children—three boys and one girl, and reside at 330 Bowery street.

Mr. De Nise is a member of the Second Street Methodist church and a member of Doric Lodge. He has long been associated with the Grand Rapids Retail Grocers' Association, having served in the capacity of President for three years and been Second Vice-President of the State Association for the past year. Such recognition of the man on the part of his fellows shows the esteem in which he is held by the trade and

the confidence which is reposed in him as a safe and satisfactory counselor.

Mr. De Nise attributes his success to close attention to business. His hobby is baseball, principally as a rooter. It is understood that he does not always pay all of his baseball bets, but aside from this peculiarity he is regarded as game and is generally conceded to be one of the best fellows in the world—one of the kind of men who is destined to go still higher in the race of life and hold still more exalted positions of trust and responsibility.

The Grocer and the Soap Trade.

Written for the Tradesman.

If there is any kind of mail order buying which is a source of annoyance to the grocer it seems to us it must be the sending away for soap. Not that the grocer worries over the loss of profit on soap, for the common custom of offering so many bars for a quarter leaves the grocer little or no net profit. The person who has investigated the matter knows that these mail order buyers are cheating themselves. They have less excuse than the most of those who buy other classes of goods. They pay more per pound for no better soap than they would have to pay at the grocery, and in order to make up their soap order to one dollar per member each month they buy cosmetics, toilet articles, etc., which they do not need and would not otherwise buy at all. And for such they also pay exorbitant prices. The grocer finds out that it is impossible to convince these people, or induce them to admit, that they have to pay anything for the piece of furniture or article which is "given" with every ten dollar soap order.

It is one of the hardest propositions pertaining to the mail order question with which the grocer has to deal, and we are waiting for some one to tell us of a feasible plan to apply in such cases. How shall the grocer hold the soap trade and obtain a satisfactory profit?

It may be safe for a merchant to rail against mail order catalogue houses, but he should be careful what he says about ladies' soap clubs. If it were possible for him to out-talk or out-argue one or all of the members in his community, it would not likely make a sale for any more soap from his store. The best way is to give a bar and ask the lady to use and compare it with the kind she has been using. Do not say: "Here is something better than Larkins," or, "Here is a good soap that will cost you less than you are getting through the soap club," but get them to try it and then, if they are pleased with it, quote quantity prices. Always try to sell the soap that gives general satisfaction and, if possible, is also the cheapest per pound. Never attempt to push the sales of a soap solely because there is a larger profit per bar or box for you.

E. E. Whitney.

Better a bird in the bush than two bats in your belfry.

Out After a State Hotel Inspector.

Coldwater, Jan. 23.—That the work of the Grand Legislative Committee is bearing results is evidenced by the response from the subordinate councils in the form of resolutions on the parcels post and other matters of legislation.

At the meeting of the Committee with the State Board of Health on Jan. 12, an invitation was extended to the Committee by the Board to meet with them at Ann Arbor on Jan. 30. The chairman of the Committee was chosen to represent the Committee and has had the subject of hotel sanitation assigned to him on the programme. It is through these meetings with the boards that the Committee hopes to gain favor for the enactment of a law by the Legislature creating the office of hotel inspector.

Now that the roller towel has been given attention, the next move will be for the hotel inspectorship, and while we are putting forth our best efforts in that cause, do not neglect your duty on the parcels post bill, and don't forget your slogan, TIP NO MORE. The chairman of the Committee is wearing an anti-tip button alongside of his U. C. T. emblem and up to date has experienced no unpleasantness by reason of

wearing same. Any member or traveling man who wants to boost the cause and will wear one of these buttons can secure the same by writing to the Committee.

John A. Hach, Jr., Chairman.

Wilmarth Show Case Co.**Show Cases
And Store Fixtures**

Jefferson and Cottage Grove Avenues
Grand Rapids, Mich.

**Nachtegall
Manufacturing Co.**

S. Front and P. M. R. R.

Grand Rapids, Michigan

Manufacturers of high grade

**Bank, Store
and Office Fixtures**

We make an improved

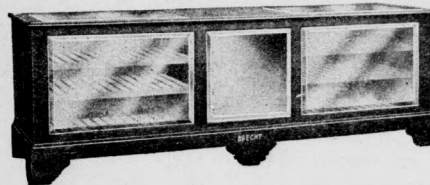
**Removable, Sectional and
Interchangeable Office Partition**

Quickly put up and easily taken down. Get our price on your new office equipment.

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.

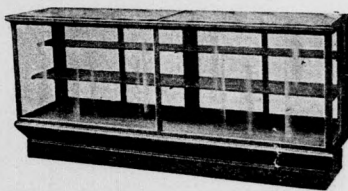
Write Department "K" for Particulars

THE BRECHT COMPANY

ESTABLISHED 1853

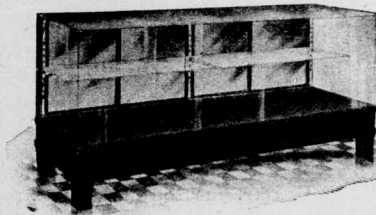
Main Offices and Factories ST. LOUIS, MO.

New York Denver San Francisco Hamburg Buenos Aires

**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



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. Crow, 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. Wittliff, 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. Hammell, Lansing; John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette.

Out With the Old—In With the New.

Lansing, Jan. 20—The sixth and last meeting of the Board of Directors of the Michigan Knights of the Grip was held at the office of the Secretary, F. M. Ackerman, this city, and called to order by the President, J. C. Wittliff.

Roll call found all present except Brother Phillips.

Minutes of the last meeting read and approved.

Brother Day moved that a correction of the letter to Brother Weeks be made with explanation. Carried.

Moved by Brother Day that if Mrs. Randall can not continue to pay Mr. Randall's assessments in the future that the Board will take care of the same and not let his membership lapse. Also that the Secretary should reply to her letter of recent date. Carried.

Moved and supported that F. M. Ackerman, Secretary, be reimbursed in the sum of \$3 for the payment of Brother J. H. Earle's assessment, No. 5. Carried.

Moved and supported that the Secretary's report be accepted and placed on file. Carried.

Moved and supported that the Treasurer's report be accepted and placed on file. Carried.

The Finance Committee report that the books of the Secretary and Treasurer have been examined and found correct. Report accepted and placed on file.

Moved by Brother Goppelt that the following bills be allowed and orders drawn on the Treasurer for the payment of same:

J. C. Wittliff, Board meeting...\$4.25
 John D. Martin, Board meeting. 5.58
 F. M. Ackerman, Board meeting 1.75
 W. J. Devereaux, Board meeting 7.00
 F. L. Day, Board meeting..... 4.78

H. P. Goppelt, Board meeting... 4.58
 Lou J. Burch, Board meeting... 6.00

I. T. Hurd, Board meeting.... 4.84

Moved and supported that the bill of F. M. Ackerman, Secretary, amounting to \$60.47, being salary of 5 per cent. on \$1,209.50, be allowed and paid. Carried.

Moved and supported that the bill of Lou J. Burch, Treasurer, amounting to \$24.19, being salary of 2 per cent. on \$1,209.50, be allowed and paid. Carried.

Moved and supported that the bill of F. M. Ackerman, amounting to \$10.25, being services of stenographer at the annual convention and express charges, be allowed and paid. Carried.

Moved by Brother Goppelt that the bill of Brother John A. Hoffman, amounting to \$24, for procuring new members be allowed and paid from the promotion fund. Carried.

Moved by Brother Goppelt that the following death claims be allowed and orders drawn on the Treasurer for the payment of the same:

B. C. Bastedo\$500
 Mark Tomlinson 500
 Wm. F. Hall 500
 J. A. Massie 500

Moved by Brother Martin that the Board extend a letter of thanks to the retiring President, Secretary and Treasurer for the efficient work during their past administration. Carried.

Moved by Brother Martin that a vote of thanks be extended to Post C, Detroit, for the excellent entertainment given the members of the annual convention Dec. 27 and 28. Carried.

