

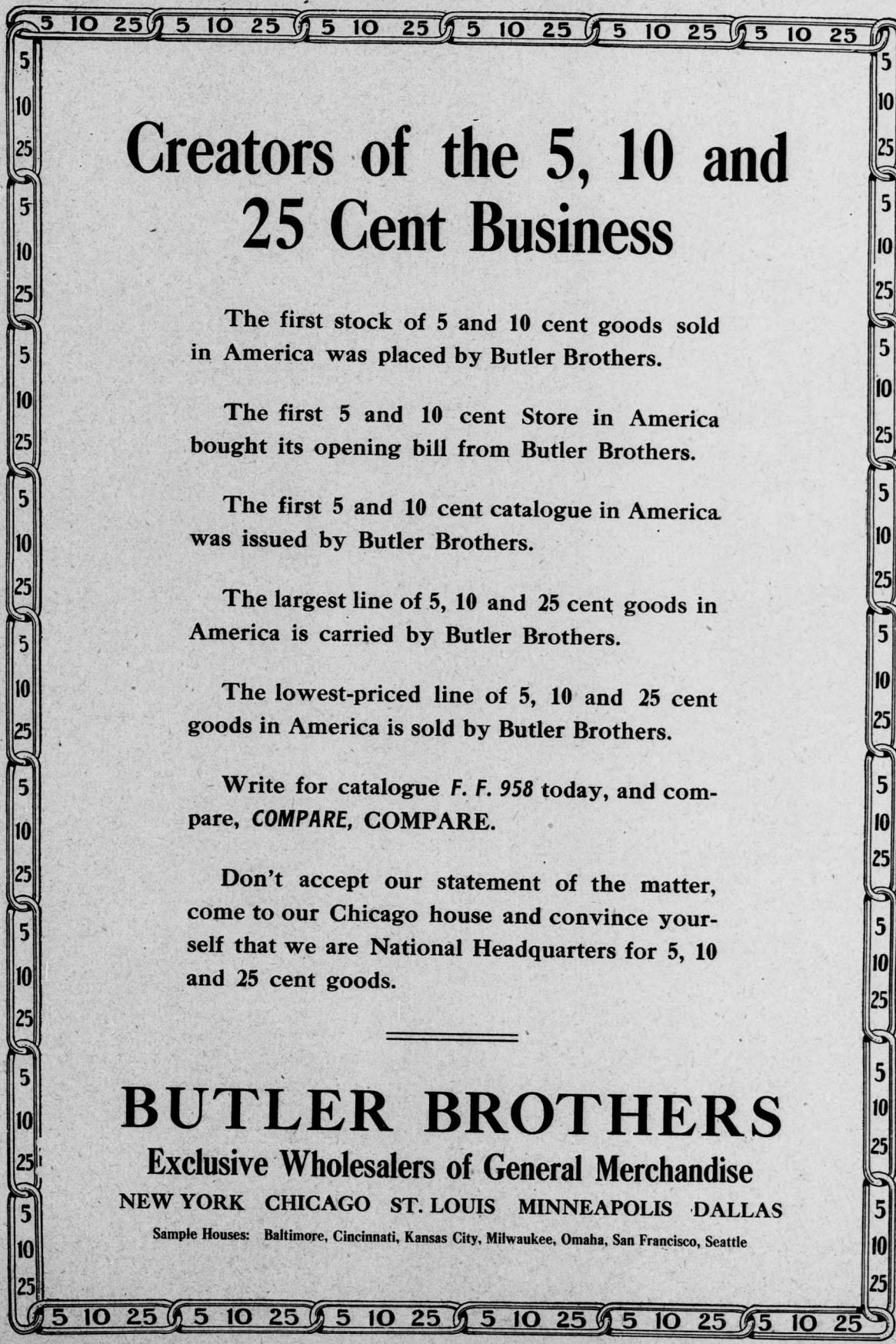
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 31, 1912

Number 1480



Creators of the 5, 10 and 25 Cent Business

The first stock of 5 and 10 cent goods sold in America was placed by Butler Brothers.

The first 5 and 10 cent Store in America bought its opening bill from Butler Brothers.

The first 5 and 10 cent catalogue in America was issued by Butler Brothers.

The largest line of 5, 10 and 25 cent goods in America is carried by Butler Brothers.

The lowest-priced line of 5, 10 and 25 cent goods in America is sold by Butler Brothers.

Write for catalogue *F. F. 958* today, and compare, *COMPARE, COMPARE.*

Don't accept our statement of the matter, come to our Chicago house and convince yourself that we are National Headquarters for 5, 10 and 25 cent goods.

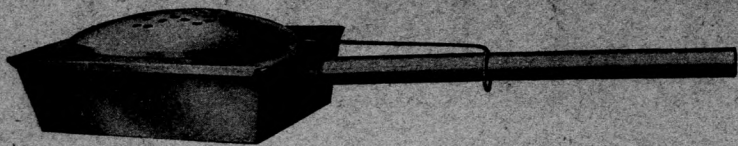
BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS DALLAS

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

Lansing Crown Top Corn Popper



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

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

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

For Mail Carriers, Policemen, Truckmen, Railroad Men



The Gold Seal

Agol

Is a Great

Rubber

IS PURE GUM, GIVES DOUBLE WEAR

Manufactured only by

Goodyear Rubber Company

W. W. WALLIS, Manager
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Wholesale Hardware



10 and 12 Monroe St.

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Grand Rapids, Mich.

Your Customers

Need This Protection



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

SUNBEAM FUR COATS

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

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

BROWN & SEHLER CO.
GRAND RAPIDS, MICH.

We Manufacture



Public Seating



Exclusively

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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

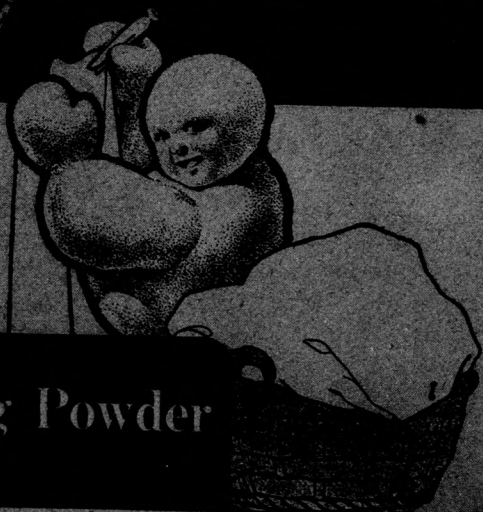
PHILADELPHIA

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

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FRESH EGGS.

There is a tendency to trace back the trouble of stale eggs to the farmers, the facts being given that they are of all descriptions when brought to market, and the merchant feels misgivings about questioning lest he offend and thereby lose a good customer. The force of this reason appeals in many instances, and thus the slipshod methods of gathering eggs and of buying them continues.

There is a way to get out of this rut to the benefit of all concerned. The farmer sees the high prices quoted in the city markets and feels that there is manifest injustice in part of the profits not reaching him. He has yet to learn that all eggs are not alike, providing they are not positively spoiled. He may have found out that fresh eggs are better for hatching, but he knows no distinction along this line in the local market. His eggs are dumped in with those of smaller size and questionable color and paid for by the dozen. What incentive has he to higher grades?

If you will but go to him in a semi-confidential way and explain that you can pay him a trifle in advance of the old market prices for strictly fresh eggs; that there is promise of working up a city market founded on quality, and that you must have his assistance in this matter he will soon catch on to the idea and be ready to go more than halfway in the co-operation. Of course, there are the "crooks" who will beat any one in any thing, if they can. But a few traps set for them will be sufficient excuse for weeding them out from the fancy deals unless they are willing to meet the requirements. The average farmer is only too glad to improve the quality of his goods if you will but show him the advantages to be derived from it. But if his firsts must go in the same class with all the lower grades, why should he trouble himself to take extra pains in the gathering and marketing?

THE CANDY TRADE.

Statistics show that the annual output of candy in this country alone is nearly \$100,000,000, or almost one-sixth of the value of the wheat or hay crop. Yet the fact that the en-

tire valuation of cane, and beet sugar, sorghum and maple products combined does not quite reach these figures is proof that there is profit for some one in the candy business, and a share of it belongs to you. Candy sells at all intermediate prices between 7 cents and \$1 per pound, hence the explanation may be easily made.

A few years ago there was much said about the impurities of this universally consumed sweet. A recent report of the specialist who has been at the head of the Pennsylvania Pure Food Commission states that out of 250 samples—and he took care to include all the penny grades possible—only four contained ingredients condemned by law. The talc, terra alba, sulphur dioxide, gelatin, glue and other adulterants and cheap colorings were notably absent.

But much of it was found abounding in filth. Candy exposed to the dust of the street or store is bound to gather and hold the flying particles, absorbing them to a great extent. The danger of the cheap candies seems not now so great in their original composition as in their handling. While some samples showed defects in the manufacturer's package, such as wormy nuts and the presence of nut shucks, more were objectionable because of the carelessness of the retailer. Here is a point on which a reform is very much needed. It is in your hands to work it out. Make it your business not to keep the product in the open, exposed to dust, and possibly to the handling of every one who comes in. Avoid animal candies, which children play with until they are filthy and then eat. Emphasize cleanliness and neatness in this commodity, and work up your patronage through this special care.

SHOWING THE SOURCE.

Showing the source of goods may seem a very insignificant affair, and yet there has been more than one sale of expensive feathers through the exhibition of ostrich eggs and young, now so common an adjunct of the window featuring ostrich plumes. Those not familiar with the collection are curious, or they go to show them to the children and are eventually interested in the sales. You can not expect to sell goods unless you can get the public to look at them. If this can be done in a way which entertains they are 50 per cent. more likely to become purchasers.

But a few days ago we saw a bunch of peanut plants with the matured nuts at the roots in the window of a fruit store very much farther north than peanuts are grown, with the sim-

ple placard, "These peanuts were grown in—" naming their own town. Many halted to see them, learning perhaps with astonishment that the peanuts grow under the ground. And it is safe to say that this little exhibit increased the sales in at least a few instances.

Take a little pains to show the way the products grow. In large cities a few corn stalks, showing the corn in tassel and silk or with the ripened ears may prove an interesting decoration. A sheaf of wheat is a good advertisement for your standard flour. Coffee berries in the original shell, a cocoanut showing the outer covering, even rice or cotton in natural state will prove new to many.

If you have silk goods for sale, show some of the cocoons as gathered. The local taxidermist will mount a raccoon or mink to lend interest to your fur exhibit. Specimens of gold and silver ore or opals and various forms of quartz crystals will lend a new charm to the jewelry department. And the little flax wheel on which grandmother spun all of the linen and tow for the family will help to interest the public in your table linen, the more if a bunch of flax all ready for spinning is attached.

THE ITINERANT.

Once it was the mission of the college president to hear a portion of the daily recitations and be present to superintend the work in general. While he took more freedom in his coming and going than other members of the faculty, long excursions from home during the college year were not entertained. But to-day all seems changed, and the college gets along quite as well when he is on the other side of the continent, engaged in addressing alumni and other means of raising funds for it.

This work of charity may be a necessity in the management of the college, and yet it would seem that the president, supposed to be possessed of superior educational training might be better employed at least a portion of the time than working up begging schemes which materialize in more of pomp and show than of scholastic ability.

Once it was regarded that even the President of our country had home duties. While he took short trips to familiarize himself with the needs of his people, to thus spend the greater part of his time would have been deemed preposterous. Possibly the best way to serve one's country is for the President to render himself the subject of a personal exhibit. As for his speeches—they could be made more far-reaching through the press. Types, classes, districts, may need personal supervision, yet it

would seem that much of the work at the nation's capital is being left to others in this itinerant life. The old lady who neglected her work to go visiting increased her desire for "gadding about" through the indulgence. It looks as though some of the people high in station are falling into this same trouble.

Getting out into the world and comparing methods is an essential in any position or vocation. But carrying the itinerancy to such an extent that the work must be done by others or not done at all is an extreme as unnecessary as it is objectionable.

FOLLOW DIRECTIONS.

A rural resident expresses his desire as much as possible to avoid transportation by express because the companies so often fail to heed shipping directions. The address may be given ever so plainly, perhaps underscored, and yet for some reason known only to themselves, the company ship the goods to a point other than that designated. Sometimes it is farther away—sometimes nearer, but in a town not so easy of access. And when he purposely names the destination nearest the starting point, goods have been carried past this and on to a place where he never does business, and never thought of looking.

For instance, he relates: "Last spring I ordered some high priced turkey eggs delivered at a city seven miles from my home. There is an express office nearer, on another road, making an extra transfer between companies, with the usual increase in rates for this. Besides, I did not want those eggs entrusted to so many transfers before passing into my own hands. Daily enquiry was made over the phone in order to go for them without delay. After some days of delay word came from a small town nearer home that they had been shipped there—unauthorized! Not an egg hatched. The fault may not have been because of the bungle in delivery, but I should have been more fully satisfied to have had my instructions carried out."

In personal interviews there are occasions when you may offer a suggestion; but when the other party has no chance to explain, assume that he knows his own business. There may be a dozen good reasons why he prefers to have his goods sent to some other station than the one you think the legitimate place, even although it may shorten up on the charges which can be collected; other business at the place, better roads, etc. The public servant should remember that his mission is to serve and in the way indicated. To err from this is to court censure.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Written for the Tradesman.

Jan. 24—In the matter of the Meyer Hardware Co., bankrupt, of Manton, the trustee, Henry T. Heald, filed his supplemental final report and vouchers showing compliance with the final order of distribution, and an order was made by the referee closing the estate and discharging the trustee.

In the matter of Archer Brothers, bankrupt, formerly merchants at Hart, the trustee, W. E. Rollins, filed his vouchers showing compliance with the final order of distribution and an order was made by the referee closing the estate and discharging the trustee. A certificate recommending the discharge of the bankrupts was also made.

Jan. 25—In the matter of Glenn Newland, bankrupt, merchant at Butternut, the trustee, Chas. H. Lillie, filed a report showing an offer of \$104 for the stock and fixtures belonging to this estate, the appraised valuation of which is \$348, and an order was made by the referee directing creditors to show cause, if they have any, why such offer or any other offer which may be received should not be accepted and the sale confirmed on February 8.

In the matter of Frank H. Reber, bankrupt, formerly merchant at East Grand Rapids, the trustee, Chas. V. Hilding, filed his final report and account showing total receipts of \$94.40, and disbursements made and expenses incurred amounting to \$33.50. The time for filing claims having expired, the referee made an order calling a final meeting of creditors to be held at his office February 13 to consider the trustee's final report and declare a final dividend, if any, for creditors.

Jan. 26—In the matter of Charles D. Hubbard, bankrupt, a farmer of Allendale, the first meeting of creditors was held, and Clare J. Hall, of Grand Rapids, was elected trustee by the creditors and his bond fixed at \$950. Alfred Ladewig and Frank Schulmesiter, of Bauer, and August Schilling, of Jenison, were appointed appraisers. The first meeting was then adjourned, without day.

In the matter of Arthur O. Bacon, bankrupt, a Pere Marquette brakeman, of Grand Rapids, an order was made by the referee calling the first meeting of creditors to be held at his office on February 10 for the purpose of proving claims, electing a trustee, examining the bankrupt, etc.

In the matter of Dudley E. Staples, bankrupt, who formerly operated a creamery at Montague, the trustee, Theodore Meyer, of Montague, filed his final report and account showing total receipts of \$681.35 and disbursements, including attorney fees and expenses in suit against Chris Butzer, \$87.14; trustee's statutory commissions, \$36.29; appraisers' fees, \$22.50; other administration expenses, \$107.16, leaving a balance on hand for distribution of \$428.26. It appearing that the time for filing claims having expired, an order was made

by the referee calling a final meeting of creditors to be held at his office on February 14 for the purpose of considering the trustee's final report, declaring a final dividend for creditors and closing out the estate.

In the matter of the Osborn Home Furniture Co., bankrupt, of Grand Rapids, the inventory and report of appraisers was filed and shows the total appraised value of all the assets, including the accounts receivable and bankrupts' exemptions, to be \$1,462.04. The face value of the accounts receivable is \$813.99 and they are appraised at \$406.99. An order was made by the referee authorizing the trustee to make a sale of the assets at either public or private sale, after giving ten days' notice to creditors, which sale shall be subject to the confirmation of the court.

Jan. 27—In the matter of Charles G. Dipple, bankrupt, of Grand Rapids, it appearing that there are no assets above exemptions, and no further proceedings being desired by creditors, an order was made closing the estate, and a favorable certificate as to the bankrupt's discharge was made by the referee.

In the matter of Clark O. Bigler, bankrupt, of Rothbury, the trustee, A. S. Hinds, of Shelby, filed a report showing an offer of \$50 for a piece of real estate belonging to this estate, which was appraised at \$60. An order was made by the referee directing the creditors to show cause on February 15 why such offer should not be accepted and the sale confirmed.

Jan. 29—In the matter of Clarence W. Cornwell, bankrupt, of Grand Rapids, it appearing that there are no assets above exemptions and no further proceedings being necessary or desirable, an order was made closing the estate and a favorable certificate as to the bankrupt's discharge made by the referee.

In the matter of Joseph Grauten, bankrupt, of Grand Rapids, the first meetings of creditors was held today. It developed from the bankrupt's examination that there are no assets except exemptions, and no trustee was elected. Unless further proceedings are desired by creditors the estate will be closed at the expiration of twenty days.

Jan. 30—In the matter of Thomas W. Hoag, bankrupt, laborer of Grand Rapids, it appearing that there are no assets except exemptions and no further proceedings appearing necessary, an order was made closing the estate, and a favorable certificate as to the bankrupt's discharge was made by the referee.

In the matter of Jorgensen & Son, bankrupt, formerly general merchants of Grant, the trustee, Joseph R. Gillard, of Grand Rapids, filed his report and vouchers showing that he has complied with the final order of distribution heretofore made in this matter, and an order was made by the referee closing the estate and discharging the trustee.

In the matter of Fowler & Fowler, bankrupt, merchants at Fremont, the first meeting of creditors was held

to-day and Theodore I. Fry, of Fremont, was elected trustee by creditors and his bond fixed at \$1,000. The bankrupt, Benj. F. Fowler, was sworn and examined. First meeting of creditors was then adjourned, without day.

Grand Rapids Men Predecessors of United Fruit Co.