The retiring President made a few remarks, after which it was moved and supported that we adjourn sine die. F. M. Ackerman, Secretary.

In With the New.

Lansing, Jan. 20—The first meeting of the Board of Directors of the Michigan Knights of the Grip, held at the office of F. M. Ackerman, this city, was called to order by the President, C. P. Caswell. Roll call found all present except Brother Phillips.

A communication from the Allen Printing Co. was read and referred to the Secretary.

The President appointed the following committees for the year 1912:
 Finance—H. P. Goppelt, Saginaw; F. L. Day, Jackson; John D. Martin, Grand Rapids.

Printing—J. Q. Adams, Battle Creek; C. H. Phillips, Lapeer; I. T. Hurd, Davison.

Legislative—J. J. Frost, Lansing;

E. O. Wood, Flint; F. S. Ganiard, Jackson.

Railroad—M. S. Brown, Saginaw; W. D. Watkins, Kalamazoo; J. C. Wittliff, Detroit.

Hotels—F. N. Mosher, Port Huron; M. H. Steiner, Muskegon; G. C. Steel, Battle Creek.

Bus and Baggage—J. C. Saunders, Lansing; V. L. Garand, Detroit; E. J. Schreiber, Bay City.

Employment and Relief — W. J. Devereaux, Port Huron; Alva Davis, Flint; F. L. VanTyle, Bay City.

Chaplain—A. G. McEachron, Detroit.

Sergeant-at-Arms—D. G. Crotty, Detroit.

Moved and supported that the appointments as made by the President be confirmed. Carried.

Moved and supported that assessment No. 1 of 1912 be called for Feb. 1 and close Feb. 29. Carried.

Moved and supported that an order be drawn on the employment and relief fund for \$2 to pay the assessment of P. M. Dyer. Carried.

Moved and supported that the following bills be allowed and paid for expenses in attending this meeting:

J. Q. Adams\$3.07
 John A. Hoffman 5.99
 C. P. Caswell 6.00

Moved and supported that an order for \$3 be drawn on the general fund in favor of J. A. Hoffman for procuring three new applications.

Moved and supported that the Secretary be authorized to procure a new membership book. Carried.

Moved and supported that an order for \$50 be drawn on the general fund for postage stamps. Carried.

Moved and supported that the parcels post resolutions be turned over to the Legislative Committee. Carried.

Moved and supported that the bond of the Treasurer be made \$6,000 and that the President be authorized to accept the same in behalf of the Board. Carried.

Moved and supported that the bond of the Secretary for \$3,000 be accepted. Carried.

Moved and supported that we adjourn to meet at the office of the Secretary, at Port Huron, Saturday, March 2. Carried.

W. J. Devereaux, Secretary.

Travelers Start War on Hotels and Roads.

Chicago, Jan. 22—Plans have been made in this city by the directors of the National Association of Traveling Men to wage a relentless war throughout the country against the "unfair" methods used by hotel-keepers, baggagemen and railroads "to the injury of the traveler." To make the war effective the travelers voted to increase their directorate from six to twenty-four members.

The traveling men charge:

That there are numerous hotels where it is almost impossible for a guest to get the same room twice; the price usually is "boosted."

That railroads, by limiting to 150 pounds the amount of baggage that can be carried, and by attempting to do away with the wardrobe trunk,

are unjust to the traveler who uses the road once or more a week as compared with the traveler who uses it only once a year.

That draymen and baggagemen charge extortionate prices for short hauls and give poor service; in some places it would appear that there is an agreement between the different owners.

Lew Rothschild, President of the organization, said the method planned to "bring the offenders to time" was a campaign to withdraw all patronage from them.

"If the word is passed along the line that a certain hotel is not treating the traveler right, you may rest assured there will be a change of methods or of ownership before long," he said.

"The injustice that the travelers have to tolerate is nothing less than an organized system preying on a hard-working and peaceful class of citizens.

"Think of it: There are hotels where it is almost impossible to obtain the same room twice at the same price. A man goes in and registers and is given the room at a certain price. When he arrives again the price is 'boosted.' The only reason I can see for this treatment is that the hotelkeeper feels that the traveler is compelled to patronize his house, and that is true in some places.

"There is, however, a war to remedy this. By a little inconvenience at times the traveler can 'make' the next town and stop there."

The directors of the organization are: J. C. Hartough, William M. Hopkinson, W. C. Eggert, James Hyman, William Wolff and W. C. Remick. The eighteen new directors are to be selected at once.

System is a good thing in a store, but system does not mean everything tied up so tight with red tape that nobody can do anything without calling a meeting of the board of directors.

G. J. Johnson Cigar Co.

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

Carbon Coated Sales Books

Every Size and Style
 Prices ranging from .02 $\frac{1}{2}$ to .05 per book
 Send us your sample and get our priced on your book

CONNARD-HOCKING CO.
 136 West Lake St. Chicago, Ill.

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.

News and Gossip of the Traveling Boys.

Grand Rapids, Jan. 22—John A. Hach Jr. for Grand Sentinel.

Now we owe Fred Richter an apology for criticizing an article over his name, we know now that he never wrote the article at all, which, by the way, was a pure fabrication and spite work. We also wish to criticize E. A. Stowe for publishing an anonymous communication, especially where it criticizes a person or persons. Such articles should be signed by the writer and the name printed with the communication. However, most of the boys know who wrote the article and we hope the firms employing the boys who were made the butt of the attack understand the circumstances also.

The smoker given last Saturday night by the Grand Rapids Council, No. 131, was a grand success. The crowd was so large that the hall was filled to overflowing. The committee, consisting of Walt and Ed. Ryder, Lovelace, Borden and Keane, deserve the thanks of the Council for their faithful and untiring efforts toward making the smoker the success it was.

Frank Hughes, of Edson-Moore & Co., Detroit, was in Grand Rapids for a couple of days last week. Mr. Hughes seems to get better with each visit.

Al Windt, who has been suffering with inflammatory rheumatism, has been removed to the St. Louis sanitarium. Reports from the sanitarium say he is improving rapidly.

News reports say we are going to have a new hotel to accommodate the visiting furniture buyers. We have yet to see a single article in any of the papers that mentioned the traveling men, who really suffered most by the lack of rooms and sample rooms. But then this is a furniture town and the travelers can sit up in chairs all night or else go to Ada or Kent City and sleep.

Ninety non-members and visiting members attended the smoker Saturday night.

Reports say that warrants for fifty were taken out for citizens in Kalamazoo for not cleaning the snow from their walks. What a swell chance to raise a few millions in fines for the city of Grand Rapids!

It is a shame and a disgrace that the walks leading up from the Union Depot to Division street are not taken care of. The street is very steep and the walks are icy. The least that the city, railroad company or the citizens whose residences or business place adjoin Oaks street could do would be to sand the walks.

The traveling men are going to attend the East Congregational church in a body next Sunday. We hope the turnout will be a large one, as the Rev. Hancock deserves a visit from the boys. And right now let us mention that the reverend gentleman is one of the "boys" himself. The invitation is open to all traveling men from all parts of the city.

H. C. Swann and D. H. Marchant, of Chicago, are spending a couple of weeks in Grand Rapids. We are in-

clined to think that Mr. Swann is spending a good share of his visit with us.

M. A. Russell, of Battle Creek, the popular salesman whose initials stand for and who sells Moss Agate cigars, had a very severe cold last week; in fact, the cold was so severe that he could scarcely speak above a whisper. When the train reached Alba, he was not feeling any too good and when he got to the hotel and entered the dining room, G. R. Alexander, who was with him, called the waitress over and explained to her that Mr. Russell was in his charge and he was taking him to the Traverse City Asylum. He asked her to wait on him nicely and give him whatever he called for, as he grew violent if his wishes were not acceded to. As far as Moss Agate R. was concerned, the joke was all right, as the girl waited on him and paid no attention to the rest of the boys until he had his fill and was ready to leave. And Alexander, for his pains, waited an extra 30 minutes for his supper.

J. M. Chaphe, an old-time traveling man of St. Louis, Mo., is in Grand Rapids inspecting the installation of a new steam turbine engine for the Grand Rapids-Muskegon Power Co.

J. Rudolph Seewald must have been hooked early in the new leap year. He has been looking over the city preparatory to purchasing a home in Grand Rapids.

Which reminds us that we would like to recommend a trio of first-class bachelors to the girls. They are well fed, handsome and have knocked around so long that they should appreciate a loving wife and a good home. We refer to Will Wilsterman, of Calumet, Milo Whims, of Ishpeming, and Michael J. Clarkin, of Detroit.

Besides, it makes us jealous to see the freedom they have.

Don't forget the U. C. T. dance to be given Saturday night at their hall in the Herald building. All traveling men and their friends are invited.

Now that the smoker is over we will patiently wait for the opening ball game as the next leading attraction.

"Rasty" Stark is on his two weeks' trip. He ought to have a grist of news for next week's issue. Of course, we don't expect he will tell us all the happenings on his trip. The Tradesman has quite a large mailing list.

The Tradesman is one of the few trade journals that is full of interesting news and stories for business men and laymen alike.

J. J. Berg, of South Bend, representative for Wheelock & Co., spent a few days in Grand Rapids last week on business. J. J. reports a very fair business.

Fred May and Wally Wendell went in cahoots and took a few chances at the Elk's fair last week. Among their winnings were a sack of flour and a ham. When it came to making a division they nearly caused a riot. Both wanted the flour and both wanted the ham. Finally they compromised by matching to see who got the

flour, Wally won. The ham was left and both still had one-half interest in same. Fred proposed to match for the ham. Wally, game to the core, consented. Again Wally won. We do not care to go into the final shocking details, but would like to offer this moral for Fred's benefit! When forming a partnership for a sack of flour and a ham, take one of our nationality—then there will be no argument over the ham.

In last week's issue of the Tradesman, the Saginaw correspondent says that the ball team up in the "Salty" district will give the Grand Rapids boys a run for their money next June. Tut, tut, the Columbian league is now trying to take the U. C. T., No. 131, team into their fold.

A short time ago we criticized one of the northern hotels for uncleanness. The local paper there comes back and says what we stated was only too true, but that the State Hotel Inspector had been there and that he was to blame for not enforcing the State law. We think the Inspector's office probably needs a cleaning out, also, if such is the case.

The new Association of Commerce has certainly accomplished wonders to date. It has secured some new speakers to speak to them—but no now industries for the city.

Frank "Morrell" Newman has launched out as an orator on "Psychology." Frank, who is a very apt pupil, will start his lecture course at once. His itinerary includes the following towns: Cedar Springs, Morley, Harvard (not at Cambridge), Campionsburg and Gratton—maybe. Frank, who is a natural linguist, will make Webster's Unabridged Dictionary look like a bad deuce in a new deck. He also intends growing a goatee to add dignity to his new calling.

Carl Boyd, representative for the Kellogg Switch Board Co., has completed arrangements for feeding and entertaining the night marauders. He wishes us to request through these columns that his friends call after midnight so he can get a few hours sleep before they come. Spot Cash is especially invited to appear again.

Don't forget the U. C. T. dance Saturday night.

B. C. Saxton, 62 Terrace avenue, member of Grand Rapids Council, No. 131, U. C. T., and representative for the Grand Rapids Brush Co., has had more than his share of troubles in the past few months. No sooner had he recovered from a two months' illness, when his wife was taken down with a complication of diseases and is in a very serious condition. We wish to extend our sympathy to Mr. Saxton.

J. M. Goldstein.

Saginaw Holds a Get Together Meeting.

Saginaw, Jan. 23—Saginaw Council, U. C. T., enjoyed a banquet and smoker last Saturday evening and had as its guest Brother Jim Hammell, of Lansing, a member of the Grand Executive Committee, and a goodly number from Bay City and Flint councils. As there were no candidates on hand to take the work, the meeting was opened in the regu-

lar form by Senior Counselor W. E. Guy, who announced that the meeting would be one in which the boys would "get together" and get better acquainted, and several were called on to tell of the good of the order, among them being Bro. Hammell, who gave the boys a very interesting talk along this line, and there were several other talks from Bay City and Flint and Saginaw Councilors. It did not take one very long to learn that this is one of the greatest fraternal orders in the world. After several very interesting talks, the Entertainment Committee announced that everything was ready for the inner man and the boys were ushered into the banquet hall, where everything was in readiness and all enjoyed this part of the meeting and were soon ready for an after dinner smoke. As soon as the cigars were passed, M. S. Brown, Grand Page of Michigan, acted as toastmaster in a very befitting manner, and again Bro. Hammell took us back over the past thirty years he had been on the road and mentioned that in that time two sons had come into his family and both were members of this great order. (The writer would like to mention that this is a record for the other Grand officers to look up to). The fact that everybody was having a good time—at least the Flint boys—is shown by the fact that they let the last electric car go and stayed over and took the 3:30 a. m. train.

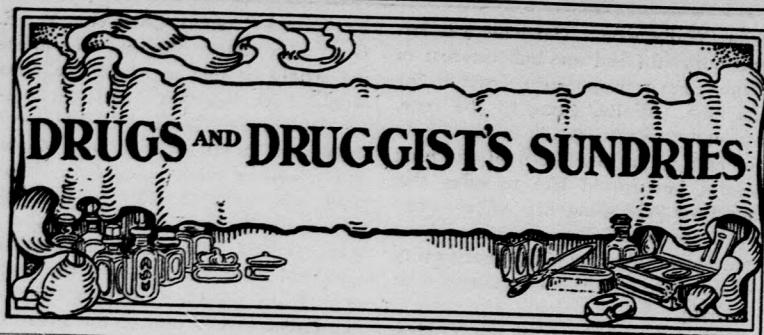
As Bro. C. W. Taylor, of Saginaw Council, is about to leave Saginaw to engage in business for himself at Millington, he was to have been presented with a fine umbrella with his name and number of U. C. T. Council engraved upon the handle, but as he was unable to attend, a committee was appointed to deliver same to him. He has the good wishes of all the boys for his future success.

After Saginaw had been extended invitations from Bay City, Flint and Lansing to attend future meetings of a similar character we closed in the name of the U. C. T. C. S. F.

Ionia Standard: A traveling salesman who spent the night in Ionia, after probably getting "skunked" so far as business was concerned, went to Fowler Thursday morning, and proceeded forthwith to get even with the Ionia county seat. He was aware that Lyle French was to visit Fowler Thursday, so he proceeded to frame it up with the authorities there to prohibit Lyle from landing within the municipal confines, giving as the reason the report that there are "twenty-two cases of smallpox in Ionia, and that Fowler folks must be safeguarded," and Lyle was warned by telegraph not to come.

A Marshall correspondent writes as follows: Lee Allen, for the past eight years clerk in the H. A. Preston shoe store, at Battle Creek, left Monday for Wheeling, West Va., where he will represent the United Candy Co., of this city. His territory will diverge from that point.

Two-faced people make a specialty of manufacturing barefaced lies.



Michigan Board of Pharmacy.
President—Ed. J. Rodgers, Port Huron.
Secretary—John J. Campbell, Pigeon.
Other Members—Will E. Collins, Owosso; W. A. Dohaney, Detroit and Edwin T. Boden, Bay City.

Michigan Retail Druggists' Association.
President—D. D. Alton, Fremont.
First Vice-President—J. D. Gilileo, Pompell.
Second Vice-President—G. C. Layerer, Bay City.
Secretary—R. W. Cochran, Kalamazoo.
Treasurer—W. C. Wheelock, Kalamazoo.
Executive Committee—W. C. Kirschgessner, Grand Rapids; Grant Stevens, Detroit; R. A. Abbott, Muskegon; Geo. Davis, Hamilton; D. G. Look, Lowell; C. A. Bughee, Traverse City.
Next Meeting—Muskegon.