Mobile, Ala., Jan. 30—A considerable number of the readers of the Tradesman deal in bananas and many more consume them, yet probably but few know that in the port of Mobile more of the fruit is transferred from boats to the cars for shipment to all parts of the United States than in all other ports combined. Mobile is nearer the banana plantations of Central America than New Orleans or Galveston and a large number of steamers constructed especially for use in the banana trade are employed. These steamers are long, narrow and fast, making remarkably short time in sailing from port to port. Bananas perish quickly, and for that reason the bunches are cut from the trees before the fruit is ripe. When a steamer loaded with bananas arrives at Mobile, they are very speedily transferred from its hold to the refrigerator cars by means of machinery, working like an endless chain, suspended from a derrick, the top of which is placed immediately on the center of the steamer. Between the chains, which descend to the bottom of the hold, baskets are attached to a belt as wide as the longest bunch of bananas. Men in the hold place the bunches in the baskets, which follow one after another closely over the top of the derrick, when the baskets descend to the dock and automatically empty their contents upon a carrier, which moves the fruit to the end of a platform. Near this a man counts and records by means of a machine worked with a hand lever or pull strap, the number of bunches delivered. A gang of negroes receive the fruit at the platform and pass it into the refrigerator cars close at hand. An idea of the extent of the business is furnished by the fact that not infrequently trains made up of from forty to fifty refrigerator cars are started from Mobile on trips to the Northern cities in a single day. The unloading machine has handled 750 bunches in an hour, although five hundred is a fair average. One day last week three steamers were unloaded of their cargoes of bananas. One steamer brought 17,000 bunches, another 15,000 and the third 14,000. The docks of Mobile are forty-five miles nearer the Gulf than are those of New Orleans, and Mobile Bay is much more easily navigable than the Mississippi River, hence the preference given to the former harbor by the importers.

A fact not known to many readers of the Tradesman is that James D. Lacey, William M. Robinson and Charles W. Mills, all of Grand Rapids, foresaw the possibilities of the business of growing and exporting bananas in the year 1883. Those gentlemen purchased lands in British Honduras and commenced stocking

the same with trees, intending to engage largely in the business. The sudden death of Mr. Mills of yellow fever and the inability of either Mr. Lacey or Mr. Robinson to take up and carry on the work undertaken by Mr. Mills, on account of the more important land and timber business which required their attention, compelled an abandonment of the enterprise. Mr. Lacey is now a millionaire and resides in Chicago, with branch offices in the finest business block in New Orleans. Mr. Robinson resides in Grand Rapids and has long been on Easy street. His son, Benjamin, gives promise of becoming one of the finest public utility experts in the country.

Arthur S. White.

Dissertation on the Art of Window Trimming.

Window trimming is truly an art. An art which demands much of its followers in the way of equipment. What is an artist without good paints and brushes? Where would the musician be without a good instrument? Where would the sculptor be without a good, sharp chisel? What can a window trimmer do without good fixtures? No matter how good the artist, the musician, the sculptor or the window trimmer, he can do nothing without the proper means for expressing his ideas and inspirations.

It is true that artists have painted without good brushes, and it is also true that musicians have written wonderful symphonies on wrapping paper with a barnloft as a studio, and it is also very true that sculptors have carved out marvelous creations without a good, sharp chisel, but we are still looking for a single instance where even the very best window trimmer has been able to put into effect the ideas that occurred to him, without having to change them considerably on account of the lack of proper equipment.

For years empty boxes, cartons, sticks of wood, etc., were the sole means of displaying. But all these years men who understood the needs of the window trimmer, were evolving in their minds a set of window fixtures that would put even the most inexperienced window trimmer in a position to make beautiful window trims easily.

One of the results of this evolution is a set of interchangeable wood window fixtures, so designed, so constructed that each part will fit any other part perfectly. In this way the possessor of this wonderful set of fixtures makes his own fixtures as he needs them, in the sizes that he needs them and in the shape that he needs them. Not only can he make fixtures but backgrounds, dividers and the hundred and one aids to window trimming that are employed by the window trimmer.

The owner of one of these sets has at his command the means of execution of hundreds of ideas, thus eliminating that sameness that prevails when the permanent fixtures that have been in vogue in years past are used.

A fast young man moves faster on a down grade.

Wafted Down From Grand Traverse Bay.

Traverse City, Jan. 30—Traverse City Council held its regular meeting Saturday evening and all committees were appointed for our annual banquet, which will take place next month. Henry Vanderwerp was initiated in due form and two more applications were reported favorably, besides seven members from Wexford Council were added to our list, making our membership now 108, and we expect to have a material increase at our next meeting.

One of the Pere Marquette eating houses at this place has been converted into an undertaking establishment. Now either the Pere Marquette dining car service must be something fierce or they expect to starve their patrons between eating houses. The P. M. always was such an accommodating road, possibly they figure to take care of passengers who might have heart failure if they did ever pull in on time.

Ferry Hannifen, of Grand Rapids, has engaged in the moving picture show business as a side line, displaying life size photos of Joe Perkins in action at the beach. We know this is true, for Al. Gleason attended one of the performances and Al. says they are fine. Al., please tell us all about that wedding party.

The Hotel Truesdell, at Frankfort, has been sold to a Mr. Yeasel, who expects to remodel it and give Frankfort a hotel it will be proud of.

The Pere Marquette morning train pulled into Evert on time one day this week and there was not a passenger at the station, as it has been the custom to plan from thirty minutes to three hours late.

Wm. Olson, from the Soo, has moved to our city. Mr. Olson represents the Scotten Tobacco Co., of Detroit, and we assure you, Bill, we greet you.

Can any one give a good reason why Bert Bartlett should leave his piccolo at the Hotel Whiting, Traverse City?

Clement T. Lauer, of Grand Rapids, succeeds Chas. Howe as block man for this territory for the International Harvester Co. We welcome you to this territory and wish you success. Chas. Howe, we understand, has been promoted to a position in the office, which we are pleased to report.

Wexford Council, No. 468 (Cadillac), charter was arrested last Thursday and the ten members who were in good standing were transferred as follows: Traverse City, Grand Rapids, Kalamazoo and Owosso. This leaves us twenty-one good live councils, with a total membership of 2,411 in the State.

We understand that the Pere Marquette time tables are sold in all the leading book stores as joke books.

We kindly accept the apology of our friend, Jim Goldstein, and we really did think that he was exceeding the speed limit with his previous mention when the writer at this end was absolutely innocent. If Mr. Goldstein had taken a little precaution before criticizing there would

have been no need of an apology. However, we are all subject to errors and hereafter articles of malice which are written above alias signatures will be investigated. Mr. Stowe should first ask the permission of his correspondents before accepting this class of matter. Well, let's forget it anyway.

Thos. Fralick, State Representative and hotelkeeper at Copemish, should be complimented on furnishing individual towels for some time past. Tom always did try to use the boys right. He certainly did the writer a good turn a number of years ago.

Frederick Richter, son of the Richter family, has been confined to his home with a run of typhoid fever for the past three weeks and at present is as well as can be expected.

Have you joined the Anti-Tipping League?

N. G. Sayles, formerly merchant at Scottville, but now President of the Peoples State Bank of the same city, is spending a few weeks in Grand Rapids at 508 South Division street and would appreciate it if the boys would call on him, as he is there taking treatment. Mr. Sayles has a host of friends among the boys, owing to his fair treatment and his willingness to slip a fellow an order whenever possible.

Fred C. Richter.

Activities in Some Indiana Cities. Written for the Tradesman.

The Dreier Drug Co. has purchased the Joseph Uussbaum pharmacy, at Ft. Wayne. The store will be removed to a new location at Calhoun and Breckenridge streets and will be under management of August Harber and Clyde Wilkinson. The company has increased its capital stock and other stores may be opened later.

Decatur has purchased fifty new lamps and equipment for street lighting purposes.

The Bowser factory, at Ft. Wayne, which employed 250 salesmen last year, will increase the number to 400 this year.

The Indiana Manufacturers' and Shippers' Association will hold a meeting in Ft. Wayne early in February.

Terre Haute druggists are preparing to entertain the State Pharmaceutical Association, which meets in that city in June. They have arranged for a joint meeting with the traveling drug men Feb. 9, when a number of entertainment features for the State convention will be planned. Terre Haute is looking for over 600 visitors at the summer meeting.

President Geo. M. Haffner, of the Retail Merchants' Association of Ft. Wayne, wants 100 new members, so that the Association shall have at least 300 members by the time the State organization meets there a year hence. The Membership Committee has started out on an active campaign.

"Seeing Evansville" automobiles will be placed in daily service in that city this spring as an outcome of the recent automobile show held in that city.

The Indiana Commission on In-

dustrial and Agricultural Education, which was created by the Legislature last year to look into the needs of the different industries of the State along educational lines, will visit Ft. Wayne early in February to inspect factories and schools. A public meeting will be held, with addresses by local men of prominence.

The Commercial Exchange of Goshen will hereafter be known as the Goshen Commercial Club.

George A. Schaal, of Terre Haute, has been elected President of the Indiana Association of Dyers and Cleaners, and Chas. Wienand, also of Terre Haute, is Secretary and Treasurer.

The present plan of track elevation in Indianapolis will cost the city and railroads more than \$3,000,000. Tracks in the union station will be elevated 12 to 15 feet and the Union Railway will be compelled practically to rebuild its terminals.

J. Horace McFarland, of Harrisburg, Pa., apostle of the new day that is dawning in civic affairs, spoke last week in Ft. Wayne and gave the people there some things to think about. He declared the sign nuisance is more prevalent there than in any other city of its size, that there is golden opportunity for river front improvement, that all city approaches are bad and unattractive to the traveling public and that Pittsburg suffers less to-day from smoke than does Ft. Wayne. "The city has many hospitals," said he. "Why not work at the other end and keep people out of them?"

Almond Griffen.

Meet Your Customer More Than Halfway.

Written for the Tradesman.

Two most important truths which can hardly be too often repeated were recently stated in the Tradesman. It was said that many people do not know when they enter a store what they want to buy, and that too many merchants or clerks act on the supposition that customers do not know what they want and therefore offer no suggestions or advice to the would-be purchaser. As a consequence the store not only loses a sale at the time but it loses patronage which might easily be secured. Or it may be a sale is made of something which does not exactly suit the purchaser. He takes it with the feeling that it will have to do and goes away half disappointed, when the thing which would have pleased him and fully answered his purpose might have been obtained then and there.

One can hardly realize how much it helps to win or hold customers when the latter come to realize that the merchant or clerk not only understands their needs but can recommend the thing or the goods which will best meet the requirements.

The salesman behind the counter can not deal successfully with these customers unless he know his goods. He must understand the purposes for which they are to be used, the conditions to which they are adapted, their working or manipulation,

and he must be keen to determine from the meager ideas furnished by the customer just what will fit the particular case.

While this matter of offering suggestions and advice to customers should never be overlooked it should also never be overworked. To attempt to advise some people would be a greater mistake than the first-mentioned failure; and so the salesman must also know his customers. This means more a knowledge of human nature than an intimate acquaintance with each one.

Listlessness, inattention and indifference to wants of customers are inexcusable in any merchant, salesman or clerk. The prime reason for being in business is to serve the public, and this can not be satisfactorily done without making efforts to learn the needs of the people.

The clerk who is unoccupied should never let it be necessary for some one who is busy to call his attention to a waiting customer.

A growing, investigating mind and an interest in one's work, aside from the wages received, will lead a salesman to study people, their vocations, their environments, their needs and their general and individual characteristics.

The commendable ambition of a merchant to secure new customers, increase his trade, enlarge his field of operation and usefulness will naturally lead him to take the initiative in selling goods. People generally expect that he will do so, and a failure to meet customers at least halfway causes a merchant or clerk to be regarded with disfavor.

The inexperienced clerk will be forgiven many mistakes if he or she shows an earnestness in work and a desire to do right in all things.

E. E. Whitney.

Thirty Days of Cheer.

The Doctor—How is the patient this morning?

The Patient's Wife—I think he is better, but he seems to be worrying about something.

The Doctor—Hum! Yes. Just tell him I won't send it for a month. That ought to freshen him up some.

The Invalid.

"You know that ball player who had a glass arm, a weak knee and a game ankle—the one who only finished in five games during the season?"

"Yes; what about him?"

"He's going to work in a stone-yard through the winter."

Not What She Meant.

Maud—I've just heard of a case where a man married a girl on his death bed so she could have his millions when he was gone. Could you love a girl like that?

Jack—That's just the kind of a girl I could love. What's her address?

Taking His Measure.

Tommy—What does the paper mean by calling Mr. Sharp an eighty-ten business man?

Tommy's Father—I presume it means he is not exactly square.



Movements of Merchants.

Sunfield—Charles Hall has opened a harness shop in the Sweitzer building.

Berlin—George Moore, recently of Sand Lake, will open a meat market here Feb. 15.

Ionia—A new second hand store has been opened here by Streeter, Winchell & Co.

Detroit—The Peoples Ice Co. has increased its capital stock from \$500,000 to \$600,000.

Bay City—The firm of Hartz & Stone, produce dealers, has been dissolved, Mr. Stone retiring.

Ovid—Edward J. Jarvis, implement dealer, died at his home Jan. 30, of pneumonia, aged 44 years.

Olivet—M. A. Hance has sold his stock of shoes to W. R. Goff, who will continue the business.

Bay City—Ed. Blanchard's grocery store, at 913 McKinley avenue, was badly damaged by fire January 27.

Riverside—Charles Cole has sold his stock of general merchandise to Earl Scott, who has taken possession.

Cadillac—J. N. Wood, recently of Mesick, has purchased the Hewitt meat market and will take possession Feb. 15.

Sturgis—J. C. Lanning has sold his grocery stock to E. Ritzer, who formerly conducted a general store at Brooklyn.

Lansing—E. J. Pierce, who conducts grocery and tea stores at Ionia and St. Johns, has opened a similar store here.

Kalamazoo—L. B. Garlick has leased the store at 117 South Burdick street and will occupy it with a stock of women's clothing.

Cadillac—James Mason has purchased the James Shields grocery stock and will continue the business at the same location.

Reed City—John Brockway and Miles Gillett have formed a copartnership and purchased the V. W. Montgomery meat stock.

Coral—H. H. Rhodes has purchased the Medler store building and will occupy it with a stock of general merchandise about Feb. 1.

Harbor Springs—J. F. Stein has purchased the dry goods stock which he recently sold to J. P. Southard and will take possession Feb. 15.

Onaway—Charles K. Sandorf has leased the Elliott store building and will occupy it March 1 with a stock of women's ready-to-wear dresses and coats.

Battle Creek—Robert Melrose has purchased the Morehouse Grocer Co.'s stock and will continue the business at the same location under his own name.

Glenn—G. B. Tourtellotte has bought the general stock of S. Allen, at Dighton, and moved it to this place, where he will open a general store.

Detroit—The Locks Chemical Co. has engaged in business with an authorized capital stock of \$1,000, which has been subscribed and \$250 paid in in cash.

Battle Creek—Hart Bros., cigar dealers at 31 South Jefferson avenue, have sold their stock to Mrs. Adelpia D. Severn, who has taken possession.

Adrian—The cigar stock owned by the late Frank Aldrich has been purchased by Robert Cornell, who will continue the business at the same location.

Lowell—Bert D. Warner, recently of Augusta, will open a laundry in the Johnson building as soon as the necessary machinery has been installed.

Pt. Huron—The Consolidated Fisheries has engaged in business with an authorized capital stock of \$3,000, of which \$1,500 has been subscribed and paid in in cash.

Battle Creek—The Farmers Independent Grocery Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Detroit—The W. F. Moore Co. has engaged in the wholesale jewelry business, with an authorized capital stock of \$2,000, of which \$1,120 has been subscribed and paid in in cash.

Conklin—F. E. Haas has sold a half interest in his grain elevator and implement stock to Amos Stockhill and the business will be continued under the style of Haas & Stockhill.

Freeport—H. J. Miller and Herman Rensch have formed a copartnership under the style of Miller & Rensch and purchased the hardware stock of S. R. Ware and will continue the business.

Pontiac—E. J. Donohue and Timothy O'Connor have formed a copartnership under the style of Donohue & O'Connor and will engage in the grocery business at 100 South Saginaw street.

Grand Ledge—E. W. Newton, of Circleville, Ohio, and R. L. Stout, of Mansfield, Ohio, have leased a store building and engaged in the produce business under the style of the Michigan Produce Co.

East Jordan—Wallace Weiss is closing out his clothing and shoe stock preparatory to taking possession of the M. Struik general merchandise stock at Ellsworth, which he recently purchased.

Port Huron—C. J. Harris, who for the past two years has conducted the New Enterprise store, has closed out his stock and will embark in the shoe business under the style of the Enterprise Sample Shoe Co.

White Cloud—C. W. Barnhard has sold his interest in the feed stock and feed barn of Barnhard & Patterson to John Dunn, recently of Sparta, and the business will be continued under the style of Patterson & Dunn.

Kalamazoo—The Bond Supply Co. has engaged in the wholesaling of mill, steam, heating, plumbing, well, railroad and electrical supplies, with an authorized capital stock of \$25,000, of which \$12,600 has been subscribed and \$2,500 paid in in cash.

Gladstone—Haga & Green, conducting a general store, have merged their business into a stock company under the style of the Haga-Williamson Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—William O'Leary has sold the northeast corner of Montcalm street and Woodward avenue, known for years as the "bill-board corner," for \$2,000 a foot. The property has a frontage of 100 feet on Woodward avenue and 102 feet on Montcalm street, and the deal involved about \$200,000. The identity of the purchaser is not disclosed, but the site is said to have been acquired by one of the down town merchants who proposes to erect a large business block.

Manufacturing Matters.

Saginaw—The Marquette Motor Co. has changed its name to the Peninsular Motor Co.

Lansing—The Rikerd Lumber Co. has increased its capital stock from \$50,000 to \$100,000.

Saginaw—The capital stock of the Saginaw Sandstone Brick Co. has been increased from \$25,000 to \$50,000.

Woodland—O. D. Stevens has purchased the plant of the Woodland Creamery Co. He will manufacture both butter and cheese.

Detroit—The Cement Block & Supply Co. has been incorporated with an authorized capital stock of \$25,000, of which \$13,100 has been subscribed and \$12,600 paid in in property.

Lansing—The Gifford Engine Co. has engaged in business with an authorized capital stock of \$50,000, all of which has been subscribed, \$1,250 being paid in in cash and \$25,500 in property.

Detroit—The Detroit Art Metal Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,010 has been subscribed, \$1,010 being paid in in cash and \$4,000 in property.

Detroit—The Marsh Automatic Soda Fountain Co. has engaged in business with an authorized capital stock of \$50,000, of which \$32,250 has been subscribed, \$2,500 paid in in cash and \$26,000 in property.

Owosso—The Imperial Garment Manufacturing Co. has engaged in business with an authorized capital stock of \$15,000, of which \$8,500 has been subscribed, \$1,000 being paid in in cash and \$3,500 in property.

Mason—The Mason Milling Co. has been incorporated with an authorized capital stock of \$20,000 common and \$4,000 preferred, all of which has been subscribed, \$4,000 being paid in in cash and \$8,000 in property.