Michigan State Pharmaceutical Association.
President—E. W. Austin, Midland.
First Vice-President—E. P. Varnum, Jonesville.
Second Vice-President—C. P. Baker, Battle Creek.
Third Vice-President—L. P. Lipp, Blissfield.
Secretary—M. H. Goodale, Battle Creek.
Treasurer—J. J. Wells, Athens.
Executive Committee—E. J. Rodgers, Port Huron; L. A. Seltzer, Detroit; S. C. Bull, Hillsdale and H. G. Spring, Unionville.

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

Relation of the Proprietor, Clerk and Customer.

As I view the subject, the most important part of this business structure is the foundation on which it is to rest, namely, the "qualifications and business ability of the proprietor." In proportion as either of these qualities are lacking, the structure is weakened, and the undertaking will correspondingly suffer. Now, what constitute the qualifications referred to? Diplomas and certificates of registration are important, yet they only attest to the fact that the person receiving them was a competent pharmacist at the time they were issued and not to his qualifications and ability as a proprietor.

What I regard as a qualified proprietor is one who has kept in line with the progressive spirit of the age as it relates to pharmacy and to other important questions of the day, one who has an interest in and takes an active part in all the vital affairs for the betterment of the community in which he lives. In short, he is a broad-minded, well-balanced man, competent to properly adjust the professional and commercial relations of his business to meet the requirements of his particular location and trade. The foregoing, in brief, is a general outline of the qualified proprietor.

The specific qualifications are ability to manage and care for the professional and selling end of the business. The business qualifications or ability to financially manage the

business is another part of this proposition. The proprietor may be a perfectly competent pharmacist and authority on modern salesmanship and yet the business may not be successful. Then what constitutes financial and business ability in this connection? It is in buying only what you can sell, to sell at a profit and to spend no more than you make. This may seem to be a narrow and limited view of what constitutes financial ability, but I can assure you if this rule is strictly adhered to the principle will result in making a safe, conservative, broad-minded business man.

Such a proprietor as has been outlined will see that only fair and honest methods are employed in selling goods; allows no misrepresentation or questionable practices to prevail; will sell only drugs of such quality as he would use in his own family; will deal justly and fairly with each clerk and customer and thereby have the confidence and respect of both.

The ideal proprietor does not come upon the stage of action ready-made, but acquires or attains this condition by growth and experience. The best conditions for promoting this growth and experience come from close association with men engaged in pharmacy by affiliating with local, state and national pharmaceutical associations, by reading drug journals and frequently his clerks are able to impart some pharmaceutical knowledge or business information of value, provided, of course, that he thinks it would be appreciated.

The clerk is largely what you make him. If you are careless, negligent, disorderly, independent or untidy in appearance, he will, in all probability, grow to be like you. On the other hand, if you are the right kind of a proprietor, he will be the right kind of a clerk. As the clerk of to-day is to be the proprietor of to-morrow, the class of pharmacists of the future depends much on the proprietor of to-day. The best preparation for present and future usefulness is in making him self-reliant by placing upon him all the responsibility which can consistently be assigned. The clerk's ability should not be measured wholly by the amount of sales he is able to make, but rather by his ability to make and hold customers.

The customer is an important factor in the combination, and if he can be made a regular one he is a very valuable asset to any store, and if he is one it is because he likes your business methods and has confidence in your ability to serve him correct-

ly. If you would retain him do not lower your professional standing by an overload of "commercial enterprise." F. D. Warner.

Loafing Behind the Prescription Case.

Is there a good deal of loafing behind your prescription case, accompanied by laughter and the hum of conversation? It is hardly necessary to inform you that this will not help business.

Every druggist knows that. Nearly every druggist is pestered more or less by this problem. Very often good customers acquire the habit of walking behind the prescription case at any and all times, and it is very difficult to call them down. Yet often it must be done. The writer has known more than one druggist to weigh the consequences carefully, figuring that if a certain customer was called to account his business would be lost to the store. It so happens sometimes that a customer does get angry and his business is lost, but it also happens that it is better to lose the custom of one man rather than let him drive several customers away from the store.

Young physicians are often offenders in this respect, and the druggist, of course, feels great hesitation in calling a physician down. Conversation behind the prescription counter is always bad for business. A whisper sounds louder than it really is, and a laugh seems very much out of place to a customer out in front waiting for the medicine for a sick wife or child. From his viewpoint the store takes on the aspect of a club-house, and business looks like a joke. You do not necessarily have to offend a customer to keep him from behind the prescription counter. Just explain the matter to him in a friendly way and you can keep his good-will. But take the case in its infancy; that is the time to talk.

Shampoo Paste.

The following is a convenient preparation for the use of travelers:

Cocoonut oil 16 ozs.
Potassium hydrate 2 ozs.
Potassium carbonate 1 oz.
Oil rose geranium 10 dps.
Oil bergamot 30 dps.
Distilled water sufficient

Melt the cocoonut oil, dissolve the caustic potash in 8 fluidounces of distilled water, and add gradually and with constant stirring to the hot oil, continuing the heat and stirring until saponification is complete. Discontinue the heat, to the warm soap add the potassium carbonate dissolved in 4 fluidounces of water, stir or heat until the paste is uniformly smooth, and finally incorporate the volatile oils. Other volatile oils or synthetic perfumes may be used.

Eucalyptus Dog Soap.

Soft soap 30 ozs.
Acid carbolic 3 ozs.
Oil eucalyptus 1 oz.
Water to make 160 ozs.

Dissolve the soap in hot water, and when quite cold add the carbolic acid and eucalyptus oil. For use, wet the dog thoroughly with warm water, beginning with the head. Pour the liquid soap along the back and work up a copious lather on every part of the animal, adding more water and liquid soap as required. Rinse the dog well in tepid water, wipe dry and finally exercise.

To Improve a Dog's Coat.

The best means to promote the growth and beauty of the coat is by the regular use of comb and brush. At intervals rub into the coat the yolk of an egg, and on no consideration use too warm water. Should the coat become muddied, let the mud dry on and brush thoroughly when dry. An emulsion of yolk of egg and glycerin with enough eucalyptus oil to "nose" it applied three times a week and thoroughly brushed off when dry will produce a sleek coat and also promote the growth of the hair.

Devotion.

When the doctor called to see the baby its mother informed him that the medicine left for the infant the day before was all gone.

"Impossible," declared the surprised physician. "I told you to give him a teaspoonful once an hour."

"Yes, but John and mother and I and the nurse have each had to take a teaspoonful, too, in order to get baby to take it."

The Drug Market.

Opium, Morphine and Quinine—Are firm.

Cocoa Butter—Has advanced.

Santonine—Is higher.

Cuttle Bone—Has declined.

Prickly Ash Berries—Are lower.

American Saffron—Has advanced.

Oil of Cloves—Is lower.

Ipecac Root—Has declined.

To Whiten the Finger Nails.

An effective preparation is chalk mixed with hydrogen peroxide together with a small proportion of putty powder or kieselguhr mixed with citric acid.

Powder For Lice on Cattle.

This is usually a mixture of powdered hellebore and chalk. Other medicaments employed in powder form are stavesacre, naphthalin and powdered quassia.

A man can always manage to get home before midnight—if there is no place else to go.

It usually takes more than one swallow of liquor to make a man feel like a bird.

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

Aceticum	6@	8	Copaiba	1 75@	1 85	Scilla	0 50
Benzoinum, Ger.	70@	75	Cubebae	4 00@	4 10	Scilla Co.	0 50
Boracic	25@	30	Erigeron	2 35@	2 50	Tolutan	0 50
Carbolicum	45@	50	Evechthitos	1 00@	1 10	Prunus virg.	0 50
Citricum	3@	5	Gaultheria	4 80@	5 00	Zingiber	0 50
Hydrochlor	8@	10	Gerranium	0 50	75	Tinctures	
Nitrocum	14@	15	Gossypil Sem gal	70@	75	Aloe	60
Oxalicum	40@	42	Hedeoma	2 50@	2 75	Aloe & Myrrh.	60
Phosphorium, dil.	13@	15	Juniper	40@	1 20	Anconitum Nap's F	50
Salicylicum	1 00@	1 10	Lavendula	90@	4 00	Anconitum Nap's R	50
Sulphuricum	38@	40	Limons	1 60@	1 70	Arnica	60
Tartaricum			Mentha Piper	2 75@	3 00	Asafetida	50
			Mentha Verid	5 00@	5 25	Atrope Belladonna	50
			Morruhae, gal.	2 00@	2 75	Aurant Cortex	50
			Myrica	3 60@	4 10	Barosma	50
			Olive	1 00@	3 00	Piper Alba po 35	50
			Picis Liquida	10@	12	Piper Nigra po 22	50
			Picis Liquida gal.	0 40	40	Pix Bursum	10@
			Ricina	94@	1 00	Plumbi Acet	12@
			Rosae oz.	11 50@	12 00	Pulvis Ip'cut Opil	30@
			Rosmarini	0 10	0 10	Pyrethrum, bxs. H	50
			Sabina	90@	1 00	& P D Co. doz	75
			Santal	0 40	0 50	Pyrethrum, pv	20@
			Sassafras	90@	1 00	Quassia	50
			Sinapis, ess. oz.	0 65	0 65	Quina, N. Y.	17@
			Succini	40@	45	Quina, S. Ger.	17@
			Thyme	40@	50	Quina, S P & W	17@
			Thyme, opt.	0 10	0 10		
			Theobromas	15@	20		
			Tigil	1 60@	1 70		
			Potassium				
			Bi-Carb	15@	18		
			Bichromate	13@	15		
			Bromide	30@	35		
			Carb	12@	15		
			Chlorate	12@	14		
			Cyanide	30@	40		
			Iodide	2 25@	2 30		
			Potassa, Bitart pr	30@	32		
			Potass Nitras opt	7@	10		
			Potass Nitras	6@	8		
			Prussiate	23@	26		
			Sulphate po	15@	18		
			Radix				
			Aconitum	20@	25		
			Althaea	40@	45		
			Anchusa	10@	12		
			Arum po	0 25	0 25		
			Calamus	20@	40		
			Gentiana po 15	12@	15		
			Glycyrrhiza pv 15	16@	18		
			Hellebore, Alba	12@	15		
			Hydrastis, Canada	0 50	0 50		
			Hydrastis, Can. po	0 50	0 50		
			Inula, po	20@	25		
			Ipecac, po	2 25@	2 35		
			Iris plox	35@	40		
			Isalapa, pr.	70@	75		
			Maranta, 1/4s	0 15	0 18		
			Podophyllum po	15@	18		
			Rhei	75@	1 00		
			Rhei, cut	0 00@	1 25		
			Rhei, pv.	75@	1 00		
			Sanguinari, po 18	0 15	0 15		
			Scilla, po 45	20@	25		
			Senega	85@	90		
			Serpentaria	50@	55		
			Smilax, M.	0 30	0 30		
			Smilax, off's H.	0 48	0 48		
			Spigella	1 45@	1 50		
			Symplocarpus	0 25	0 25		
			Valeriana, Eng	0 25	0 25		
			Valeriana, Ger.	15@	20		
			Zingiber a	12@	15		
			Zingiber j	25@	28		
			Semen				
			Anisum po 22	0 18	0 18		
			Apium (gravel's)	0 18	0 18		
			Bird, 1s	4@	6		
			Cannabis Sativa	7@	8		
			Cardamon	70@	90		
			Carul po 15	12@	15		
			Chenopodium	40@	50		
			Coriandrum	12@	14		
			Cydonium	75@	1 00		
			Dipteris Odorate	4 00@	4 25		
			Foeniculum	0 30	0 30		
			Foenugreek, po	7@	9		
			Lini	6@	8		
			Lini, grd. bbl. 5 1/2	6@	8		
			Lobelia	75@	80		
			Pharlaris Cana'n	9@	10		
			Rapa	5@	6		
			Sinapis Alba	8@	10		
			Sinapis Nigra	9@	10		
			Spiritus				
			Fruementi W. D. 2	0 00@	2 50		
			Fruementi	1 25@	1 50		
			Junipers Co. O T	1 75@	3 50		
			Saccharum N E	1 90@	2 10		
			Spt Vini Galli	1 75@	6 50		
			Vini Alba	1 25@	2 00		
			Vini Oporto	1 25@	2 00		
			Sponges				
			Extra yellow sheeps'				
			wool carriage	0 1 25			
			Florida sheeps' wool				
			carriage	3 00@	3 50		
			Grass sheeps' wool				
			carriage	0 1 25			
			Hard, slate use	0 1 00			
			Nassau sheeps' wool				
			carriage	3 50@	3 75		
			Velvet extra sheeps'				
			wool carriage	0 2 00			
			Yellow Reef, for				
			slate use	0 1 40			
			Syrups				
			Acacia	0 50	0 50		
			Aurant Cortex	0 50	0 50		
			Ferri lod	0 50	0 50		
			Ipecac	0 50	0 50		
			Rhei Arom	0 50	0 50		
			Smilax Off's	50@	60		
			Senega	0 50	0 50		

Lupulin	0 1 75	Rubia Tinctorem	12@	14	Vanilla	9 00@	10 00
Lycopodium	60@	70	Saccharum La's	40@	50	Zinci Sulph	7@
Macis	65@	70	Salacin	4 50@	4 75		
Magnesia, Sulph.	3@	5	Sanguis Drac's	40@	50	Oils	
Magnesia, Sulph. bbl	1 1/4		Sapo, G	15@	15	Lard, extra	bbl. gal.
Mannia S. F.	75@	85	Sapo, M	10@	12	Lard, No. 1	30@
Menthol	7 75@	8 00	Sapo, W	15@	18	Linseed, pure r'w 92	1 09@
Morphia, SP&W			Selditz Mixture	27@	30	Linseed, boiled 93	1 10@
Morphia, SNYQ			Sinapis	15@	18	Neat's-foot, w str	65@
Morphia, Mal.			Sinapis, opt.	30@	30	Turpentine, bbl.	79 1/4
Moschus Canton	0 40	40	Snuff, Maccaboy,	0 30	30	Turpentine, less	85
Myristica, No. 1	25@	40	Snuff, DeVo's	0 54	54	Whale, winter	70@
Nux Vomica po 15	0 10	10	Soda, Boras	0 54	54	Paints	
Os Sepia	25@	30	Soda, Boras, po	0 54	54	Green, Paris	21@
Pepsin Saac, H &	0 1 00		Soda et Pot's Tart	0 30	30	Green, Peninsular	13@
P D Co.	0 1 00		Soda, Carb	0 1 1/4	1 1/4	Lead, red	7 1/2@
Picis Liq N N 1/2	0 2 00		Soda, Bi-Carb	0 3@	3	Lead, white	7 1/2@
gal. doz.	0 2 00		Soda, Ash	0 3 1/4	3 1/4	Ochre, yel Ber	1 1/2@
Picis Liq qts	0 1 00		Soda, Sulphas	0 3 1/4	3 1/4	Ochre, yel Mars	1 1/2@
Picis Liq pints	0 1 00		Spts. Cologne	0 3 00	3 00	Putty, comm'l	2 1/4@
Pil Hydrarg po 80	0 2 00		Spts. Ether Co.	0 50@	50	Putty, str't pr	2 1/4@
Piper Alba po 35	0 2 00		Spts. Myrcela	0 2 50	2 50	Red Venetian	1 1/2@
Piper Nigra po 22	0 12	12	Spts. Vini Rect bbl	0 1 30	1 30	Shaker Prep'd	1 25@
Pix Bursum	10@	12	Spts. Vini Rect 1/2 b	0 1 30	1 30	Vermillion, Eng.	75@
Plumbi Acet	12@	15	Spts. Vini Rect 1/4 b	0 1 30	1 30	Vermillion Prime	
Pulvis Ip'cut Opil	30@	50	Spts. Vini Rect 1/8 b	0 1 30	1 30	American	13@
Pyrethrum, bxs. H	0 75	75	Spts. Vini Rect 1/16 b	0 1 30	1 30	Whiting Gilders	0 95
& P D Co. doz	0 75	75	Strychnia Crystl	1 10@	1 30	Whit'g Paris Am'r	0 25
Pyrethrum, pv	20@	25	Sulphur, Roll	0 2 1/4	2 1/4	Whit'g Paris Eng.	0 25
Quassia	50	50	Sulphur Subl.	0 2 1/4	2 1/4	Whiting, white S'n	0 1 40
Quina, N. Y.	17@	27	Tamarinds	0 8@	10	Whiting, Varnishes	
Quina, S. Ger.	17@	27	Terebenth Venice	40@	50	Extra Turp	1 60@
Quina, S P & W	17@	27	Thebromiae	45@	50	No. 1 Turp Coach	1 10@



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.