Sturgis—A new company has been incorporated under the style of the Ideal Garment Co., with an authorized capitalization of \$15,000, of which \$8,400 has been subscribed, \$1,200 paid in in cash and \$6,000 in property.

Menominee—The Wells-Lloyd Co. has engaged in the manufacture of wire-working machines, welding machinery and mechanical appliances, with an authorized capital stock of \$100,000, all of which has been subscribed and \$25,000 paid in in cash.

Detroit—The Krause Manufacturing Co. has been incorporated for the purpose of manufacturing and selling machinery, appliances and tools made of iron, steel, brass, etc., with an authorized capital stock of \$40,000, of which \$21,000 has been subscribed and \$4,000 paid in in cash.

Detroit—The T. C. F. Manufacturing Co. has engaged in business to manufacture, buy and sell engine starters, automobile accessories and to conduct a general auto business, with an authorized capital stock of \$30,000, of which \$15,000 has been subscribed and paid in in property.

Tecumseh—The U. S. Macaroni Co. has merged its business into a stock company under the style of Uncle Sam's Macaroni Co., with an authorized capital stock of \$100,000 common and \$100,000 preferred, of which \$150,000 has been subscribed, \$90,000 being paid in in cash and \$60,000 in property.

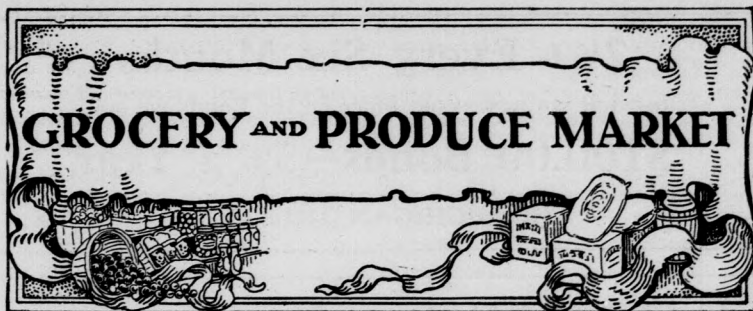
Lansing—The name of the Ideal Gas Engine Co. has been changed, and the concern is now known as the Original Air-Cooled Engine Co. The change of name was made because R. E. Olds, who is one of the principal stockholders in the company, was one of the first and original builders of gasoline engines.

Bay City—The German-American Sugar Co. has practically completed its campaign for this season, having finished beet slicing. The run of sugar will be completed within four or five days and work will be started at once on rebuilding the plant to double its size and capacity. In spite of the many difficulties of the season, the factory has sliced 115,000 tons of beets, a considerably larger amount than ever before.

Don't be one of the kind of men who can't stand prosperity. Just because you have a few dollars ahead, it is not necessary to discount your future.

The public is inclined to believe a good deal that a man says about his business. At all events it all has an effect. Make it look as good as you can.

One swallow does not make a spring, nor does one good day or week make a business a success. It takes a lot of them. Keep on working.



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 market is steady at a decline of 1@2c per pound, due entirely to the falling off in consumptive demand. The receipts are very light and stocks in storage are very light also. The future depends on the demand almost more than on the supply, for if the demand is anything like normal there will not be enough butter coming forward to supply it and an advance will necessarily follow. If, on the contrary, the demand continues as light as now, there may be even further decline. Local dealers hold creamery at 36@37c for tubs and 38@38½c for prints. They pay 27c for choice dairy rolls and 20c for packing stock.

Cabbage—3c per lb.

Carrots—60c per bu.

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

Cranberries—Late Howes, \$9.50 per bbl.

Cucumbers—\$1 per doz. for hot house.

Eggs—The market for fresh eggs has remained stationary during the past week, with an active demand absorbing the receipts each day. Owing to the extreme weather the receipts have not been up to normal. The demand, considering the price, has been very good. The future depends on the weather, as for some weeks now it will be the chief factor in the production. Local dealers are paying 30c for strictly fresh.

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, \$5.50 for choice and \$6 for fancy.

Lettuce—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—\$1.65 per bu. for home grown; \$2 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 10½c for springs and fowls; 7c for old

geese; 17c for turkeys. These prices are for live weight. Dressed are 2c higher.

Radishes—35c per dozen for hot house.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—\$6.25 for Jerseys.

Turnips—50c per bu.

Veal—5@10½c, according to the quality.

The Grocery Market.

Sugar—Refined grades are steady at 5.40, N. Y. basis. Receipts of raws arriving from Cuba are gradually increasing and as there are 120 centrals grinding in Cuba it is expected that there will be no shortage in raws. The European market is firm and shows an advance over the market of the United States from ½@1c per pound. The demand has been fair during the week from both the city and country retailer.

Tea—Prices on all lines are steady. The demand is about as usual for the season, and is for actual wants only.

Coffee—The demand from the retailer has been very good, which is thought to be partly due to the cold weather of the past month. The jobber and wholesaler, as a rule, are holding off buying supplies as it is hard to tell just what may happen when the committee of bankers meet in London to set the amount of valorization coffee to be sold during 1912. Past experience shows that prices usually advance, but of course it is impossible for anyone to tell. Mild grades are steady and in moderate demand. Java and Mocha are quiet at unchanged prices.

Canned Fruits—Gallon apples hold firm and are meeting with a better demand than in December. Peaches are taking well with the trade, as prices are very reasonable and one of the cheapest articles in the entire line of canned fruits. California canned goods show no change and moderate demand from second hands. The demand for Hawaiian pineapples is steadily growing and the shortage in the fall pack may be relieved some by the usual pack in February, but as a rule this pack is not of as good quality.

Canned Vegetables—Wholesalers assert that a few of the retailers have realized that the consumption of canned vegetables has increased so that with a normal pack there will be no surplus and that prices are sure to be high. The pack of corn for 1911 is said to be the largest in the history of the industry, totaling more than 14,000,000 cases. The demand for corn is very satisfactory and as there are many brands which can be retail-

ed at 10c per can or three cans for 25c, it is sure to be a popular seller. The pea pack of 1911 was fully 25 per cent. less than the pack of past years. Stocks in nearly all grades of peas are small and it will be hard to get supplies in any grade by the next packing season.

Dried Fruits—Peaches and apricots are both dull and unchanged in price. Raisins are dull at ruling quotations. Currants are seasonably active at unchanged prices. Other dried fruits are dull and unchanged. Prunes are tending higher, according to advices from the coast, although no change has occurred as yet. The demand is quiet.

Syrups and Molasses—Corn syrup is without change. The demand is fair. Sugar syrup is unchanged and quiet. Molasses shows no material change and fair demand.

Cheese—The market is in a healthy condition, without the likelihood of any special change during the week.

Rice—Prices are the same as quoted a week ago, which is considered cheap. Reports from the South are to the effect that the newly formed rice combine has advanced prices, and that millers refuse to accept orders unless fully up to quotations.

Fish—Cod, hake and haddock are selling in a moderate way at comparatively high prices. There has been no change, however, during the week. Domestic and imported sardines are both unchanged and dull. Salmon is firm, high and moderately active. There has been no change in mackerel during the past week. The market, however, is very strong and while fish can be bought at the same price as last week, it is necessary to hunt somewhat for them. Stocks are very low and higher prices seem inevitable.

Provisions—Smoked meats are without change. Pure and compound lard are steady and in moderate demand. Dried beef, barrel pork and canned meats are dull and unchanged.

H. E. Hesseltine, Northern Michigan Representative for the Marshall Furnace Co., sends the Tradesman a breakfast bill of fare at the New Cheboygan Hotel for January 27. At the top of the menu is the picture of a hound, apparently walking on links of sausage, and farther down on the menu is a line showing that home made sausage is to be had for the asking. Mr. Hesseltine very properly observes that this is the first hotel he ever heard of that, besides giving the name of a food on the menu, also presents a picture of the article and what it is composed of at the top of the heading.

An Ishpeming correspondent writes: Knute Clifton has taken a position with Rice & Freeman, a well-known clothing house of Milwaukee. Mr. Clifton will cover the Upper Peninsula and Northern Wisconsin.

Do not assume that the clerks know what the store is advertising in the windows and in the newspapers. Make it sure that they know by putting the information before them directly.

No Particular Change in Potato Prices.

While receipts in Chicago have been fairly liberal, yet the market holds firm and there has been no especial change in prices during the past week. The accumulation of frozen stock in the consuming markets is being reduced rapidly and shippers are taking extra precautions to avoid a repetition of their recent experiences. In the majority of cases they are putting false floors in refrigerators and firing them through to destination. The present high prices certainly warrant additional expense to protect shipments.

We do not look for any material change until conditions become normal, which will permit a freer movement and, consequently, lower prices. Exaggerated reports have been sent out concerning alleged damage by frost of stock in warehouses and cellars. Our investigation does not develop any serious damage along these lines.

A. G. Kohnhorst.

Two Dairy Conventions To Meet Simultaneously.

Kalamazoo, Jan. 30—The annual convention of the Michigan Dairymen's Association will be held in this city the week of Feb. 19. It has been decided that the Michigan Creamery Manufacturers' Association will assemble here at the same time. The combined conference is expected to bring over 500 delegates to the city.

The Reid garage will be used for an exhibit room by the creamery manufacturers. Here will be displayed all new devices used in the dairy business, such as milking contrivances, separators, patent churns, etc. Judge Knappen has consented to give the use of his court room for sessions of the creamery men during the week. The dairymen will probably meet at the Academy of Music.

One Method of Indirect Advertising.

J. W. Greenfield contributes the following explanation of the spring wheat flour controversy which recently raged in this city for a day or two:

"You will note that many teachers of domestic science come from Minnesota and North Dakota. They are taught to use spring wheat flour. They go out and teach it in the schools where they are employed. That is one form of indirect advertising. The above schools keep their domestic science departments up to the scratch, turn out lots of graduates and naturally the mills work for their support to the limit, and they get it. You can not blame the mills or the teachers they turn out. I simply state it as a fact."

S. A. Sears, Director of the National Biscuit Co., leaves Thursday of next week for New York, whence he sails for Jamaica for a month's recreation. He will be accompanied by his wife.

W. R. Gibbs, the Three Rivers druggist, who has been undergoing treatment at the U. B. A. Hospital here, left for home Monday. He is fully recovered.



Three Bank Clerk Defalcations in Fifty Years.

Kryn Van't Hof, manager of the West Bride street branch of the Kent State Bank, was discovered last week to have been short in his accounts to the amount of \$12,000 or \$15,000. This is mentioned not so much as a matter of interesting news in banking circles as to emphasize this city's splendid record of honesty in the financial institutions. In the fifty years that this city has had banks, only three instances are recalled of bank employes going wrong to such an extent as to call for criminal action. Years ago the colored janitor of the Old National Bank "lifted" a bundle of currency carelessly left outside the vault one night; the money was soon recovered, but it did not save the thief from a term at Jackson. S. V. McLeod, Teller at the Old National, having dealings with Lant K. Salsbury and the water scandal, juggled with the certificates of deposit and even although he did not profit in the transaction, he spent a year at the Detroit House of Correction. Al. Scharze, Teller at the Fourth National, living more rapidly than his income would allow, developed a shortage to keep up the pace. His shortage was about \$2,000; his friends made prompt restitution, but the Federal authorities would not let the case be dropped. It was two years for him at Detroit. It may be straining a point to include the colored janitor in the list of bank employes going wrong, but counting in everybody in any way connected with the banks the record is still a splendid one and one to be proud of.

It is not by accident that the record is as good as it is. In the first place the banks are very careful whom they employ, and this applies as well to the messengers and minor clerks as to those in positions of responsibility. The applicant for a position in a bank must have strong recommendations as to character and habits, to begin with, and when he secures his place he is quietly watched as to his habits, method of living, associates and amusements, and if wayward tendencies are discovered he is first gently admonished and, if this does no good, he is quietly dropped. The banks take pride in the character of their employes and are careful to maintain the high standards of a half century. But the effort to keep the bank employes in the straight and narrow path does not end here. Every bank employe, whether messenger, or president, cashier or draft clerk, knows that he is constantly watched and that any time he is subject to investigation

as to what he may be doing. This applies especially to those who hold positions of trust and responsibility and have the handling of money, but nobody connected with the bank escapes the surveillance. All the banks have auditors who are constantly going over the books to see that they are right. Then the bank examiners come from Lansing to the State banks and from Washington for the Nationals and their examinations are very thorough. The bank directorates appoint committees who at intervals make examinations that go clear to the bottom of things and what they do is independent of the auditors and the bank examiners. The bank employes in positions of trust are all under bond in the surety companies and the surety companies do much quiet looking around on their own account. Consciousness that he is being watched and knowledge that the watching is by experts keen eyed and familiar with every trick and device of fraud is an incentive to honesty that must and usually does appeal to those in whom principle may not be strong. Being watched is not offensive to those who are subjected to it, but, on the contrary, is welcomed, and it applies to all alike. The directors, who in this city actually direct, watch the high officials, the high officials watch those who are lower down, and it is only a question of time when the man who goes wrong is caught, no matter how cleverly he may cover up his tracks. Van't Hof juggled with the accounts of dormant depositors and in his position as manager he could do this for a considerable time without being detected, but detection was inevitable, and in due time it came. The bank will suffer no losses, as Van't Hof will make restitution so far as he can and the bonding company will make up the balance.

A shortage was found in one of the city's banks a few years ago, somewhat unusual in its circumstances and which never came to the public. It was not a shortage involving tampering with the books, but a downright steal. A trusted employe was disappointed in not getting a promotion he hoped for. He went to the vaults, filled his pockets with currency, put in his resignation and left. The shortage was discovered when the cash was checked up, and the clerk who had resigned was called in to explain. At first he denied, and then confessed and when he brought the money back the case was dropped, or rather no prosecution was instituted. The clerk's previous record had been

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.

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.

Fourth National Bank

Savings Deposits

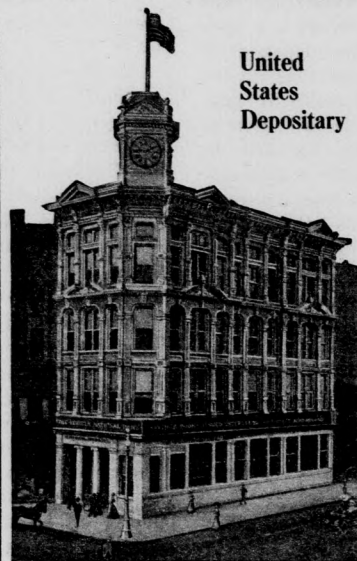
3

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

excellent, which made it easier to let him go.

Frank P. Glazier, former State Treasurer, has been paroled from Jackson, where he was serving a five to ten year sentence imposed two years ago for wrecking the State Bank of Chelsea, the control and presidency of which he inherited from his father. Glazier was a young man and developed Napoleonic ideas along building and industrial lines. As State Treasurer he deposited the State funds, about \$660,000 of them at least, in his own bank and used the money in bolstering up his various enterprises. In due time the smash came and great was the sensation it created. In spite of his wealth, family influence and political pull, he was prosecuted, as would be any other bank wrecker, and received his punishment. He secures his release on parole now not in condonance of his offense, but as an act of mercy. He is broken in health and to have kept him longer in confinement would have been fatal. The State has received back all the money that Glazier deposited in his bank except a matter of \$80,000, and his bondsmen will make this good. The Glazier episode was not without its benefits to the State, even although for two or three years following the smash the State finances were crippled. The incident led to legislation which put a stop to the practice of favoritism in placing the State funds. Under the old and loose methods the State Treasurer could deposit the State funds where and in whatever amounts he pleased, and if the bank he owned himself happened to be the one selected, as it usually was, this became a fat perquisite. Under the laws enacted since Glazier went wrong, the State Treasurer is limited in the amount he can deposit in any one bank by the bank's capital and surplus, and where the money is placed is made a matter of public record in the bank statements. These are very desirable precautions and their adoption made the Glazier scandal not altogether in vain.

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.	73	75	
Am. Gas & Elec. Co., Pfd.	44 1/2	46	
Am. Light & Trac. Co., Com.	289	289 1/2	
Am. Light & Trac. Co., Pfd.	106	107	
Boyer City Lumber Co., Pfd.	150	180	
Can. Puget Sound Lbr.		3 1/4	
Cities Service Co., Com.	86	88	
Cities Service Co., Pfd.	83	83 1/2	
Comw'th Pr. Ry. & Lt. Com.	63 1/4	64	
Comw'th Pr. Ry. & Lt. Pfd.	89 1/2	90 1/4	
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.	12 1/4	13	
Kent State Bank		250	255
Lincoln Gas & Elec. Co.	30 1/2	31 1/2	
Macey Company, Pfd.	97	98 1/2	
Michigan State Tele. Co., Pfd.	99 1/2	101	
Michigan Sugar Co., Com.	90	95	
National Grocer Co., Pfd.	84 1/2	86	
Pacific Gas & Elec. Co., Com.	56 1/2	57 1/2	
Pacific Gas & Elec. Co., Pfd.	93	95	
Peoples Savings Bank		235	
United Light & Railway Com.	65		
United Lt. & Railway 1st Pfd.	80 1/4	83	
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	97 1/2
G. R. Edison Co.	1916	97	99
G. R. Gas Light Co.	1915	100 1/2	100 1/2
G. R. Railway Co.	1916	100	101

Kalamazoo Gas Co. 1920 95 100
Sag. City Gas Co. 1916 96 99
 January 30, 1912.
 This sheet shows very few changes in prices and in each instance these are advances. This week's local market settled down to a good steady demand for investment securities. There was good enquiry in local bond list with offerings few and scattered.
 Commonwealth common held fairly firm at 64@65. The buying was not heavy, but was steady. The preferred advanced to sales at 90 1/4.
 Each week makes a new high record for sales on Cities Service common. This week shows 86 bid 86 1/4 asked. Offerings of the preferred are quite readily absorbed around 83@83 1/4.
 Several sales of United Light & Railways common were made at 65@65 1/2 and the market is bare of stock. Second preferred changed hands at 72. We advise the purchase of this company's stock at the present market.
 A good enquiry has developed for Macey Co. stocks. As an investment in the local industrial class, we regard Macey preferred as the most conservative of the tradeable securities.

More Delegates To the Traverse City Convention.

Port Huron, Jan. 30—The Grocers' and Butchers' Association has elected the following delegates to the convention to be held at Traverse City Feb. 13, 14 and 15: W. D. Smith, Jr., F. C. Woods, E. N. Akers, A. C. Colver, Chas. Wellman, John Squires, C. W. Wellman, William Scheffler, Edward McGill, Grant Canham, J. J. Churchill, Thomas Hess, Otto Schuck, W. L. Van Conant, C. J. Steinborn, J. T. Percival, Harry S. Elliott, of the National Grocer Co., and S. J. Watts, of the Aikman Bakery Co., will chaperone the above party. Arthur Canham, of the Canham Grocery Co., wholesaler, will also accompany the delegates.