6

Soda Crackers N. B. C. 1 00
Soda Crackers Select 1 00
S. S. Butter Crackers 1 50
Unedea Biscuit 1 50
Unedea Jinjer Wayfer 1 00
Unedea Lunch Biscuit 50
Vanilla Wafers 1 00
Water Thin Biscuit 1 00
Zu Zu Ginger Snaps 50
Zwieback 1 00
In Special Tin Packages 1 00
Per doz. 2 50
Minaret Wafers 1 00
Nabisco, 25c 2 50
Nabisco, 10c 1 00
Champagne wafer 2 50
Per tin in bulk 1 00
Sorbetto 1 50
Nabisco 1 75
Festino 1 50
Beate's Water Crackers 1 50

CREAM TARTAR

Barrels or drums 33
Boxes 34
Square cans 26
Fancy caddies 41

DRIED FRUITS

Apples
Evaporated, Choice, bulk 9
Evaporated, Fancy, pkg 11
Apricots
California 16@17
Corsican 16@17
Currents
Imp'd 1 lb. pkg. 9 9/10
Imported bulk 9 9/10
Peaches
Muir's-Choice, 25 lb. b 12
Muir's-Fancy, 25 lb. b 12 1/2
Fancy, Peeled, 25 lb. 18
Pears
Lemon American 13
Orange American 13
Raisins
Connorslar 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. 8 1/2 @ 9 1/2
Sublimas Bleached 12
100-125 25lb. boxes @ 8 1/2
90-100 25lb. boxes @ 8 1/2
80-90 25lb. boxes @ 8 1/2
70-80 25lb. boxes @ 9 1/2
60-70 25lb. boxes @ 10
50-60 25lb. boxes @ 11
40-50 25lb. boxes @ 12
1/4 c less in 50lb. cases

FARINACEOUS GOODS

Beans
Dried Lima 7 1/2
Med Hand Picked 2 50
Brown Holland 2 85
Farina
25 1 lb. packages 1 50
Bulk, per 100 lbs. 1 50
Original Holland Rusk
Packed 12 rolls to container
3 containers (36) rolls 2 85
5 containers (60) rolls 4 75
Hominy
Pearl, 100 lb. sack 2 20
Maccaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 2 50
Pearl Barley
Chester 4 75
Empire 5 00

Green, Wisconsin, bu. 3 60
Green, Scotch, bu. 3 60
Split, lb. 94 1/2

East India 6
German, sacks 6
German, broken pkgs 6

Flake, 100 lb. sacks 6
Pearl, 130 lb. sacks 6
Pearl, 36 pkgs. 2 25
Minute, 36 pkgs. 2 75

FISHING TACKLE
4 to 1 in. 6
1 1/2 to 2 in. 7
2 to 3 in. 9
3 to 4 in. 11
4 to 5 in. 15
5 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

Small 20
Medium 26
Large 34

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

FLAVORING EXTRACTS

Foot & 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 50
No. 4 size 18 00
No. 3 size 21 00
No. 8 size 28 00
Jaxon Mexican Vanilla
1 oz. oval 15 00
2 oz. oval 28 20
4 oz. flat 55 20
8 oz. flat 108 00

7

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
2 oz. Full Measure doz. 1 25
4 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.
Mapline
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, 26c per barrel additional.

Lemon & Wheeler Co.
Big Wonder, 1/4 cloth 4 50
Big Wonder, 1/2 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, 1/4 cl. 5 85

Grand Rapids Grain & Milling Co. Brands
Purity, Patent 5 20
Seal of Minnesota 5 60
Sunburst 5 80
Winward Flour 4 80
Wizard Graham 5 00
Wizard Gran, Meal 4 20
Wizard Buckwheat 6 50
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, 1/4s 6 40
Ceresota, 1/2s 6 30
Ceresota, 3/4s 6 10

Lemon & Wheeler's Brand
Wingold, 1/4s 6 30
Wingold, 1/2s 6 20
Wingold, 3/4s 6 10

Worden Grocer Co.'s Brand
Laurel, 1/4s cloth 6 30
Laurel, 1/2s cloth 6 20
Laurel, 3/4s cloth 6 10
Laurel, 1/4 & 1/2 paper 6 10
Laurel, 1/2 & 3/4 paper 6 10

Voigt Milling Co.'s Brand
Graham 4 50
Voigt's Crescent 5 20
Voigt's Flourlight 5 20
Voigt's Hygienic 4 50
Voigt's Royal 5 70

Wykes & Co.
Sleepy Eye, 1/4s cloth 6 00
Sleepy Eye, 1/2s cloth 5 80
Sleepy Eye, 3/4s cloth 5 80
Sleepy Eye, 1/4s paper 5 80
Sleepy Eye, 1/2s 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 20
Tip Top Buckwheat 6 00
Alfalfa Horse Feed 30 00
Kafr 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 42 00

8

O P Laxo-Cake-Meal 38 00
Cottonseed Meal 31 00
Gluten Feed 32 00
Brewers Grains 29 00
Hamm'd Dairy Feed 25 00

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 20

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 20
15lb. pails, per pail 55
30lb. pails, per pail 95

JELLY GLASSES
1/2 pt. in bbls, per doz. 15
1 lb. pt. in bbls, per doz. 16
8 oz. capped in bbls, per doz. 20

MAPLEINE
2 oz. bottles, 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. boxes 18

OLIVES
Bulk, 1 gal. kegs 1 05@1 15
Bulk, 2 gal. kegs 90@1 05
Bulk, 5 gal. kegs 90@1 05
Stuffed, 8 oz. 1 35
Stuffed, 14 oz. 2 25
Pitted (not stuffed) 2 25
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 3 75
Queen, Mammoth, 28 5 25
Olive Chow, 2 doz. cs. 2 25
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. 632 Tourist's whist 2 25

POTASH
Babbitt's 4 00

PROVISIONS
Barreled Pork
Clear Back 17 00@17 50
Short Cut 16 50
Short Cut Clear 14 00
Bean 23 00
Brinket, Clear 23 00
Pig 26 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 13

Lard
Pure in tierces 10 @10 1/2
Compound lard 7 1/2 @ 7 1/2
80 lb. tubs 4 50
60 lb. tubs 4 50
50 lb. tubs 4 50
20 lb. pails 4 50
10 lb. pails 4 50

SEEDS
Anise 10
Canary, Smyrna 4 1/2
Caraway 10
Cardamom, Malabar 1 00
Celery 88

9

5 lb. pails 1 advance 1
8 lb. pails 1 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 @15
Skinned Hams 14 1/2 @15
Ham, dried beef sets 18
California Hams 9 1/4 @ 9 1/2
Picnic Boiled Hams 15
Bolled 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
3/4 bbls. 40 lbs. 1 90
1/2 bbls. 40 lbs. 4 00
1 bbl. 9 00

Tripe
Kits, 15 lbs. 90
1/2 bbls. 40 lbs. 1 60
1/2 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 @16
Country Rolls 12 1/2 @18

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 50
Deviled Ham, 1/2s 50
Deviled Ham, 1/4s 50
Potted tongue, 1/2s 50
Potted tongue, 1/4s 50

RICE
Fancy 6 @ 6 1/2
Japan Style 4 1/2 @ 5 1/2
Broken 3 1/2 @ 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. 3 00
Arm and Hammer 3 00
Wyandotte, 100 1/2s 3 00

SAL SODA
Granulated, bbls. 80
Granulated, 100 lbs. ca. 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 22
28 lb. sacks 17

Warms
6 lb. dairy in drill bags 40
28 lb. dairy in drill bags 20

Solar Rock
56 lb. sacks 24

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Wanted—To sell my bazaar stock, invoicing about \$4,500. Located in a live town of 10,000 population on east shore of Lake Michigan in fruit belt. Cheap price if sold soon. Address No. 912, care Tradesman. 912

For Sale—The retail shoe business of L. A. Dudley Company, Battle Creek, Michigan. Best town in Michigan, best business in best location in city. Business constantly increasing. This is a rare opportunity for anyone wishing a first-class established retail shoe business. If interested address as above. 911

Book and stationery business for sale. Colorado, good trade; well established; 18 years in present location; well worth investigating. Jesse R. Wood, Fort Collins, Colo. 910

Wanted—Good, second-hand meat slicing machine, cheap. Address Commissary, Isoline, Tenn. 909

For Sale—Grocery, hardware and implement business, north of Petoskey. Invoice \$3,500. Annual business \$20,000. Rent building for \$12 per month. Fine chance for live one. I have other business to see to. Address No. 907, care Tradesman. 907

For Sale—One National Cash register, cost new \$300. Will sell for quick sale. \$225. Used six months. Good as new. R. L. Myers, Jr., Alanson, Michigan. 906

For Rent—New brick store 22x90, centrally located on main street. Good opening for furniture and undertaking. Rent \$25 per month. Address M. H. Nichols, Homer, Michigan. 905

Brick store to rent. Strictly modern. Best location in city. Good opening for gent's furnishing goods, confectionery or other business. Address Box 202, East Jordan, Michigan. 904

For Sale—Good live business in south Texas town in Brownsville country. Groceries, shoes and furnishings; stock and fixtures \$7,000; sales \$3,000 per month. Will sell or rent store building. Box 254, San Benito, Texas. 903

Wanted—Merchants desiring to devote a short time each season to visit their adjacent towns and show a strong popular priced and advertised line of ladies' and misses' cloaks and suits. Can easily make extra money. Reply with full particulars. The R. & K. Brand, 129-131 West 22nd St., New York City. 902

For Sale—General merchandise stock, \$8,000. Two railroads; best location in town. Everything in first-class shape and salable. Building for rent or sale. Will discount; no trade. Funk & Berry, Warsaw, Ohio. 901

For Rent—At once, good business place, established fifteen years, general store, town of 8,000 inhabitants. Store room 25x50, seven rooms over store. All improvements, good live growing town. Rent \$45. Louis Cohen, Scranton, Pa. 900

For Sale—Drug store doing about \$35,000 a year, invoices about \$11,000. Carries books, wall paper and paints. Best location in town of 6,000. Only two other stores. Owner sick, reason for selling. Part cash, balance time. Address No. 913, care Tradesman. 913

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

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

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

At farm of 110 acres, ¾ 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

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

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

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 ¼ 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

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. 944

Safes Opened—W. L. Slocum, safe expert and locksmith. 66 Ottawa street, Grand Rapids, Mich. 104

HELP WANTED.

Wanted—Hardware salesmen to handle a household necessity as a side line. Big sales assured. Address Battle Creek Oven Rack Co., Battle Creek, Mich. 908

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—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

Want ads. continued on next page.

You have had calls for HAND SAPOLIO

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

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

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 22—Sales of spot coffee have been of small lots, individually, but there is nevertheless a fairly active market and sellers seem to regard the situation as ruling in their favor. When the valuation sales are over there may be more stability and buyers will purchase somewhat ahead of current needs. In store and afloat there are 2,532,950 bags, against 2,736,099 bags at the same time a year ago. At the close Rio No. 7 is worth in an invoice way 13½@13¾c. Milds are steady. Supplies are moderate and the demand seems to be more active than a week ago.

Refined sugar is steady. The demand is, perhaps, all that could be expected when a reduction is looked for at any minute, although raws have been very steady all the week and the decline in refined may not come as soon as was anticipated. At the close the general rate is 5.50c for granulated.

There is simply the usual run of trade in the tea market and prices show no change whatever. There is little likelihood of any alteration from present conditions in the immediate future. Pending a decision regarding the colored article it seems likely that shipments from China will get in all right by way of Western-Pacific coast ports.

Rice continues to improve every day. Potatoes have gone to a point that causes cessation of consumption and rice is taking their place. Southern mills ruthlessly turn down bids at "list" and are holding in in great confidence. Good to prime domestic, 5@5½c.

Pepper is the most interesting article in the spice line and with a diminishing supply the outlook favors sellers. Other goods are very well held, but not a large business is being done.

Molasses is steady. The demand is fairly good and the supply is sufficiently large to meet requirements. Quotations are on the same level as previously stated—25@32c for good to prime centrifugal. Syrups are unchanged.

Tomatoes — "Tinned" tomatoes, that is—are worth, or will bring, \$1.25, and sellers are unwilling to take less if the goods will stand the test. The whole tendency is upward and only the low cost corn seems to stand in the way of \$1.50. This is making a good demand for corn and more and more call will be made for it. Maine, \$1@1.10; New York State, 85@95c.

A little better supply of top grade butter has had the effect of about 1c decline and 40c is the rate for creamery specials. Extras, 39c; firsts, 36@38c; held stock, 37@39c; imitaton creamery, 26@27c; factory, 24@25c. Cheese is firm and a little advance is noted, New York State whole milk being quoted at 17c.

Eggs are firm, with best Western white quoted at 35@38c; extras, 36@37c; refrigerator stock, 29½@30c.

Perfecting Arrangements for State Convention.

Traverse City, Jan. 23—At the last meeting of the Traverse City Business Men's Association, the following officers were elected:

President—Joseph Sleder.
Vice President—C. F. Hunter.
Treasurer—A. W. Bartak.
Secretary—F. S. Birdsall.

It was decided to hold a reception and smoker on Tuesday evening, February 13, to welcome the visiting delegates to the State convention. The reception will be held in the C. S. P. S. hall. On Wednesday evening there will be a banquet and ball to which the members and their ladies are invited.

It is expected that many of the visiting delegates will be accompanied by their wives, and it was decided to appoint a committee to entertain them during the convention. The committee to consist of the wives of the local members. Mrs. George E. Amiotte was selected as chairman of this committee.

M. B. Holley reported that the manufacturers exhibit will be one of the striking features of the convention and so far he has interviewed twenty of the local factories and each one of them has promised to make a complete display of the lines handled by them. Aside from this they are all willing to do all in their power to make this exhibit a grand success. All of the fifty factories in the city will have a sample line of their goods on display while the convention lasts.

It was decided to hold a special meeting on January 26 to take care of questions pertaining to the coming convention which may arise between now and then.

Retail Clothiers To Meet Here In February.

Muskegon, Jan. 23—The program of the annual meeting of the Michigan Retail Clothier's Association, to be held at the Pantlind Hotel, Grand Rapids, February 22 and 23, will be as follows:

Tuesday.

10 a. m. Meeting of Executive Committee.

2 p. m. Business meeting for members only.

8 p. m. The Grand Rapids clothiers will entertain visiting clothiers at a theatre party.

Friday.

10 a. m. General meeting—Election of officers. Address by E. L. Ewing, Traffic Manager of the Grand Rapids Association of Commerce.

2 p. m. Business meeting—Address by Wm. Goldman, President of New York Clothiers' Association.