The delegates will leave here on the morning of Feb. 12 for Saginaw, where they will meet the delegates from Detroit, Wyandotte, Ann Arbor, Flint, Bay City and Saginaw. From that place they will travel in a special car to Traverse City.

Ann Arbor has elected S. B. Nickels and Geo. H. Fischer as delegates.

John Fry, of Empire, C. P. Springer, of Eaton Rapids, and Alex Chisholm, of Breckenridge, have joined as individual members since the last report. J. T. Percival, Sec'y.

Formal Opening of New Hotel.

Boyer City, Jan. 30—The formal opening of the Wolverine, our new hotel, will be celebrated by a banquet on the evening of Feb. 1. Thomas White will open the festivities as President of the corporation which erected the hotel, and J. E. Converse will act as toastmaster. The programme arranged is as follows:

The Traveling Man—Amos S. Muselman.

The Enterprising Spirit—L. A. Butler.

Y. M. C. A.—William H. Gay.

Vocal Solo—E. C. White.

Ezy Terms—J. B. McLean.

Vocal Solo—Miss Allen.

Get Together—E. A. Stowe.

The Old Town—J. M. Harris.

Vocal Solo—Orville White.

The Ladies—Rev. J. M. Gleason.

Some clerks' ideas of salesmanship is that it is composed of 99 per cent. talk. That kind of salesmanship does not get the high-class customers, nor

There is no left-over stock on the political pie counter.

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E. A. STOWE, Editor.

January 31, 1912

LOOPHOLES IN THE CHARTER.

Van A. Wallin, in a communication to the daily press, takes exception to the Tradesman's position in regard to the proposed city charter. Public spirited, patriotic, in every way a good citizen, Mr. Wallin is the kind of man it is a pleasure to meet in debate. He has no selfish interests to serve, no personal axes to grind, no other motive than the public good. With him the discussion can be confined to the charter itself and to the menace its adoption would be to the public welfare.

Two weeks ago the Tradesman said the proposed charter was a "collection of theories, freak ideas and reform notions." This may be reiterated, and to it we add that in many of its parts it is so crude as to be absolutely vicious. Its inspiration is found in magazine articles and in the handbooks of civic dreams, not in common sense and practical knowledge of municipal affairs. Its basis is in "what ought to be" and not in the ever-present and all-important "what is." When laws are enacted against stealing, they are not aimed at honest men, but are intended as checks upon those who are dishonest. With such a man as Van A. Wallin as Mayor the proposed city charter might be ideal; for that matter, with him in the executive office the city would be well governed without any charter at all. But this proposed charter contains only the flimsiest safeguards against the crook in public office, and in this respect it is dangerous and its adoption will open wide the doors to graft, fraud, corruption and scandal. The whole theory of the charter is that only good men will seek office; precautions against men who are not good are thrown away.

As for the Charter Commission, let us concede the fifteen members labored long, arduously and in the spirit of public duty. Have we not seen the statesmen at Washington do exactly the same thing in framing a river and harbor bill or a new tariff law? When the river and harbor bill finally comes out the member who finds in it an appropriation for the improvement of Tadpole Creek in his district, and the one who is gratified that Penuckle Bay is recognized agree that the bill, "as a whole," is good and great. Each has his slice of pork.

Each is willing the other should also have a slice. When the tariff is under consideration if the wool congressman can get "protection" he is willing the potato congressman should also be protected, and the potato congressman has the same generous feeling toward the sugar congressman, and so it goes all down the line. The completed bill meets nobody's approval in detail, but as each has got into it what especially interests him, they declare, unanimously, that "as a whole," it is good. And this proposed city charter was framed on exactly the same principle. The members of the Commission all had their fads and particular fancies as to what should go into the new charter; they fought valiantly and for nine long months, each for his own "slice of pork" and when the charter was completed they agreed, just as they agree in Washington, that it is, "as a whole," a work of genius and in every way worthy. Two members of the Commission could not get their ideas incorporated in the instrument. They did not get their slices of pork and they are against the charter. But how many of the members who commend the charter "as a distinct step forward in the wellbeing and progress of the city of Grand Rapids" will endorse it in detail? How far will Mr. Wallin subscribe to some of its strange doctrines?

Does Mr. Wallin, for instance, approve of the retention of the vicious system of ward aldermen? One member of the Commission made this his "slice of pork" and he had to have it or the others could not get theirs.

This charter provides that the mayor, city attorney, city clerk, comptroller and the twelve aldermen shall all be elected at the same time, for the same period of two years and that their terms shall expire together. In the event of a political spasm, making a complete sweep of the old officeholders, the city administration would be thrown into the hands of untried, inexperienced men, unfamiliar with city affairs, unacquainted with methods or details, and, perhaps, many of them "accidents." It is not often such sweeping changes take place in local politics, but is it right to leave the city exposed to such disastrous possibilities?

It may be argued that continuous service of experienced men is provided for in the administrative board, but it is not—at least not necessarily. The administrative board is made up of the mayor and four appointees of the mayor, and under the proposed charter any one or all of these can be dismissed from the public service at the whim or wish of the mayor. It is true the charter says the general managers, as the appointive members of the administrative board are called, "shall hold office during good behavior and efficient service," but it also says "the mayor shall have power to suspend or remove any general manager when in his judgment the public interest demands or will be better served thereby." The mayor may be required to file his reasons for the dismissal of a member of the board, but this

does not reinstate that official. He is out and to stay. It rests entirely with the mayor and his judgment as to how long the general managers remain, and with some mayors this city has had and may have in the future his judgment may mean almost anything.

Let us consider the "administration board." This board, as has been stated, is made up of the mayor and four appointees, the latter subject to a majority confirmation by the council. The four appointive members are each at the head of a department, general managers respectively of public works, health and safety, parks and public property and finance and revenue. In the optimistic vision of the charter framers the mayor is to be a good and great man, unselfish and high minded, and he is to pick for these offices of responsibility the very best men he can find anywhere.

He is not confined to Grand Rapids, nor to Michigan, nor to the United States, but can go anywhere he pleases in all the world for his men. The general managers, with all the powers they possess over the city's finances, health, safety and well being, are not, under this proposed charter required to be electors or property owners in the city, or even American citizens. The charter prescribes no qualifications whatever, makes no requirements as to honesty or ability, but leaves their selection entirely with the mayor. With such a mayor as Van A. Wallin would make it is certain high grade men would be chosen, but suppose we had some other kind of mayor? Suppose we had a mayor who believed the highest qualification a man could possess is the ability to swing the saloon or the labor or some other vote? Does the charter contain any safeguard against such an official? This city has had such mayors in the past and there is no reason to believe that we will escape having them in the future. Should we leave the city wide open to his gentle mercies when he shall come?

The general managers are at the heads of their respective departments, and must be obedient to the mayor or "in his judgment" out they go. The heads of departments have the appointment of all their subordinates, subject to civil service rules, which will be referred to later, and subject also to the mayor's wishes, as has been shown. The work of the several departments is passed upon by the administrative board, and, in theory, the four general managers and the mayor will counsel together in doing what is best for the city; in practice each will be more interested in his own slice of pork than in the general welfare, and to gain his own way he will not interfere with what the others do. It will, in other words, be a tickle me tickle you organization with the mayor in control. The administrative board is required to hold daily public sessions for the transaction of business, but with some mayors we have had and some we may have in the future is there any safeguards against the back room frame

up of any scheme the mayor and his associates may wish to put through?

The general manager of public works under this charter may be a high grade man of the Samuel A. Freshney type or a ward politician, a resident of Grand Rapids or a foreigner, just as the mayor pleases, but he controls the city water works, the city lighting and all the public improvements and has the employment of all the labor, skilled and unskilled, that may be used, and the only check upon him is the good conscience or the political interests of the mayor and perhaps what the other members of the board may say, and the latter would not be likely to interfere for fear their turn to be interfered with would come next. All the public improvement contracts, amounting to millions of dollars, come through this department to the administrative board for approval, and by express provision the charter forbids the common council to "rescind or alter" any contract of whatever nature the administrative board may make without the board's consent. Does Mr. Wallin or any other good citizen relish the idea of having a ward politician at the head of the department of public works, with no safeguards or limitations upon his authority other than that which four other men of the same type may exercise and with the council denied the right to question the contracts?

The department of public health and safety represents a consolidation of the present fire, police and health departments, and the general manager has the appointment, subject to confirmation by the administrative board, of the superintendent of police, the fire marshal and the health officer and all their subordinates. The present fire and police board and the board of health are abolished. Suppose we had a mayor who saw fit to appoint to the head of this department the man who could deliver the saloon vote. Would Grand Rapids be a nice town to live in for those who believed in decency and quiet? Suppose his choice should be some one whose chief merit was his ability to control the labor vote; what would happen in the event of another big strike? Do these contingencies arouse pleasant opinions of this charter in the mind of Mr. Wallin?

Under the present city charter bills against the city are passed upon first by the department incurring them, then by the city comptroller, then by the council committee on claims and accounts and, finally, by the council as a whole. Here are four checks against fraud. Under the proposed charter the general managers, who may be high grade men or ward heelers—residents of Grand Rapids or foreigners, as may suit the mayor—certify their bills to the administrative board and then they are passed on to the comptroller for a final audit. The check on dishonesty is so slender as to be scarcely worth mentioning. Under this charter division and silence would be wonderfully easy for a small body of five congenial souls. The only real check is a provision that when the money in a

fund is gone there shall be no more spending. Would Mr. Wallin entrust his own business affairs to an arrangement so devoid of safeguards? If he would not, why should he favor a plan that would make it so easy to be free with the dollars of the people?

The whole theory of the proposed charter is that those who hold office are to be of the highest and best type of men and that evil will not be dreamed of in official circles. The whole theory of law from the day of Moses to the close of the last State Legislature has been for the protection of society from those who would do evil. Which is the safer and better theory?

The charter framers place great stress upon what they claim to be proper checks on wrong doing in administrative circles, the civil service commission and the recall. And one of them is a joke and the other grotesque.

The mayor can dispense with the services of any member of his administrative board at any time when "in his judgment" a change is desirable, as has already been shown. In exactly the same way, any general manager can let out any of his subordinates, and the only redress the man who has been discharged can claim is the right to know why he was fired; there is no provision for an investigation or reinstatement, and therefore the dismissal is final. Where is the protection for the officeholder whom the mayor wants to get rid of? The civil service code also provides that the immediate subordinates of the general manager shall be appointed under civil service rules, and that applicants for office shall be "subjected to examination, which shall be public, competitive and advertised." Think of Harvey O. Carr taking an examination for chief of police, or of Fire Marshal Lemoine going through a quiz, or a man of the S. A. Fresheny calibre letting a civil service commission ask him questions, all in competition with any other aspirant for the office who might appear. And yet this is what this charter contemplates.

When a public official is supposed to go wrong, or when the course he pursues may not meet with popular approval, he may be subjected to the recall. Twenty-five per cent. of the qualified voters shall petition for the officer's retirement. This means that approximately 5,000 voters shall sign and a forty day limit is placed upon securing the signatures. Good citizenship is notoriously meek and long suffering. Who is to start a movement against an official who is merely a grafter, and who would carry it through to the extent of securing 5,000 names? The recall would be far more likely to be directed against an official who discharged his duty honestly and as he should than against the man who is merely suspected of having looted the city cash box. The recall would not be an instrument of wrath against the wrong doer; it might be a weapon of offense against the honest official who wins unpopularity by fidelity to duty. The recall

is far more likely to work the wrong than the right way. During the strike last summer, had Mayor Ellis stood firmly for law and order, the MacFarlane outfit with its wide reaching organization, could easily have gotten up a recall petition against him; he bent the knee to riot and violence, but would it have been possible to have started any movement to oust him from office? The recall is dangerous, and the greatest danger from it will come in times of excitement, and strife, when of all times the city's chief executive should stand firmly. Ordinary crookedness on the part of an official can be reached by law or a grand jury; the recall will be merely a weapon the mob can use to bend an official to its dictates.

The proposed charter is full of other defects, but enough of them have been pointed out for this week. It contains some excellent features, but the defects are so many and so serious that the adoption of this charter would be a menace to the city's safety, a sure precursor of shame, scandal and graft. All the ordinary safeguards are thrown aside. The city government under this charter may be made the plaything of unworthy, unwise or dishonest men, and the ordinary good citizen will have no voice in the government and no protection.

With a good mayor the plan might work satisfactorily, but how would it work with some mayors we have had, some mayors we may have in the future, or with the mayor we now have?

It is contended by those who favor this proposed charter that under it it will be easy to place responsibilities when things go wrong. Did New York ever have doubts as to responsibilities when Boss Tweed was in control or Boss Croker in command? Did Cincinnati ever question under Boss Cox? How about San Francisco and Boss Ruef? Under this city charter one man will control every department of the municipal administration, every city employe will be his creature, every dollar of the city's revenues will pass through his hands or those of his appointees, and the checks against him will be the flimsiest and frailest. With the wrong kind of a mayor, what good would it do us to know who was responsible? Thoroughly entrenched in office, what would he care what the people thought? Under this charter we will be inviting a boss system more complete than that which any other city has ever groaned under. Is it not wiser and better to endure the old charter, which only six years ago was

held up as a model, than to take chances with the follies and fads and untried theories of the new?

Some folks there are who always look as though there was no end of trouble and despair, and seem to be without a friend; they sigh and moan and groan and frown so that they never can be very pleasant company for any healthy man. Whenever they appear you feel as though you'd like to run and get down from its resting place your good fool-killing gun; because such persons who to you their troubles always tote, are thorough-going nuisances and always get your goat. If they could only know how undesirable they are, and how upon right-minded folks their dispositions jar, perhaps they might be led to change to ways of less offense; although this is hardly likely for they have not the sense. But like all other things in life they have a place to fill, and serve a useful purpose like a very bitter pill; for they show us what we might have been and what we must not be if we would wish to live as those whom people like to see.

Be good to your business and to your business associates, but do not forget that you owe something to your family at home.

**Keeping
the Old Customer**

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

**NATIONAL BISCUIT
COMPANY**

Detroit Department

Death of Veteran Commercial Traveler.

Detroit, Jan. 30—One of Michigan's oldest traveling men passed away Sunday in the death of Lyman B. Smith at the home of his daughter, Mrs. D. J. McDonald, 1260 Maxwell avenue.

Mr. Smith attended the meeting of the Veteran Traveling Men's Association at the Hotel Cadillac during the holidays and was one of the speakers at the banquet. At that time he was in apparently good health and declared himself good for another decade. Hemorrhages, which attacked him a few days ago, caused his death.

He was born at Palmyra, N. Y., September 16, 1828, and was brought to Detroit when a small boy by his father, William Smith. The entire trip was made by ox team. The older Smith was a practical shoemaker, but retired to a farm near Chelsea. He taught the trade to his son, who came to Detroit and entered the shoe manufacturing establishment of the late Gov. H. P. Baldwin when it employed only three or four men. The establishment grew into the present house of Baldwin, McGraw & Co. Mr. Smith was an expert shoemaker and worked at the bench until 1857, when he was picked by the management to go on the road, traveling until about fifteen years ago. His memory remained keen, and his narratives of early days in Detroit were interesting and some of them were published in the newspapers.

He was a member of the Michigan Knights of the Grip and of the Veteran Traveling Men's Association. In religion, he was a Spiritualist. He is survived by two daughters, Mrs. McDonald, of Detroit, and Mrs. Ernestine Weeks, of Grand Rapids.

Robert H. Day, Transportation Manager of the Detroit Board of Commerce, has returned from Galveston, Texas, the scene of the Western Classification Committee meeting, representing the railroads of the country engaged in the transportation of freight to the West. The total number of freight items considered by the Committee in the preparation of the new classification which is effective Feb. 15 was approximately 5,000, of which the advances were in the neighborhood of 846, or 16.88 per cent.; reductions, 543, or 10.83 per cent.; no change, 2,666, or 59.21 per cent., and new ratings, 965, or 19.08 per cent., from which it will be noted that the advances are 157.64 per cent. of the reductions.

The consensus of opinion among

the shippers was to the effect that the railroads had not allowed sufficient advance information for time for a hearing, and many of them announced their intention of being present at Chicago at the hearing granted by the Interstate Commerce Commission to protest against the changes contained in the new classification.

E. M. Wood, Traffic Manager of the Trussed Concrete Steel Co., appeared in behalf of that organization and the Detroit Steel Products Co., in an effort to place the shipping of their products upon a basis which would not upset present relations and serve to increase the volume of their products into the territory governed by the Western Classification Committee.

V. V. Dawson, Traffic Manager of the Burroughs Adding Machine Co., was in attendance with a view of checking any effort which might be made to disturb present classifications of adding and computing machines.

It is thought it will be shown at the examination that shippers have not been given ample time and opportunity to prepare their protests between issuance of the docket and the date set for the meetings of the classification committees who have the subjects in charge.

Work has been resumed at the Peninsular plant of the American Car & Foundry Company and there is enough business at hand to keep the wheels turning for four or five months. One of the orders is for 1,000 box cars for the Canadian Pacific and the other is for 5,000 box and gondola cars for the New York Central lines. Also there are a number of miscellaneous orders.

Heretofore it has been the practice of the Michigan State Telephone Co. to pay quarterly dividends on the preferred stock, at the rate of 6 per cent. per annum, on the first day of February, May, August and November, and quarterly dividends at the rate of 7 per cent. per annum on the common stock on the first days of March, June, September and December. Under the programme as revised dividends will be paid at the end of each calendar year, viz., March 31, June 30, Sept. 30 and Dec. 31, both on preferred and common stock.

In order to equalize and readjust these conditions, the directors have declared a dividend on the preferred stock of \$1 per share, payable March 30, to stockholders of record at the close of business on March 15 (this in addition to the \$1.50 per share div-

idend payable Feb. 1, declared last October.

They also declared a regular dividend of \$1.75 per share on the common stock, payable March 1 to stockholders of record at the close of business on Feb. 15, and an additional dividend on the common stock payable March 30 for one month at the rate of 7 per cent. per annum, to stockholders of record at the close of business on March 15.

President B. E. Sunny explains that the above changes were made in the dates of dividend payments to conform with common practice in most other corporations and so that no portion of the dividend period will be partially in any two years, and at the end of each year all dividend periods will be balanced in respect to the annual report.

As He Figured It.

"Ma, do cows and bees go to heaven?"

"Mercy, child, what a question! Why?"

"'Cause, if they don't, the milk and honey the preacher said was up there must be all canned stuff."

The defeated candidate is surprised at the number of misguided men who failed to vote for him.