7 p. m. Banquet—Address on Advertising a Clothing Store as seen by an Outsider, C. B. Hamilton, Advertising Manager of Berkey & Gay Furniture Co., Grand Rapids.

A. Rosen, Sec'y.

THE BLACKBOARD.

This inexpensive supply properly used is almost as essential in the store as in the schoolroom. Its chief beauty is that it is so easily made to tell a countless number of stories, and in a most simple yet most effective way. The bulletin of trade every morning is easily announced, only a few leaders being shown each day. The passer-by will not read a long story unless very much interested. But if you form the habit of saying in a few lines something worth while he will soon learn to look for the latest from you and take time to read it, even although he has no thought of making a purchase.

It is up to you to make the list so enticing that people will buy, although they had no thought of it when they left home. This is the season when people expect bargains. Many are hunting them. Select for your first blackboard announcement a few of your best offerings, not more than half a dozen at the most. State price and any essentials, but aim to use only a few words. Place your board in front of the window, where all may see without effort. If some of your force are especially apt with the pencil or crayon, let them show their skill, making the restriction that flourishes shall not crowd out legibility. A plain, bold touch, with due regard to spacing, size of heading, etc., counts for more than flourishes, no matter how cleverly they may be made. The public wants that which is easily read. Some of them are slow to decipher ornamental writing, and no one wants to put a minute of extra time upon it. If you have a business proposition, present it without frills.

The blackboard may be varied in appearance by the use of colored crayons. Different articles will suggest different designs. The coal merchant and the dealer in high grade jewelry will scarcely hit upon the same pattern. If quotations are given upon articles which fluctuate, the change in price is easily noted. The little board which does so much for the child may be equally effective to the tradesman.

The Boys Behind the Counter.

Otsego—Jonas Hunt has resigned his position as salesman with C. F. Strutz and is again employed by G. H. Siple & Co.

Durand—Geo. Harrington has taken a clerkship in the grocery store of Harry Johnson.

Paw Paw—Louis Bates succeeds Leland Warner as clerk in the W. J. Warner grocery store.

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

Buffalo, Jan. 24—Creamery butter, 32@38c; dairy, 25@30c; rolls, 23@27c; poor to good, all kinds, 18@25c.

Cheese—Fancy, 16½@17c; choice, 15½@16c; poor to good, 8@12c.

Eggs—Candled fancy fresh, 33c; choice, 31@32c; cold storage, 28@29c.

Poultry (live)—Turkeys, 16@19c; chickens, 13@14c; fowls, 13@14c; ducks, 17@18c; geese, 13@14c.

Poultry (dressed)—Geese, 13@15c;

turkeys, 18@22c; ducks, 18@20c; chickens, 14@16c; fowls, 14@15c.

Beans—Red kidney, \$2.85@3; white kidney, \$2.75@2.85; medium, \$2.40@2.45; marrow, \$2.75@2.85; pea, \$2.45@2.50.

Potatoes—\$1.10@1.15.

Onions—\$1.25@1.35.

Rea & Witzig.

The Grand Rapids Tool & Stamp Co. has been incorporated with an authorized capital stock of \$25,000, of which \$13,500 has been subscribed, \$2,500 being paid in in cash and \$11,000 in property. The stockholders and the amounts held by each are as follows: Ray C. Otterman, 200 shares; Minnie I. Otterman, 250 shares; Orin L. Bristol, 700 shares, and Frederick Vanderwerp, 200 shares.

A Plainwell correspondent writes: C. E. Spencer has accepted a position as traveling salesman with the Hershey Chocolate Co., of Hershey, Pa. He will visit the jobbing trade of Eastern Iowa during 1912.

A wise man recognizes every opportunity for gain; a wiser one knows which ones to decline.

BUSINESS CHANCES.

For Sale or Exchange—160 acres heavy virgin timber near railroad in Wisconsin. Want stock of clothing, shoes or good income property. Price \$5,000. Address No. 914, care Tradesman.

Good opportunity to establish business by opening beauty parlors on ground floor, with lady catering to ladies exclusively. References required. Mrs. J. B. Wiley, 22 First St., Muskegon, Mich. 915

For Rent—April 1, store and warehouse formerly occupied by B. Desenberg & Co., wholesale grocers, Kalamazoo, Michigan. Located in the heart of business center, store 55 ft. x 100 ft., three stories and basement, with elevator. Warehouse about 100 ft. x 30 ft., two stories and basement with elevator. Write E. B. Desenberg, Box 726, Kalamazoo, Michigan. 916

Voelz Special Sales—Big success everywhere, increases your business, makes new customers, reduces your stocks, endorsed by all leading merchants and wholesalers. All signs, price-tickets, banners, window-displays, interior-displays, circulars free. Voelz Special Sales Service, 409 Merrill Bldg., Milwaukee. 917

For Sale—One 240 Account McCaskey register account file. One new safe, 18x32 in. inside dimensions, built for register. Used six months. Address No. 918, care Tradesman.

Wanted—To buy, second-hand cash register, total adder, or will exchange safe and register for same. Address No. 919, care Tradesman.

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

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

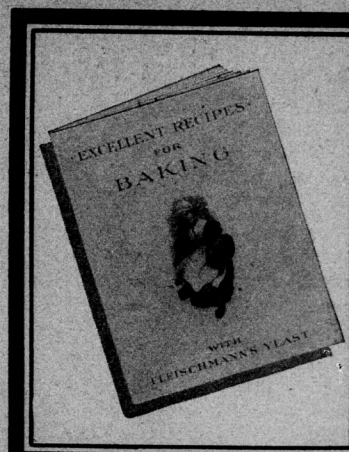
For Sale—A chance of a lifetime; \$12,000 department or general store for \$6,000; three stores in one occupying three floors; must sell at once; established 21 years; only department store in the town. Address C. G. Bailey, Greenport, Suffolk Co., Long Island. 886

Will Exchange—Four room cottage in Manchester, Tenn., county seat. Price, \$700 and 185 acres timber land 3½ miles out. All level, no nicer land, \$5,000. Want merchandise or city property. N. L. May, Jr., Nashville, Tenn. 885

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.



INCREASE 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.



There is No Stronger Proof of Merit than Continued Popularity



HOLLAND 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

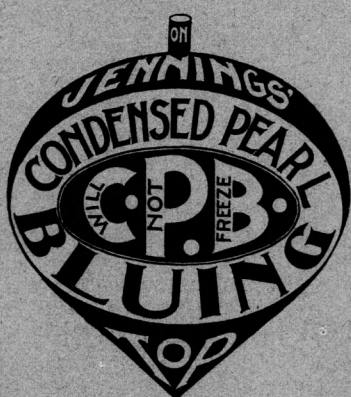
The grocer who picks out only those goods which will meet with popular favor and pay a good margin of profit is bound to win trade and increase his earnings. That's why so many grocers sell



IMPORTED FROM HOLLAND

Write for Samples and Prices

BISCUIT FABRIEK "DE LINDEBOOM"
Chicago, Ill.—American Branches—Grand Rapids, Mich.



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

It's a Good Time About Now



for the grocer who has not taken "White House" Coffee seriously to awaken to the FACT, that solely on account of its splendid reliability and high character, it is a household word ALL OVER THE UNITED STATES.

A coffee that can attain ITS present popularity on the strength of its own merit MUST be a mighty good coffee for ANY grocer to handle.

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



THIS TRADE MARK
is a guarantee that
our garments will
give satisfactory ser-
vice to the wearer.

THE IDEAL CLOTHING CO.
WHOLESALE MANUFACTURERS,
GRAND RAPIDS, MICH.

Let Us Prove to You
That our Line of
Khaki and Covert Outing Pants
Is the
Biggest and Best

WRITE for samples and place your order NOW for we ab-
solutely know that you *CAN'T AFFORD* to be without
these goods, and if you send us your order at once, it will be
possible for us to get the stock to you in ample time so that
you will be prepared to supply the big demand you will surely
have.

Samples Sent Prepaid

THE IDEAL CLOTHING Co.
GRAND RAPIDS