The Irony of Fate.

After an hour's hard prevarication, the musical instrument dealer had succeeded at last in working off the cheap cornet on a customer at four times its value.

"Where shall I send it?" he enquired, when the customer had signified that he gave in.

"To 950 Fig street. My flat is on the third floor," was the response.

The enterprising tradesman's jaw fell. He had moved with his family the day before to the flat on the second floor of 950 Fig street on a three years' lease.

Some women know things by intuition and some others get next by having husbands who talk in their sleep.

A woman's idea of light housekeeping is when her husband helps her with the work.

It looks as if it would be easy for other people to be good.



A. T. Knowlson Company

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

Business Men Complain of Rotten Freight Service.

Lansing, Jan. 30—"Freight transportation seems to have fallen to pieces on several roads in Michigan," said Chairman Glasgow, of the State Railroad Commission. "We are wondering where the cause lies and what can be done."

Chairman Glasgow exhibited a big stack of letters containing protests and complaints from many shipping points along the Detroit, Grand Haven & Milwaukee division of the Grand Trunk, and the Ann Arbor and the Pere Marquette railroads, in which shippers set forth that in many instances they had been unable to get shipments moved at all, while in others the delays were such as to cause heavy losses and great inconvenience.

Vigorous complaints have come to the Commission from several points along the D., G. H. & M., relative to the service that railroad is furnishing, which is receiving particular attention, because of the fact that no excuse is known for the condition, especially as that company does not pay taxes as do the other roads and therefore has no reason to retrench in expense, an excuse put forth by the manager of another road.

From St. Johns came a complaint that freight in carload lots was not being moved at all. A hay firm in Owosso listed a number of cars of hay which it was charged had been loaded, some of them, since December 31 at St. Johns, and had not been forwarded when the letter of complaint was written on the 20. The firm stated that it was under contract to deliver that hay to Southern points and stood to lose much money, if relief could not be obtained.

Owing to conditions at these points and Pewamo Chairman Glasgow took up the matter direct with the trainmaster at Durand and secured his promise Wednesday night to send engines into these places until the congestion is relieved. Thursday the Commissioner received word that two trains of thirty cars each had been moved out of St. Johns, which, it is pointed out, gives an idea of conditions there.

Railroad officials do not claim that shipments are excessively heavy for this time of the year, nor that the freight traffic is exceptionally heavy, when discussing the matter, but certain of them have given the Commission a reason for the condition, which is considered grave, indeed, if it can be proven true.

The direct charge is made by some of the officials that poor service is caused by disloyalty among employes, and that the unions are to blame for this disloyalty. Chairman Glasgow states that the situation is such that it is probable a conference will be called of railway managers and union leaders in an attempt to determine just where the fault lies and what can be done to remedy the condition. One railroad chief asserted, when poor service on his road was put up to him, that there were two reasons: "One", he said, "was the evident disloyalty of the men and

their disinclination to obey rules or orders; another," he charged, "is the sixteen-hour law, under which a train crew will practically abandon service entirely many times, when about two-thirds of the way in, giving as an excuse that if they stopped to distribute freight they could not make the run within the time prescribed by law.

The charge is made by the Commission that a train crew on the Grand Trunk recently ran a freight engine in ahead of a passenger train to a watering pipe, and delayed the passenger train fifteen minutes, when, had they desired, the engine could have been watered on another track without obstructing the way for the passenger train.

Concerted Action To Combat Tipping.

Chicago, Jan. 30—Continued complaints by various patrons of railroads, especially commercial travelers, against the so-called tipping evil have caused managers of a number of leading Western roads to give the subject careful consideration, and it is expected that steps will be taken in the near future to curtail the alleged nuisance.

Several informal conferences on the matter already have been held, and others are scheduled to take place soon. While the managers maintain that the public is chiefly to blame for the wide scope of the tip solicitor's activities, they also believe that the railroads can assist in the crusade by the adoption of a well-defined plan. What the latter should be has not yet been determined.

In commenting on the practice of tipping on railway trains and in and about stations, the Railway and Engineering Review says:

"No sooner does one step from a train than a flock of uniformed porters come skating across the marble floors to grab a bag or parcel from one's hand to carry to the front door in anticipation of a tip. And as soon as one gets clear of them his ears are greeted with a harsh cry of 'cab! cab!' by the agents of another concern that is sometimes linked up with the railroads. Or before leaving you may chance to enter a washroom, only to find the soap and towels in custody of an attendant with a stipulated charge for this and some other conveniences that ought to be cared for with due regard for sanitation, but sometimes are not, except under lock and key.

"Before one gets out of this place he is again invited to be brushed and carried as when leaving the sleeping car five minutes before. Thus it frequently happens that through proffered extra services, divers and sundry, the traveler can neither eat nor sleep nor even enter a toilet room without being subject to a tax at every turn, or else bear the frown of an untipped servant."

Get your clerks to help you find the leaks. It's the man in the hold of the ship rather than the man on the bridge that first sees the water coming in.



Your Customers

Want the Pay for the Should get the Peacock Brand is the **BEST**

The Best What?

Hams, Bacon and Leaf Lard

of course.

Everybody knows that

Cudahy Brothers Co. Cudahy, Wis.



BOSTON BREAKFAST BLENDED
A Delightful Drink

Popular in Price and a Trade Getter

Roasted Daily

Judson Grocer Co., Grand Rapids, Mich.



Interesting Story of the Egg Business.

[Continued from Jan. 24 issue.]

Every egg man, and every consumer for that matter, knows that a large egg, such as is produced by the Plymouth Rock hen, is worth a great deal more than the small egg which is produced by the Leghorns and other kinds of hens which lay a small egg.

Wherever eggs can not be collected at regular intervals it is no doubt a good method to buy on a loss-off basis, for this system has gone a long way towards settling the matter of quality, and also solving the second hand case problem.

The loss-off plan amounts to just what the name implies, for the eggs are candled and the country merchant or the farmer is paid for just what the eggs grade as to quality. Recent legislation in a number of our states has made this system much easier than heretofore because all competitors are put on the same basis, and the farmer does not enjoy any greater benefit by selling to one than to another. It is simply another case where public sentiment is asserting itself against rotten eggs, and no one is more pleased to see the laws being put into effect than the writer. The best way to effectually settle the bad egg problem is to prevent their getting into the channels of trade.

Country merchants who frequently persist in using any old rattle-trap of a box to hold eggs, simply because they figured it was the cheapest way, found that the cheap cases are the most dear after all. It took losses on top of losses to prove this, however, and many shippers were literally forced to adopt the loss-off system because of the breakage in transit when the eggs were shipped into concentrating points or into the markets in these old cases. I am not interested in egg cases in any way, but I do not hesitate to say that unless these second hand cases are reinforced with iron straps, which enable them to stand up in transit, and freight rate as new cases, they should be ruled out altogether, as they are worse than useless for all practical purposes.

While we have the subject of egg cases in mind I want to say that it has always been a puzzle to me why the regulation thirty dozen case, built along the lines on which it is constructed, was ever adopted as the standard package in this country. I have no hesitancy in saying that I think it would have been hard to

select a worse package. In the first place, it is itself constructed in a flimsy way, yet it is intended to protect a very fragile commodity.

Again, why should thirty dozen be selected as the number to include in a case? It seems to me that twenty would have been a much better unit to have worked on, because, in the first place, it would result in smaller bulk in such a fragile package. Of course, I am aware of the fact that it would take concerted action among the trade all over the country ever to make any change from the regulation whitewood case holding thirty dozen eggs, but it seems to me that unless some plan is devised to make a better case we shall have to expect some changes sooner or later.

I am firmly convinced that the day will yet come when the trade will use some kind of metal case which can be knocked down or folded, one that can also be sterilized from time to time which will make it absolutely clean and as good as a new case in every respect. While a case of this kind might cost more than the cases now used, I believe in the end they would be found much cheaper than the white wood case which is now taken and made to do duty on one trip to market and then is usually thrown away. No one who is at all familiar with the subject can deny that there is now an enormous waste in egg cases, it being estimated that something like 20,000,000 are turned out annually which are practically all thrown away after they have made their one trip to market.

In carrying out the idea of a correct package I want to say that the use of No. 2 fillers which gave so much trouble to many people in the trade a few years ago, and which are even now used to too great an extent, were no doubt conceived along with the rattle-trap box used as a cheap package for shipping eggs. Only fillers made of stout cardboard should be used in packing eggs for shipping or for storing. Poor fillers are dear at any price, and their use should be discouraged. There are new-fangled ideas in fillers just as there are in cases, but the old-fashioned filler, consisting of cross-sections of good cardboard joined so as to make a square hole in which the egg rests, with a square sheet of cardboard at the top and bottom of each layer of eggs, and then a liberal supply of excelsior or shavings between the top and bottom layers of eggs and the top and bottom of the case, make a very desirable pack-

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

POTATO BAGS

New and Second Hand

Stock carried in Grand Rapids

Can ship same day order is received

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

A. G. Kohnhorst & Co.

GRAND RAPIDS, MICH.

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

Write for information.

Established 1876

We Want

Strictly Fresh Eggs
White Beans
Red Kidney Beans
Clover Seed

Moseley Bros.

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

Both Phones 1217

Grand Rapids, Mich.



Becoming Popular all over America

These practical, helpful, Display Racks are going out to every nook and corner of this country.

From Maine to California, from Florida to Alaska, and in Mexico, Grocery Jobbers, Selling Agents and progressive grocers are buying

Ideal Fruit Display Racks

They meet an absolute demand. They cost so little, yet will last for years. Nothing is so practical—nothing so economical. Ideal Racks not only increase fruit sales, but save room and preserve the quality of the fruit. Adjustable to any fruit box.

Set of Six \$3.60—Money Back if Not Satisfactory

ASK YOUR JOBBER

Ideal Fruit Display Co.

448 CASS STREET

LA CROSSE, WIS.

age so far as the inside packing is concerned.

And while we are talking about packages it may not be out of place to say a word or two about the cartons holding one dozen eggs, which are now becoming so popular among retailers and even among jobbers who put up eggs in these cartons with their own brand printed thereon. This is a splendid idea, and is one which really enables a dealer to work up an asset in a good brand of eggs. The mistake should not be made, however, in thinking that an attractive carton with a good sounding name will take the place of quality inside the eggs inside the carton. The brand is good to proclaim quality; otherwise it is useless.

I had almost forgotten to say anything regarding the process of desiccating eggs, which, as the term indicates, means a drying-out of the liquid in eggs and making the residue susceptible of being rendered into a powder, which is usually canned or put up in cartons and stored away under proper conditions to be saved for future use.

Too frequently spots and under-grade eggs have gone for desiccating purposes, and no doubt if only good eggs had been employed for desiccating a much larger demand would have been created for this product long ago, as it fills a need that is hard to satisfy with any other substitute.

Desiccated eggs have been used extensively among bakers and others who find it necessary to get a quick mixture. To these powdered eggs a little warm water is added and after stirring for a few moments the egg matter is reproduced in about the same consistency as scrambled eggs would be before being dried out.

Quite a business has been worked up in desiccated egg products for export, and since the dry powder is especially desirable for use in domestic mining and lumber camps where a small tin may be carried or kept, but where eggs in the shell are out of the question, and for military purposes, the advantage of the powdered form is quite manifest, as a tin can be taken on the prospecting trip or march and scrambled eggs and coffee may be had on a few moments' notice. If desiccated eggs had only a better reputation they would doubtless be used more extensively by our people.

W. T. Seibels.

A Knockout.

Wife (complainingly)—You're not like Mr. Knagg. They've been married twenty years, and Mrs. Knagg says her husband is so tender.

Husband—Tender! Well, he ought to be, after being in hot water that long.

A Fighting Chance.

"So you think the author of this play will live, do you?" remarked the tourist.

"Yes," replied the manager of the Frozen Dog Opera House. "He's got a five-mile start and I don't think the boys kin ketch him."

NOTICE OF BANKRUPT SALE

In the District Court of the United States for the Western District of Michigan, Southern Division.

In the matter of Albert J. Schepers, bankrupt, on Thursday, February 8, 1912, at 1 o'clock p. m., I will sell at public auction, to the highest bidder (reserving the right to reject any and all bids) for cash, at the store building formerly occupied by Albert J. Schepers, in the village of Vogel Center, Missaukee county, Michigan, the Albert J. Schepers bankrupt stock, consisting of merchandise appraised at \$2,140.20, furniture and fixtures appraised at \$303.50 and book accounts due the bankrupt aggregating \$418.28, as shown by the inventory now on file with the court, a copy of which is in my possession as trustee, except bankrupt's exemption and such accounts as may be paid to me before date of sale. Said sale shall be made subject to the confirmation of the court, which confirmation shall be made after five days from date of filing report of sale with the Referee in Bankruptcy, unless cause to the contrary be shown. A cash deposit of 15 per cent. of the sale bill will be required from each purchaser.

Dated at McBain, Missaukee county, Michigan, January 23, 1912.

W. A. Wyman, Trustee.

The Export Cheese Trade.

Stocks of cheese in this market were seldom, if ever, known to be as light in the third week of January as they are at present, and one of our large exporters stated a few days ago that he did not believe that an order for three thousand boxes of finest Western cheese could be filled at any price, as he doubts, if they are here. Another shipper states that it would depend altogether upon the price bid in order to find them, and that a buyer prepared to pay 15½ cents could have them. A lot of 2,090 boxes was placed on spot at 15¾ cents, understood to be for local account. The

supply, however, is very light. The exports of cheese from the close of navigation to January 5 were 101,803, as compared with 82,413 boxes for the same time the year previous. The shipments from Portland and West St. John last week will total over 27,000 boxes, which bring down the stocks here to an exceptionally small quantity for this season of the new year.—Montreal Trade Bulletin.

Hammond Dairy Feed

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

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

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.

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.

Symons Brothers & Company

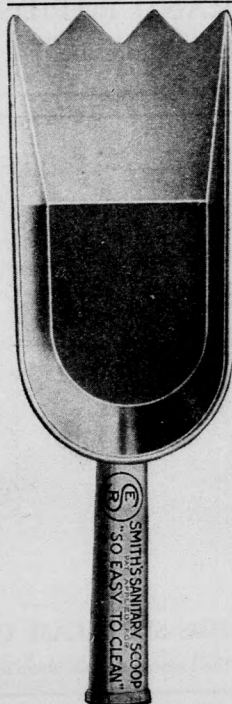
Wholesale Grocers

Saginaw :: Michigan

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.



The Lunch Room as an Attraction to Shoppers.

Written for the Tradesman.

Excepting some of the department stores in the large cities, not many dry goods stores have a lunch room; but since it is one of the things which make for comfort in shopping without question it gradually will find its place in establishments that are large enough and so situated that it can practically be maintained.

When a woman living in some residence portion of a large city goes down town on a several hours' shopping expedition, naturally she likes some convenient place where she can get a bite to eat. To go back home at noon or 1 o'clock would mean at least ten cents street car fare and the loss of considerable time.

To the smaller cities women come in from the country and the villages round about, by trolley, by team and by automobile, and when they come to town they usually make a day of it, so they want a lunch at the proper time.

Catering in an eating way to women who are shopping presents certain peculiar problems. Nowhere is the differentiation of the sexes more apparent than in the mental attitude of a man toward buying a meal of victuals as compared to that of a woman toward making the same purchase. As long as he has any money a man is ready to provide liberally for the wants of his stomach, while a woman just naturally hates to pay anything for what she has to eat. She likes a fine dinner if some man pays for it, but when she is to pick up the check and go to the cashier with it herself, she sees to it that it is not a very large one.

I am speaking of course of what you may call the general run of women. Women of wealth and fashion come in time to patronize the expensive hotels and cafes much as men do, but such form only a very small proportion of the whole number of shoppers. Many women in comfortable circumstances count closely every penny for food that they spend away from home.

So the dry goods merchant who is considering the starting of a lunch room should understand that unless he has a large clientele of wealthy patrons, he can not count on selling many high-priced lunches. Fifty women will buy a cup of tea and a sandwich or some other light collation costing ten to fifteen cents, where one will buy a fifty cent dinner. To the average woman even a quarter looks like a large sum of

money with which to satisfy the demands of hunger; when out shopping she rarely feels the need of a full meal—just a little lunch is all she wants.

She desires to spend as little money as possible and she does not want a large amount of food. The bustle and clatter of the ordinary cheap restaurant are distasteful to her in the extreme. A nice, quiet, tastefully furnished room where something relishable can be had, served with a little simple elegance—that is a woman's idea of an attractive lunch room.

Something like the "fountain" lunches now so deservedly popular are what is wanted. A bowl of soup or beef tea, a good sandwich, tea, coffee or cocoa, fresh fruit, baked beans—these are all popular if made and served so as to be appetizing and delicious. If there is one of these fountain lunch counters at a nearby druggist's, it may not be necessary for a dry goods store to tackle the lunch room proposition.

Where there is no such place conveniently at hand, then with any large dry goods establishment it is simply a case of whether it can be made to pay. That it will be an attraction, a great drawing card, and will fill a long-felt want, there can be no question.

It is at the disadvantage of any "one meal a day" restaurant. There will be a few orders at 5 or 6 o'clock or later if it is kept open evenings, but the great bulk of patronage comes in the middle of the day. This makes it expensive as to maintenance and the employment of help.

If the location is good for a soda fountain and the selling of ice cream and sundaes, the selling day will be much longer and the scope of patronage may be widely increased.

One large department store in a Northern Michigan city that is running a very good "luncheonette" is doing it as an advertisement. This firm does not claim that its lunch room pays any direct profit—it is somewhat doubtful whether it does not add a little to the running expenses of the business—but they feel that it helps to keep people coming. Heating and lighting a store do not put money into the cash registers, but inasmuch as they make for the comfort of patrons and employes they are matters of necessary expenditure. May not the management of a large dry goods store, if up to date and progressive, look upon the maintenance of the right kind of a lunch room in the same way? Fabrix.

Everybody in this world knows something that you do not know. Every trade paper can tell you something that is worth finding out. It is only the ignoramus who sets himself upon a pinnacle of high-mightiness, snug in his foolish belief that he is the beginning and end of wisdom. He may think he is sitting on a throne, but, to everyone else, his platform bears a very close resem-

blance to a dunce's stool. He who is so wise in his own conceit as to refuse to accept information, very quickly drops behind in the march of progress. To read your trade paper is part of your business, and time should be given to it just as to other duties. To say you have not time to read it is to say that you are too busy to attend to business.



A Great Business Getter

When you offer your customers "RELLIM-MADE" hosiery you can do so with absolute confidence that you have an exceptional value.

In looks, in finish, in dye, in the remarkable heels and toes—in fact, no matter what point is considered this line excels all other merchandise on the market that retails for 25c.

We supply show cards, cuts, window display racks, retail ads with initial orders on this line.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

Two Leaders in Washgoods

"Aristo Batiste"

We are showing this fabric in a very large line of styles and colors, the cloth being the very finest that has ever been plaed on the market at 7½c per yard.

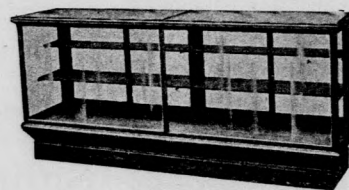
"Bel-Panno Batiste"

There is no better Batiste made and printed then "Bel-Panno" Batiste. The styles and colors are perfect, mostly in small and medium work. Price 9c per yard.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

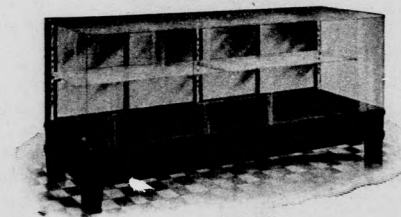
Grand Rapids, Mich.



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 Stekete'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

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The membership fee of the Flint Board of Commerce remains at \$1 for this year. The Board has 850 members and a campaign will be opened to increase the list.

The new Lansing Chamber of Commerce has been fully organized and officers elected with the exception of Secretary. President Moores says it is his purpose to make his administration a business one. Regular meetings will be held monthly.

The Browne-Morse Co., manufacturer of filing devices, desks and bookcases at Muskegon Heights, needs more room and, unless a larger factory can be secured, it will locate in some other city.

The Bay City Board of Commerce will hold its annual meeting Feb. 6. Plans for forming a stock company to build a new hotel at Ionia are being considered by the Board of Trade of that city.

The Port Huron Business Men's Association has re-elected officers for 1912. Port Huron has already secured eleven conventions for this year.

Members of the Farmers' Institute in session this week at Flint will be entertained at dinner Thursday night in the Masonic Temple by the Flint Board of Commerce.

The Lansing Merchants' Association unanimously favors the holding of an agricultural and industrial fair in that city annually. Efforts will be made to form an association and push the project.

The Kalamazoo Commercial Club is getting information from other cities regarding convention halls and the communications received almost unanimously point to the great civic benefits derived from such institutions. Grand Rapids has also been talking convention hall very strongly, and "Grand Rapids Knows How," but "In Kalamazoo We Do," and it looks as though Kazoo would beat us to it.

The Cutler Hub Co. has started manufacturing operations in Saginaw.

Ann Arbor has secured the report of an expert engineer, which is to the effect that ground water can not be depended on as a source of supply and that Huron River is the proper source. At present the city is using water from wells, also water from the river, the latter being purified by treatment with electrically generated ozone. The ozone system is still in the experimental stage and it has not been found possible to determine the cost of purification closely. Should this method prove over-expensive or imperfect after fair trial the city is advised to install a slow-sand filtration plant to purify the raw river water.

Retail merchants of the State will meet at Lansing Feb. 8, at the call of Secretary F. M. Whitbeck, of the Michigan Retail Implement and Vehicle Dealers' Association, when an attempt will be made to form a State federation. It is in harmony with a movement begun by the National Federation of Retail Merchants, an association which met in Chicago a

few months ago and discussed plans for fighting the parcels post and catalogue mail order houses. Mr. Whitbeck says the prime object of the Lansing meeting is to build up and maintain the business interests of the smaller towns and to secure legislation for everyone's interest in place of the interests of a few. Among the State organizations invited to affiliate are the following: Lumber, furniture, grocery, drug, implement, general merchandise, hardware and shoes. All others are invited to join.

The Big Four Railroad is planning extensive improvements at Benton Harbor and St. Joe and the latter city has hopes of being made the terminal.

The North Side Commercial Club has been formed by the business men of North Lansing, with A. B. Robertson as President and C. Frank Stabler as Secretary and Treasurer. A new feed barn, with stalls large enough to accommodate the automobiles of farmers, and a new freight house, are among the needs of North Lansing.

Skating rings and a toboggan slide are maintained this winter for Lansing children by the Playground Association of that city. The work will be extended and public playgrounds established.

The Big Rapids Board of Trade has re-elected officers and directors for the new year. A spirit of harmony and co-operation was manifested throughout the past year. Secretary Stillwell reported that the new broom factory, which cost \$4,605, was now paid for. Other industries are being considered.

"Clean your sidewalks" is the slogan at St. Joseph. The Street Commissioner has caused the arrest of eight or more prominent citizens for neglecting their snow shovels and the crusade is having a good effect. Every snowfall brings out a cityful of shovelers.

The Malleable Foundry Co., of Benton Harbor, will spend \$10,000 for new buildings and improvements.

Benton Harbor has chosen earlier dates for its fair this year, in hopes of striking better weather. The dates are Aug. 13-16. A. S. Miles was chosen to succeed Col. Fred Felton as Secretary.

The City Council of Manistee has voted to provide coasting hills and skating ponds for the boys and girls.

Under the new charter which is being prepared for Battle Creek the city will undoubtedly care for its own garbage, in place of private companies. The city may take the sprinkling of the streets in hand also.

Decatur people are proposing a fair for Van Buren county and they want the fair to be held permanently in Decatur.

The Upton Machine Co., of Benton Harbor, will remove its factory to St. Joseph.

The second annual banquet of the Ewart Board of Trade will be held Feb. 9. Almond Griffen.

It's easy for a man to admire a strong-minded woman—if he isn't married to her.

Disagree Over Division of Partnership Funds.

Owosso, Jan. 30—Arthur Ward, formerly of Munising, last spring invested \$15,000 in a retail business Fred W. Pearce had conducted for years. The partners disagreed, but the firm continued in business until the rented store and most of the stock were destroyed by fire last November. The company realized \$36,000 from insurance and salvage goods and saved accounts representing \$10,000.

After the firm had rented a small store for storage and office purposes, Pearce went to Alberta, and returning several weeks ago told friends he had decided to locate in the Canadian Northwest. Ward says his partner did not tell him of his plans. When Pearce endeavored to draw \$4,000 of \$7,000 the firm had on deposit in a local bank, Ward secured an injunction. Pearce then filed a cross bill asking for a receiver to close up the business and a decree to dissolve the partnership. The hearing on his petition was had to-day.

Ward seeks to hold Pearce to a five-year agreement made when the firm was organized, claiming that one of the considerations of his investment was the prestige Mr. Pearce had gained in an old established business. Pearce claims the agreement pertained to the store destroyed and that the firm failed in efforts to secure ade-

quate quarters in which to continue the business. The controversy is now being threshed out in the Shiawassee county Circuit Court.

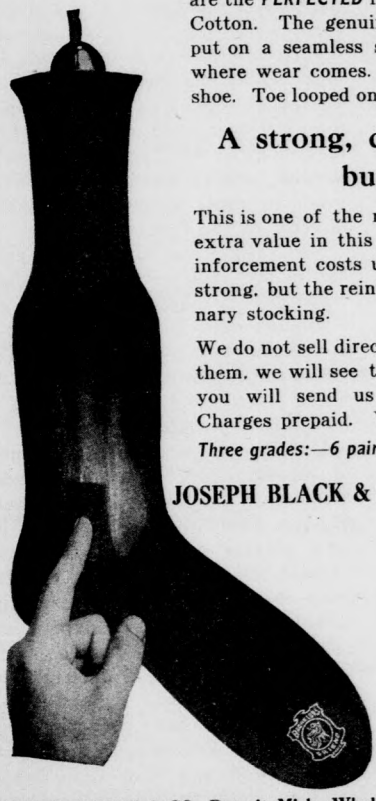
If a customer goes to a department store for goods that are in your line isn't it possible that it is because you have not advertised nor displayed those goods?



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

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.

Bachelors' Friends
TRADE MARK
HOSIERY



are the PERFECTED hosiery. Made of combed Sea Island Cotton. The genuine French Welt—the best welt ever put on a seamless stocking. Reinforced at every point where wear comes. Reinforcement graduated to top of shoe. Toe looped on two-thread looping machines.

A strong, durable, wearing heel—but no heel-patch

This is one of the new improved features that give you extra value in this stocking. The yarn used in this reinforcement costs us \$1.40 a pound. The heel is doubly strong, but the reinforcing does not show as in the ordinary stocking.

We do not sell direct. But if no dealer in your town has them, we will see that you have an introductory lot, if you will send us money order covering the amount. Charges prepaid. Wear guaranteed for six months.

Three grades:—6 pairs \$1.50; 6 pairs \$2.00; 6 pairs \$2.50.

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

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



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

MEN OF MARK.

F. T. Tappan, President Tappan Shoe Manufacturing Co.

Some careers are so remarkable that in order adequately to estimate their character and accomplishments the lives of the subjects must be followed from their beginnings through to the summit of their achievements.

In pursuing a recital of Mr. Tappan's remarkable business career the pronounced traits of his makeup as a human being will be discovered. He belongs to that class of men, especially those of our still young American civilization, whose course of life, from the beginning, is determined and actuated by the impulse to do things, with the object of both evincing their manhood and reaching results. Primarily the conception and the motive of New England men, and women as well, especially of the generation that is passing and the generations precedent, were to rise by doing. In respect to many this object was a veritable passionate possession, and all other considerations were discarded as nearly or quite worthless. Sometimes this commanding motive took the direction of education and the finer cultivation of the mind in its various activities and directions, but in most instances the object was to acquire the power that comes of doing business in a material sense. The idea has extensively prevailed in this country that little is really worth while aside from getting on in the world, the incentive being that the getting of wealth, or the credit that stands for wealth, is the most direct and surest means of rising in community, reputation, standing and influence, and that all the advantages that pertain to so-called high life will bud and blossom from the possession of wealth; that in the absence of old world aristocratic heredity and privileges the only recourse for the aspiring young American is to gain a standing in community by the means of acquiring wealth, and the only recourse for reaching the desired altitude is by doing business of some sort. It is no wonder, therefore, that any young American of ambition at an early period in his career plunges into business of some sort as the absorbing motive of his life.

Hence it invariably is found that a young man of the ambitious, aspiring temperament of Mr. Tappan devotes the best of his time, energies, mental and physical faculties to forward his aim to be a man of action for the purpose of accomplishing results. A survey of the world finds that all those known as successful men, in whatever department of business life, have been ambitious, direct, incessant, absorbed and undeviating in endeavor to do things. All else is mere byplay, while the main object is never lost sight of. That was Mr. Tappan's character from boyhood until he had reached the summit of his success. Now, mark his career.

Frank T. Tappan was born in Carroll county, New Hampshire, April 22, 1859. His parents are both of English descent. His father was a

paper manufacturer. At the age of 12 years he decided to see something of the world on his own account. That determination evidently started him on his career as a shoe manufacturer. Probably he had no special choice as a pursuit; he simply wanted to learn a business, and had no motive other than to do something to earn money and enlarge his capacity to accomplish results. Possibly, too, fortuitous circumstances forced him to seize the first opportunity that came in his way. At that time Haverhill, Mass., was a great shoe market, and still is to a considerable degree. At any event Haverhill proved to be a good school for the tuition of the boy who was to accomplish so much along shoe manufacturing lines in the future, for here he devoted five years of his young life to acquiring a knowledge of the shoe manufacturing business. At the age of 17 he went to Lynn, where he worked two years. Later he went to New York, securing employment in a large shoe factory as foreman of all of the different departments. Six years afterward he engaged as manager of a shoe factory at Pittsburg, where he remained two years. He then acted as manager of a factory at Rochester. He was also superintendent of a factory at Cleveland for two years. He then went to Muncie, Indiana, where he engaged in the manufacture of shoes under the style of the Tappan Shoe Co., with an authorized capital stock of \$25,000. He acted as President and Manager in this company six years, but fourteen years ago he located in Coldwater and merged his business into a stock company under the style of the Tappan Shoe Manufacturing Co., with a capital stock of \$100,000, all paid in. He erected a factory, 50x250, three stories, besides an office and sample room. Mr. Tappan is President of the company and owns 51 per cent. of the stock. He employs eighteen regular salesmen and seven side line men, selling his goods all over the United States with the exception of the extreme Southern and New England States. Mr. Tappan claims to be the largest manufacturer of his grade of shoes in the world, selling directly to the retail trade.

Mr. Tappan was married two years ago to Miss Sophie Stauden, of Coldwater. They have one child, a girl 5 months old. The family reside in a beautiful home in the outskirts of Coldwater, surrounded by one of the finest forests of native oak trees to be found anywhere.

Mr. Tappan is a charter member of the Elks. He is a Mason and a member of the Knights Templar and Moslem Temple, Mystic Shrine. He is a charter member of Coldwater Council, No. 452, U. C. T., and has been a member of the Executive Board continuously ever since it was organized. Mr. Tappan is also a life-long member of the Travelers' Protective Association.

Mr. Tappan has practically no hobby. He is President of the Branch County Rod and Gun Club, which goes to show that he is somewhat interested in fishing and hunting. He

enjoys watching his employes play ball and other games on Tappan Park, opposite the factory, which he maintains for their enjoyment and which is greatly appreciated by them.

Mr. Tappan attributes his success to making good goods which repeat themselves. He manufactures 115 different styles of women's, misses' and children's shoes and is contemplating the manufacture of men's shoes in the very near future.

When approached by a representative of the Tradesman and requested to furnish the necessary data for a biographical sketch in our Men of Mark series, Mr. Tappan peremptorily refused, but constant importunity on the part of the biographer resulted in his securing a few facts regarding Mr. Tappan's life, although they had to be pried out with the same skill a mechanic uses in drawing spikes out of a seasoned oak plank. Mr. Tappan was getting ready at the time to go to Chicago, where he proposed to engage a half dozen additional traveling salesmen. He had already advertised for men in the Chicago papers and had an envelope full of replies. To all of these applicants he had written letters, requesting them to meet him at a certain hotel, accompanied by their credentials and letters from former employers. "The average man," remarked Mr. Tappan, "will ignore the keynote of my letter and bring recommendations from bankers, preachers and Sunday school superintendents—all very good, in their way, but not what I want. When I ask these men for the names of their former employers, the reply will invariably be: 'I would rather not do that, because I had trouble with my former employer and we parted bad friends.' 'That's all I need to know,' is the reply, 'if you had trouble with him you will have trouble with me also.'"

Mr. Tappan is happy in the choice of his epigrams. One of his favorite sayings is: "When a man wants a pair of cowhide boots he will pay more for them than he will for a pair of patent leathers." In other words, he believes in giving the customer exactly what he wants and in studying his wants. His customers know that when an order is sent to his company it will be filled absolutely as ordered if it is within the range of possibilities.

Mr. Tappan has a marvelous acquaintance not only in the United States but in portions of Canada as well. He never forgets a face nor a name, and his personality is such that it makes an impression on first acquaintance. It is said that he can stand in the lobby of a Chicago hotel and call more men by name than any other guest of that hostelry. His big heart and generosity are known not only in Michigan but wherever he goes. The extent of his generosity no one knows but himself.

Mr. Tappan's judgments of men and business problems are so prompt and unerring as to seem at times almost intuitive, and he always has the courage to act upon his convictions. He is not only a great shoe manufacturer. He is a great business man

as well and would have been a captain of industry in any line of business endeavor in which he might have engaged.

Activities in the Buckeye State. Written for the Tradesman.

The A. J. English Co., of Cincinnati, is making a tour of Northwestern Ohio towns looking for a site for removal of its plant, employing 100 men. The concern manufactures an instantaneous water heater.

A Business Men's League has been formed at Newark for better regulation of the saloons.

A smoke abatement campaign is on in Cincinnati. The Mayor will appoint a smoke inspector.

A hundred and fifty city salesmen of Columbus were hosts to 300 retail grocers at a banquet held in Columbus Jan. 22. It was a social, enjoyable occasion. State Dairy and Food Commissioner Strode was present and paid his respects to an organization, which, as he said, "has done more than any other to lighten the burdens of my office and to give the public pure and wholesome food. He absolved the grocers of the charge of being responsible for the high cost of living and told them that their silence was what caused the charge to be made.

The city of Canton has purchased a tract of fourteen acres just outside the corporation, as a site for the proposed sewage reduction plant.

The Cincinnati Commercial Association has elected the following officers: President, Geo. F. Dieterle; Vice-Presidents, Jas. J. Heekin and M. J. Freiberg; Treasurer, Guy H. Kennedy; Secretary and Manager, Carl Dehoney.

The Newark Board of Trade has started a membership campaign. Newark needs a new public library, a new hospital, more parks and an improved lighting system.

The Ohio Swine Breeders' Association met at Dayton and elected B. M. Allen, of Greenville, as President and A. M. Winchester, of Dayton, as Secretary-Treasurer.

Cincinnati is determined to suppress gambling. In certain places where telephones are used for gambling purposes the chief of police has ordered the telephone company to discontinue such service. Action will be taken against owners of premises where gambling is permitted.

State School Commissioner Miller is urging the adoption of a uniform system of text books for the schools.

The Advance Glass Co., of Utica, will remove to Newark, building a modern plant costing \$35,000. Free site and \$1,000 cash toward moving expenses were donated by the Newark Board of Trade.

Almond Griffen.

"Our best friends are those who tell us of our faults"—so runs the ancient proverb; but it is noticeable that they do not remain our friends very long after they have told us.

The man who lies to his customer about the goods he sells them can't blame them if they lie to him about paying for those goods.

ONKEN

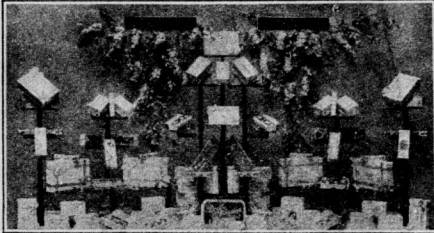
INTERCHANGEABLE
WOOD WINDOW FIXTURE

YOUNITS

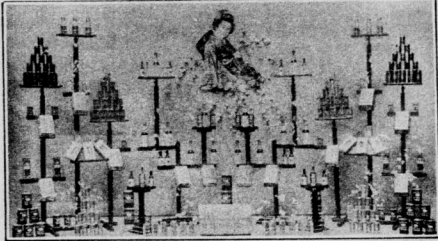
TRADE MARK

The latest word
in fixtures for
the grocer's
windows

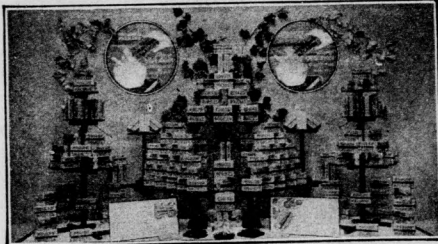
I honestly believe that my new patented set of interchangeable wood window fixtures made exclusively for the grocer's windows is, without doubt, the best thing that has ever been created.



Patented 1911 Copyright 1911
This is just a sample trim made with 68 YOUNITS of the 125 in the set, leaving 57 that can be used for other trims and individual fixtures.



Patented 1911 Copyright 1911
Another prize winner. This one took only 78 of the 125 YOUNITS in the set, leaving 47 for other uses around the store.



Patented 1911 Copyright 1911
Here is one that took only 68 of the 125 in the set. That leaves you 57 "ONKEN Interchangeable YOUNITS" for other trims and individual fixtures.

I want every ambitious Grocer who is keen after more business through his show windows to see how I made 25 beautiful window trims—trims that you can duplicate at as low a cost as 5 cents each by using my set of "ONKEN Interchangeable Wood Window Fixture YOUNITS."

Simple---Strong---Effective

Your window trim may be good, but then nothing is so good but that it can be improved. Window trimming becomes so simple a matter when a set of "ONKEN Interchangeable YOUNITS" is used that the weekly change of trims becomes a pleasure to be looked forward to, instead of a ceaseless drudge to be abhorred.

Let me send you free my booklet "A Message From Hell"

We have this booklet put aside for you. It will give you all the information you may want regarding these wonderful window fixtures. Also a beautiful book of designs showing 25 prize-winning window trims made with less than the total number of "ONKEN Interchangeable YOUNITS" in this set. This book is sent free with each set.

Price Set No. 14 for the Grocer's Windows
\$26.00 Net Cash 30 Days, F. O. B. Cincinnati, Ohio
Order through your jobber or direct

The price of this set is a great deal less than the amount you will lay out for a lot of fixtures with permanent forms which will not meet all your requirements.

Note.—Besides my Grocery set, I make another set for the General store dealers. With this set you can

make any kind of window trims, such as grocery, hardware, furnishings, habberdashery, wearing apparel, shoes, drugs and any other kind of merchandise handled by the general store.

This set No. 4, Price \$20.00. A book of designs showing 32 window trims covering all lines goes free with this set.

Made of
Solid Oak, in
Weathered Oak
(waxed) Finish

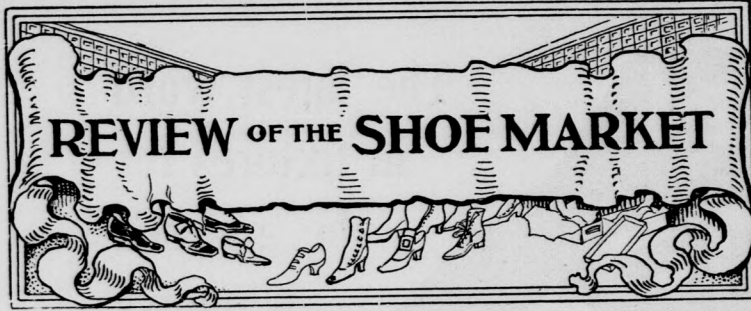


You can make 500 stunts like this

Send today for the booklet "A Message From Hell," and let us get in touch with you on the best business-bringing proposition that is out today

The Oscar Onken Co.
780 Fourth Avenue Cincinnati, Ohio
Established 31 Years

The Oscar Onken Co.
780 Fourth Ave., Cincinnati, O.
Send me FREE "A Message From Hell."



Trust Methods in Manufacturing and Distributing Shoes.

Some writers for certain shoe trade papers evidently will never be happy until they see a shoe trust in existence. We have particular reference to articles that attempt to criticize what they allege to be the excessive cost of distributing shoes through retail shoe stores owned by individual merchants.

Some time ago, at a banquet where a large number of New England shoe manufacturers and traveling salesmen were present, a prominent manufacturer advocated that manufacturers and salesmen should stand together to protect the retailer. This statement recognized the necessity of preserving to shoe manufacturers and their salesmen their recognized and established avenues of distribution, and was called for by the acknowledged fact that the margin of profit in retailing shoes was not satisfactory.

Theories of Shoe Trade Writer.

Shortly afterward an article appeared in print from the pen of one of the shoe trade writers of the type referred to above, which questioned the advisability of shoe manufacturers wasting thought or money in strengthening the position of the retail shoe trade, and declared that there is but one solution of the retail store problem as it now exists, namely, organization along the line of reducing the cost of operation or extinction.

As to shoe manufacturers wasting thought or money in strengthening the position of retail dealers, it must be borne in mind that the retail shoe men of the present day do distribute the great volume of the production of shoes, and if their business is conducted upon a basis of unsafe profits, then the business of the manufacturers must also become unsafe. Hence, shoe manufacturers must, in their own interests, either strengthen the position of the retail shoe dealers or must, themselves, undertake to supply their own avenues of distribution; if they undertake the latter task they must either do so through the establishment of retail stores of their own or they must attempt to distribute their product on a mail order plan. Either one of these two courses involves the investment of large additional capital in the manufacturing business, to say nothing of the amount of risk involved in either course.

Two Dangerous Courses.

To argue in favor of shoe manufacturers, as a class, attempting to follow either of these courses is in effect to argue that a very large pro-

portion of shoe manufacturers should retire from business. Certainly only a very small percentage of them are equipped either by knowledge or experience, or with capital, to undertake either course with any reasonable prospect of success.

As to the views and conclusions of the writer of the article referred to, of his solution of the retail store problem by reducing the cost of operation, with the alternative of extinction, we must believe it is nothing else than the expression of a theorist, with no practical knowledge of the business of retailing shoes.

There are not less than 30,000 retail shoe dealers in the United States, each of whom is vitally interested in keeping his cost of operation at the lowest possible point, and it is not likely that anyone not schooled in their line of business can give them much safe advice.

Plea For a Big Combination.

The particular writer of the article under consideration went on to advocate that shoe manufacturers should demand a parcels post and sell to the consumer direct, or form a giant combination and enter the retail business. In order to form such a combination a large number of shoe manufacturers must be wiped out. The shoe manufacturing industry that is now being conducted successfully in a great many different localities, would naturally be centralized into a few mammoth plants in favored locations, to the ruin of other shoe manufacturing centers now populous and

prosperous because of the shoe manufacturing industry.

If such a result should ever materialize, and a large portion of the retail shoe dealers should be eliminated and displaced by a relatively small number of mammoth shoe trust stores, such a condition would necessarily imply that similar changes were taking place in the distribution of other lines of goods and that, consequently, the small retailers in other lines were also being wiped out.

Effect of Revolutionary Changes.

If one will consider for a moment what effect such revolutionary changes would have upon the real estate values in the retail districts of all



The Sign of a Profitable Investment

The
Rouge Rex
Shoe



Trade-
Mark

Profitable to the merchant, and profitable to his customer.

The superior quality of Rouge Rex Shoes is easily discerned, making them quick sellers and satisfactory wearers.

Our salesman is ready to see you. Drop us a card.

Hirth-Krause Company

Hide to Shoe
Tanners and Shoe Manufacturers
Grand Rapids, Mich.

DIAMOND
QUALITY

Follow
The Princess's
Footprints

and you will see their indents of comfort.

The Princess Comfort Shoe

is one of a "Quality Line" that will boost your store for comfortable footwear, and you know that satisfied customers are fine advertisements.

Write for particulars
today

THIS
HAND-
SOME BOOK
FREE
WRITE FOR IT TODAY

MADE BY
V. SCHOENECKER
BOOT & SHOE CO
MILWAUKEE - WISCONSIN.

towns and cities, and upon investments therein, and mortgages thereon, and upon financial affairs generally, one would seriously question whether the country in which such conditions existed would be a good place to live.

Moreover, it is not readily apparent what direct benefit the trust method of handling the distribution of the necessities of life would be to the consumers. Judging by past experience, the consumer would hardly be justified in expecting to derive any benefit from the change. There are some fields of production and distribution that are now controlled by trusts, and their treatment of the public is not such as to create any desire on the part of the consumer that all other fields of industry shall be so dominated and controlled.

If a Trust Should Come.

Furthermore, if it shall come to pass that a very few large concerns shall control and operate all production and distribution, and there is no further opportunity for individual business life, then the only logical thing that could happen would be for the people, through their Government, to take possession of all industry, which would be socialism. The radical socialist looks with favor upon the formation and operation of trusts because he regards every step in that direction as bringing so much nearer the day when the people, in their collective capacity, will assume the ownership of all means of production and distribution and thus establish the socialistic state.

Therefore, the argument in favor of the formation of a shoe trust is an argument for socialism and nothing else. It is probable that if retail shoe dealers were more familiar with the line of argument being presented to shoe manufacturers from time to time by the theoretical shoe trust writers, the retail dealers would be more strongly in favor of a compact and effective organization of their own.—Shoe Retailer.

Weekly Meetings Help to Stimulate Efficiency.

Karl C. Wert, assistant buyer of Marott's shoe store at Indianapolis, Ind., has adopted the commendable plan of calling the clerks of the store together one morning in each week for a ten-minute conference, and to give them a short talk on timely topics relative to the success of the business. These conferences have been productive of much good. We herewith print, in full, Mr. Wert's remarks made one morning recently:

Building a Business.

"Do you ever stop to consider our lives are built up of the little things we do? We are all builders. If we fall into bad habits, we will find them hard to put aside later.

"Every man has some inclination to enter business for himself. Necessarily his schooling must be along lines that will bring success. Mediocrity seldom receives recognition. One must be above the average.

"We all know that good habits are acquired. But we take to other habits as naturally as a duck takes to

water. We see our mistakes, but do not put our will power into action. We should live up to our convictions. Certainly we are all able to discern the difference between good and bad business judgment.

"Each day our building should be better. We should first know ourselves and then study the surrounding conditions.

Story With a Moral.

"I once heard a story that made a lasting impression upon me; as for the truth of it I can not vouch, but as to the story, I am sure you will derive some benefit from it.

"There was a father whose daughter married a contractor. The father decided to build a home in a nearby suburb, and of course gave the contract to his son-in-law. This dutiful son-in-law saw where he could use some inferior material, thereby making a little money on the side. After the house was completed, the father was called in to see the work, and as far as he could see it looked good to him.

"Now, John, he said, 'I have been wanting to do something for you and Mary.'

"You know the rest. This son had been building for himself and could have put the best of material into the house, but he had cheated himself. How many of us are putting cheap things into our lives! Each bad habit of salesmanship is a bad plank in our work of building.

Sales Making Hints.

"Good habits bring happiness and smiles. I think one of the best habits to form is to wear a bright smile. A pleasant face helps to make a sale. A listless, morose salesman, void of happiness, is often so far away from his work that he misses the opportune time to close a sale.

"We should give our undivided attention to our customers at all times and get in the habit of reading character. Eventually you can classify. You will be surprised at first to see how much alike 'we mortals be.'

"In order to do this effectually you must give each sale careful study. I mean by this, reason with yourself how did you make, or lose, the sale? Work these things out for yourself. Do your own thinking. Do not depend upon the other fellow. He may be wrong."

On To Her Job.

Mrs. Colin Gable—Do you ever permit your husband to have his own way?

Mrs. Strongmind—Oh, yes, occasionally. He is sure to make a fool of himself and that makes him easier to manage next time.

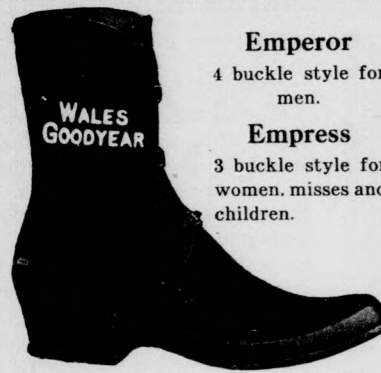
Gave Him a Jar.

"Am I required to exchange wedding gifts in the department from which they were purchased?"

"Not at all," said the floorwalker. "Thank you. I would like to exchange a rose-jar for a frying-pan."

When you dress a show window, see that you get the main feature of the display at a height where it will be most easily taken in by the eyes of the passer-by.

HERE'S one of the best of our entire line of Wales-Goodyear and Connecticut Rubber Boots and Shoes



Emperor

4 buckle style for men.

Empress

3 buckle style for women, misses and children.

Outside of fine grade Jersey, inside lined with black fleece; snow-excluding style.

—a light weight gaiter that's sure to be in strong demand among your customers for late winter wear.

All styles—for men, women, misses and children; in "Wales" quality only. You can't go wrong in ordering Emperor and Empress Gaiters.

Our full line comprises whatever you need in rubber footwear; we specialize on quick shipments.

The Maumee Rubber Co.

324 226 SUPERIOR ST
TOLEDO, OHIO.

Headquarters for Wales-Goodyear and Connecticut Rubber Boots and Shoes

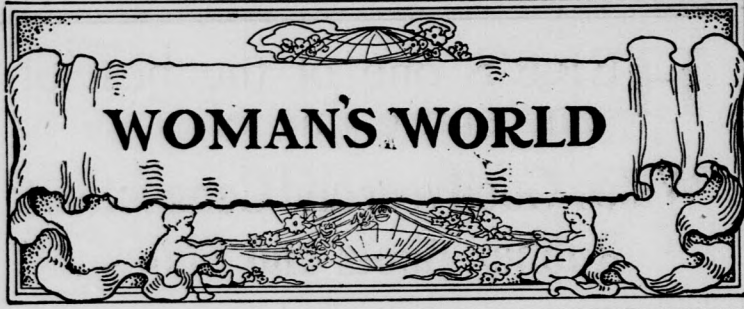
Bostons Are Always Durable And Without Exception The Best Fitting Rubbers Made

Present prices prevail until February when the 1912 price will be made. So do not hesitate to send us your orders for immediate needs.

Our complete stock enables us to give you quick shipments.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



Difficult Problem of Wage-Earning Mothers.

Written for the Tradesman.

Can a woman earn money and at the same time do justice to her home? This is a vital question.

Powerful tendencies are at work which are forcing a constantly increasing number of women into the ranks of wage-earners. Many of these women are wives and mothers. When an unmarried woman or a childless widow takes a position in office or store or factory, it is largely her own affair. When a woman with husband and children accepts such a place, it is very much their affair and to some extent it concerns the community and even the State.

Owing to the increased price of commodities or to the higher standards of living, or to both, the ordinary wages of the workingman do not now seem as nearly adequate to the support of his family as they did twenty-five or fifty years ago. The same is true of clerks and all men who work on small salaries. The old home manufactures, spinning, weaving and knitting, which kept busy the hands of our grandmothers and made it possible for them to contribute materially to the family maintenance have been relegated to the factories. Many foods that used to be worked up from raw materials by skillful housewives, now are bought ready prepared. Home sewing is fast vanishing and very much of the common clothing for women and children as well as for men and boys is bought ready-made.

In addition to these two causes there is a third that is hardly less operative. Many callings have been opened to women and it has become much the custom for girls of the poorer and middle classes to earn their living after they leave school. They get used to having their own money and to the good clothes and other luxuries which that money will buy. They "get the habit" of earning and of spending their pay rather freely. After these girls marry, unless their husbands can supply liberal incomes, very many will sooner or later turn again to earning rather than scrimp and save to make their husband's wages cover all necessary outgoes.

The conditions just cited now exist and are on the increase. Work that a woman can get to do in her own house is scarce and mostly poorly paid. Can home life endure where the wife and mother spends a large part of her waking day away at work? This is one of the most se-

rious social problems that now confront us.

There is no fair-minded person who does not feel that Nature is outraged when any mother of little children is compelled to enter the ranks of outside-the-home workers. Whenever a child too young for school, too young even for kindergarten, is left at a day nursery by its mother on her way to work, a silent, unregistered protest goes up to Heaven against the economic system that makes this thing necessary, against the moral callousness that permits it.

In any factory where mothers are employed, above the roar of the machinery, a sensitive ear might hear a dismal cry, "I want my mamma!" coming as from the very walls of the throbbing building; or louder yet the inarticulate wail of infants too young to voice their needs of mother love and care in words.

With the exception of those who pursue some career or profession from the sheer love of it—a number so small as to cut practically no figure in the situation we are considering—all married women who go out to work do it for the money there is in it, and very largely from necessity and not from choice.

I make this statement in the face of the fact that many persons in well-to-do circumstances, both men and women, stoutly maintain that if these wives would stay at home and use their husband's wages to the best advantage there would be no need of their working for pay.

How shall the wife do whose husband is sick or disabled and can not earn? How about her whose husband's wages are spent at the saloon on the corner? How about the wife who is the daughter of a wasteful mother and who never has learned a single lesson in economy?

In our study of this subject we soon become perplexed and find it hard to reason clearly. Cause becomes involved in effect and each effect is a new cause. We soon are ready to conclude that "Everybody is to blame for everything."

For instance: Does Mrs. Muldoon go out washing because her husband drinks, or does he drink because she goes out washing? There can be only one answer to this question now, but may we not in justice as well as charity give poor besotted Muldoon the benefit of a doubt? May there not have been a time when the squalor and wretchedness of the Muldoon home under Mrs. Muldoon's thriftless management—a management which, by the way, has not improved with the passing years—caus-



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.

Buy a Seller
Win a Buyer
Sell a Winner

**Grand Rapids
Broom Co.**

Manufacturers of the following
standard brands:

**Puritan
Jewel
Winner
Wittier Special**

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

BROOMS
J. VAN DUREN & CO.
Manufacturers of
High and Medium Grade Brooms
Mill Brooms a Specialty
653-661 N. Front St. Grand Rapids, Mich.

IMPORTANT

Retail Grocers



who wish to please
their customers should
be sure to supply them
with the genuine

**Baker's
Cocoa and
Chocolate**

Registered
U. S. Pat. off

with the trade-mark
on the packages.
They are staple goods, the
standards of the world for purity
and excellence.

MADE ONLY BY

Walter Baker & Co. Limited
DORCHESTER, MASS.
Established 1780

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.

ed the hapless Muldoon to seek instead the perilous comfort and cheer of the bar room?

Any moral uplift that will cause husbands and fathers to devote their wages scrupulously to supporting their families—any teaching that will render wives and mothers capable of extracting the utmost good from the money thus brought home—these are moves in the right direction and will help to some extent. They may even afford a sufficient remedy in individual cases.

But still until certain economic conditions are radically changed many women will be compelled to go out and earn. Is it possible for such to maintain a home spirit, to make of home a charmed spot where husband and children are eager to come and which they will be loath to leave?

Before answering this question with an unqualified "No," or taking too pessimistic a view of a situation which at best presents many gloomy aspects, it may be best to look at matters from all sides, and to admit frankly and candidly that the women who are most favorably situated for doing their duty as homemakers sometimes neglect it shamelessly. Some of the most lamentable failures in domestic life are women from whom every financial burden is lifted, who have every chance in the world to devote themselves entirely to those who should be most dear to them.

Wherever wealth has made it possible, either from love of ease or because of elaborate social customs—largely originated and maintained by their sex—many women from earliest times have relegated the care of their children to servants. The sweat-shop woman hurries home to her babies when her days' work is over, and spends the evening hours with her family. The society woman may neglect to so much as glance into the nursery after returning from the theater or the bridge party.

But the sweat-shop woman is tired in body and apt to be sharp-tongued and irritable when night comes, and utterly unfit to minister to any but the physical needs of her household. These she must attend to as quickly and easily as possible.

No woman who goes to her home exhausted by a long day's toil can make that home what it should be. The woman who is cook and house-keeper for her family is, generally speaking, a better wife and mother than is she who leads a life of idleness; but human nature has its limitations. The factory slave can not be the genial spirit of the fireside.

The woman who has a family is entitled to the chance to exert the best possible influence over husband and children, to make for them just as happy a home as she can. It is possible that she may each day while the children are at school do a few hours' outside work—thereby supplementing to some extent her good man's earnings—and no one be the worse for it. I would claim for even the mothers of the race no Utopian

condition; no exemption from the common lot of toil; but simply the time and strength and freedom from strain and anxiety that will enable them to act well their important part in the great drama of life.

If I were a child from a great Unknown about to take my journey through this cold and hostile world, if I had any voice in the matter I should select as my mother some good woman who would make me her paramount interest. I should be careful to pick out one who could not be so diverted by pleasure or society, and who never would become so engrossed in business or the making of money that she would be willing for a moment to neglect me. I should know that such a one I could love and trust.

Having found her who would be willing to care for my frail little body and train my willful and erring spirit—then if she must leave these tasks of love and earn my food and clothing as well as her own—I should feel that fine gold was being put to the use of baser metals; and in childish indignation I should maintain that the civilization that does not insure to the woman who craves it free opportunity to give to her children all of a mother's care and attention is somewhat of a failure.

Quillo.

Let the Sleeping Awake.

The problems of a class in any community are in fact the problems of the community itself, for its prosperity and even its existence may turn upon the proper solution of the problems of its component classes.

Citizens as individuals and as communities must face this fact and must meet their problems as they arise. No country and no community is exempt from the evils that result from unwise policy and blind folly.

Shortsighted selfishness has been at the bottom of substantially every misfortune that has befallen a nation, a state or a community, and the misfortune usually has been foreseen by persons wise enough to discern the inevitable result of mistaken policy.

No person can afford to play the ostrich. Dangers unseen are not the less dangerous, while dangers seen may be protected against. As a dangerous policy does not produce its evil results at once its tendency must be studied and understood in order to be changed.

Mail order business is worsting the country retailer; Parcels Post promises to injure him further, and other policies appear to tend to the elimination of the retailer. Many retailers are blind to their danger and refuse to see; many farmers deny or disregard the need of the local retailer. The blind must be made to see; the sleeping to awake and the indifferent must be made active. The task is tremendous and the workers are too few.

Modesty is a very desirable virtue in society but it isn't well to be too modest in business. Blow your own horn all you can under proper conditions.

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Grand Rapids Grain & Milling Co.
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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.

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Manufacturers of

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Write for Price Lists

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



Just as Sure as the Sun Rises



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.



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Grand Rapids Mich.

Buckwheat

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

Highest price paid at all times.

Watson-Higgins Milling Co.

Grand Rapids, Mich.



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

Programme For Hardware Convention Next Month.

Marine City, Jan. 30—I am enclosing you herewith draft of the programme for our forthcoming convention, to be held in the Furniture Exchange building, at Grand Rapids, on February 20, 21 and 22.

There may, later, be one or two minor changes necessary, but this is substantially the programme that will be carried out.

The Exhibit Committee reports that the few booths that are still available are going rapidly and consequently any manufacturers who desire to be represented should get in touch without any further delay with Frank L. Danforth, 208 Murray building, Grand Rapids, who will furnish floor plan and full particulars.

As will be noticed by the programme, it is proposed this year to interject some musical features which we believe will liven up the proceedings and add considerable interest. This feature will be in charge of "Doc" Roe, manager of the Oxford Quartette, Chicago, who has made an enviable reputation in many of the large cities in the country where he has appeared in quartette and solo work.

It will be noticed by the programme that one whole evening's session will be devoted to the question box. This will give the members an opportunity to discuss freely trade problems that are of vital interest to every man in the hardware business and the discussions under this heading should be productive of some exceedingly beneficial results.

Arthur J. Scott, Sec'y.

Tuesday, February 20.

8:30 a. m. The exhibits will be open in the Furniture Exchange building, also the Secretary's office and registration room. The delegates are requested to report at the Secretary's office as soon as possible after

arrival, so as to facilitate the work of distributing badges, admission and entertainment tickets and the collection of dues.

11:00 a. m. Meeting of the Executive Committee in parlor of the Morton House.

12:00 m. The exhibits close.

Tuesday afternoon.

1:30 p. m. Meeting called to order in the Furniture Exchange building by President E. S. Roe, Buchanan.

Song, "America," led by "Doc." Roe, manager of the Oxford Quartette, Chicago.

Address of welcome by Hon. Geo. R. Ellis, Mayor of Grand Rapids.

Response to address of welcome by President Roe.

Annual address of President.

Announcement of committee appointments.

Hardware song, to the tune of "Michigan, My Michigan," led by "Doc." Roe.

A practical talk on Co-operative Insurance by A. T. Stebbins, Rochester, Minn.

Solo (selected) by "Doc." Roe.

Address, "Fire Prevention," by C. A. Palmer, Commissioner of Insurance for State of Michigan.

Adjournment at 4:30.

(The exhibit hall will be open from the close of the business session until 6 p. m.)

Tuesday Evening.

Theater party, giving the delegates their choice of entertainment at the following theaters: The Majestic, School Days; Temple and Orpheum, vaudeville.

Wednesday, February 21.

8:30 a. m. Meeting called to order by President.

Hardware song by the delegates.

Annual report of Treasurer William Moore, Detroit.

Annual report of Secretary Arthur J. Scott, Marine City.

Address, "Talk; Its Influence and Effect," by C. L. Glasgow, Nashville, chairman Michigan Railway Commission.

Vocal solo, "Doc." Roe.

Report of National Retail Hardware Association convention, held at Little Rock, by Porter A. Bright, of Holly.
 Address by W. L. Corey, Secretary National Retail Hardware Association.

Question box.

Adjournment.

Wednesday Afternoon.

Exhibits will be open from 1 to 6 p. m. and delegates will find it profitable to spend as much time as possible inspecting the lines of goods which will be on display.

Wednesday Evening.

(Closed session for retail hardware dealers only.)

7:30 p. m. Meeting will be called to order in the Council chamber at the City Hall and the entire session will be given up to the question box, and every member of the Association is urged to come prepared to submit, under this heading, matters which he would like to have discussed and acted upon by the Association.

7:30 p. m. Exhibits will be open to the public until 10 o'clock, admittance being had through invitations distributed by the Grand Rapids dealers.

February 22.

Thursday Morning.

(Closed session for hardware dealers only.)

8:30 a. m. Meeting called to order by the President.

Reports of Committees on Auditing, Constitution and By-laws and Resolutions.

Report of the Committee on Legislation.

Consideration of committee reports.

10:15 a. m. (Special order of business.) Report of Committee on Nominations.

Election of officers.

Selection of next convention city.

Unfinished and new business.

Good of the order.

Question box.

Adjournment.

Thursday Afternoon.

1:30 to 6 p. m. Exhibits open all the afternoon.

2:00 p. m. Meeting of new Executive Committee in the parlor of the Morton House.

Thursday Evening.
 Banquet given by the wholesalers and manufacturers of Grand Rapids.



DON'T FAIL
 To send for catalog showing our line of
**PEANUT ROASTERS,
 CORN POPPERS, &c.**

LIBERAL TERMS.

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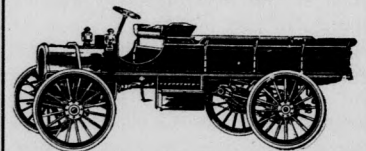
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Chase Motor Wagons



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

Mica Axle Grease

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

Hand Separator Oil

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

STANDARD OIL CO.
 Grand Rapids, Mich.

Michigan Retail Hardware Convention

February 21 to 23

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

TOWN BUILDING.

How It Would Be Retarded by Parcels Post.

Washington, D. C., Jan. 29—Chas. S. Hernly, President of the New Castle, Ind., Industrial Association, has just given the Senate Postoffice Committee an interesting recital of industrial development. He said that New Castle was a sleepy country village with a population of 3,406 in 1900. It is now a thriving city having about twenty-five important, diversified industries and a population of something more than 15,000. Although houses have been rapidly built, last year an automobile company, employing 2,000 hands in their plant, found it necessary to invest \$150,000 to provide homes for their employes. The success of New Castle caused many other towns to follow its example. Mr. Hernly's services have been asked by commercial clubs in nearly every town in the State. Under his direction Brazil, Evansville and other cities have succeeded in locating important industries.

Mr. Hernley said that one of the first things they did not do was to send for a lot of mail order catalogues. Lack of public spirit, he said, would deaden any town. Local merchants had always been active in such development. Any system which disables them from helping in such movements, supporting their local newspapers and extending credits necessary in growing towns, will result in decreased home markets for farm products, labor, etc. Lands near a live town are worth much more than lands near a dead town. Any rate which would enable the Government to operate parcels post otherwise than at great loss would be so high as to make it impracticable for transporting farm products. Merchants and farmers prefer to sell goods and products through personal inspection. Where the farmer might save a few cents upon carriage of goods bought from some mail order house, he would lose much through deadening of the town and sending its resources to large mail order centers.

The proposed carriage of parcels by the Government for concerns a thousand miles distant at the same price as that charged for a few miles would weaken home ties and loyalty to community interests. It would build up large mail order concerns to the depreciation of local values. Nearness to a good live town adds to contentment on the farm. Increase of great cities and consequent misery of many unemployed are largely due to dullness of many small towns. Great cities furnish gravest dangers. Carriage of first and second-class mail at a cost of distance might be justified by their diffusion of intelligence necessary for stability of a republic.

The present carriage of merchandise up to four pounds regardless of distance was only incidental; for samples, for information purposes, etc. This has been so abused that it might

be more just to transport even merchandise under this limit at rates proportionate to distance.

The chief argument used to locate industries in the Central West has been that thereby such concerns would be nearer the centers of population and markets. If the Government should haul much merchandise at rates regardless of distance there would be little inducement for a factory to locate or establish a branch in the West or South. Factories would congregate where labor and power are cheapest. The proposed system, he believed, was "protection to home industries" reversed to destruction of home industries.

"Parcels post," he said, "is the entering wedge of Government ownership and socialism." It will necessitate large increase of force and equipment. Its chief advocates have introduced bills providing for Government operation of transportation lines, including public highways, "at lowest possible rates regardless of distance." If the limit be increased to eleven pounds, why not 1,100 pounds? It has been said that eleven pounds is the weight of a gallon of whisky, jug and container.

Advocacy of Government entrance into express-carrying business is naturally followed, he said, by Socialistic demand for its ownership and operation of telegraph lines, telephones, railroads, coal mines, etc. Individualism, initiative and self-reliance would disappear under such paternalism and bureaucracy. Government conduct of business is more costly and wasteful than private operation. Regulation, not operation, should be had.

Many factories are moving out of the large cities to towns and smaller cities where living conditions produce improved types of citizenship, he ar-

gued, and parcels post would stop this movement of decentralization. It would blight the efforts of live industrial organizations for town development. For the Government to place the products of factories well-established in old-settled communities into the markets of the Central West at the same price as charged to local industries, many of which are new and struggling for a foothold, would rebuke the pioneer spirit and punish local enterprise.

He did not believe this to be a true function of the United States Government. Ours differs from those of the old world in its encouragement to liberty of thought and action, equal and exact justice to all. Local merchants, he said, should likewise be allowed to retain the advantages nature and their own efforts and expenditures had given them of their local markets. For the Government

to deprive them of these, he believes, would be class legislation. Agitation, which it was assumed came from the farmers, really came from retail mail order houses. Although the voice might be that of Jacob, the hand was that of Esau. To be "progressive" toward socialism is not real progress, he claimed; but we should seek the "old paths" and oppose further entrance by the Federal Government into fields of private enterprise.

Fred T. Loftin.

Those who rise early in the morning are the more likely to rise above their troubles.

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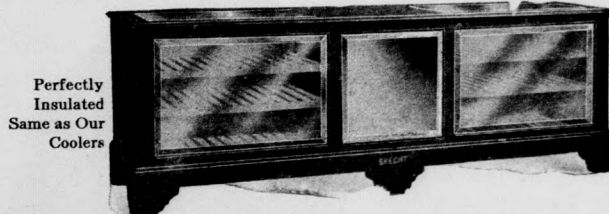
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Made of Selected Quarter Sawed Oak and French Beveled Plate Glass

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Keeps your food stuffs in a clean and sanitary condition and is a protection to perishables
WE MAKE HIGH GRADE MARKET OUTFITS, COOLERS, ETC.
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or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

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.



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 President—C. P. Caswell, Detroit.
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 Grand Counselor—George B. Craw, Pe-toskey.
 Junior Counselor—John Q. Adams, Bat-tle Creek.
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 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—Joe C. Witliff, De-troit.
 Grand Conductor—E. A. Welch, Kala-mazoo.
 Grand Page—Mark S. Brown, Saginaw.
 Grand Sentinel—Walter S. Lawton, Grand Rapids.
 Grand Chaplain—Thos. M. Travis, Pe-toskey.
 Executive Committee—James F. Ham-mell, Lansing; John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette.

HOTEL SANITATION.

Several Reforms Which Are Loudly Demanded.*

It is regarded by me not only a pleasure but an honor to be privileged to meet with you on this occasion. Had the State Board of Health in extending to me an invitation assigned to me the subject of merchandising footwear, which is my calling, I should have felt quite at home with my subject and would, perhaps, make it of interest to you. But, being no public speaker, I must ask you to bear with me in any errors of commission or omission.

It is my privilege at this time to talk to you on the subject which is regarded by my fellow travelers as a most important subject in their welfare and their commercial interests—the subject of hotel sanitation.

In voicing these sentiments I have the honor of representing a body of men who are recognized as the bone and sinew of the commercial world, and as chairman of the Grand Legislative Committee I represent directly sixty-four hundred members of the order of the United Commercial Travelers and sixteen hundred members of the Michigan Knights of the Grip, of the Grand Jurisdiction of Michigan, and indirectly about eighty-two thousand members of the United Commercial Travelers of America.

If, in the course of my remarks, I drift from the subject of hotels, to that of railroads and interurban lines it is due to the fact that these public facilities in many cases need as much attention as do the hotels. My first subject will be that of the common roller towel, which received the attention of the State Board of Health

*Address by John Hoch, Jr., chairman Grand Legislative Committee U. C. T., before convention of State Health Officials at Ann Arbor, January 31, 1912.

at its recent meeting. This subject is regarded as a public nuisance and a menace to health, not only by our organization but by the traveling public. And while many of the hotels can see the fate of this abominable nuisance by reading and writing upon the walls, the railroads operating throughout the State as a general thing are inclined to treat the matter with indifference.

The matter of sanitation is of vital importance, and with the abolishment of this one evil that of other evils existing in hotels and other public places is in line for attention. The traveling public, as a rule, is not in



a position to judge of these sanitary conditions as is the commercial traveler, who in the performance of his duties is called from town to town, city to city and state to state, coming in contact with hotels in small towns that are seldom frequented by the general traveling public. Among the conditions existing in these hotels I will take as my first subject the beds, bedding and sleeping apartments.

We find ourselves oftentimes compelled to seek sleep and rest in a bed which has in many cases not been aired for days or weeks. In some cases there are no windows or transoms for ventilation. Some rooms are heated to suffocation; others devoid of any attention from any standpoint of health and comfort.

The subject of sheets and other bedding is a matter to be considered not only from a sanitary standpoint but also from that of personal comfort. Oftentimes sheets worn with age and long use are patched and shortened to meet the economic idea of the hotel man, and sheets of sufficient length are used to cover up a filthy corn husk or excelsior mat-

tress, for which the traveling public are asked to pay hair-mattress prices.

Next is the quilt: Usually it is made of the cheapest kind of material and lined with cotton; are seldom, if ever, washed or renovated, and kept in use until worn all but threadbare in some spots and inches thick in others by the matting of the cotton for want of proper renovation. These, we believe, should be replaced by the regulation size wool blanket, making a sleeping apartment of hotels and other public places a place of convenience, comfort and health by furnishings composed of the following:

Nine foot sheets, regulation size wool blankets, good sanitary mattresses, regularly renovated, clean soap, water and individual towels. These at the price consistent with the service rendered would not only add to the comfort of the public but aid largely in the conditions of health.

Many of these hotels are not equipped to supply running water in the sleeping apartments, in consequence of which, through carelessness and shiftlessness on the part of chambermaids, water is permitted to remain in these rooms for days and weeks at a time, becoming stagnant and, naturally, a menace to health.

The next subject is that of the hotel kitchen. I venture to say that if any of you were permitted to enter the kitchen of many of the hotels and public eating houses you would find a condition existing that would cause you to welcome starvation in preference to being compelled to eat the victuals that are served from there.

On this matter I know whereof I speak, having come in personal contact with many of these sanitary abuses.

I recall one case of the landlord of a fairly prominent hotel who eats his meals at a public restaurant by virtue of the fact that he can not digest the cooking of a foreign or negro chef. Many of these kitchens do not even come in for attention at annual or semi-annual house cleaning time.

Cats and dogs are permitted to romp at random and often rats and mice go about unheeded to furnish amusement for these cats and dogs.

Right here I wish to relate to you an experience of my own within the past ten days. I spent four days at what is regarded as one of the leading hotels in one of the largest cities of the country, the proprietors of which boast of its historic reputation, having in years gone by sheltered presidents, vice-presidents, senators and congressmen; in fact, hundreds and thousands of men of national fame. Conditions at this hotel were such that they would not be tolerated in the humblest home. It is a standing joke at this hotel that an average of one rat dies every twenty-four hours from tuberculosis, and to my surprise, and perhaps amusement, these rats are permitted to run about in the lobby of the hotel.

The conditions in the kitchen of this hotel are such that it is overrun with roaches and they are sometimes served to the guests in their

meals, and when complaint is offered the waiter politely retires to the kitchen, transfers such part of the meal to another receptacle after removing the roach, and it is again served to the guests, for which privilege the guest is held up for a tip for extra service rendered.

These are conditions existing today in many hotels and public places where the public are forced to meet a financial obligation in an exorbitant established rate fostered by a combination of trusts and extortionists, whose only consideration is that of the steady flow of the coin into their coffers.

These conditions, gentlemen, should appeal to you, and they call loudly for your co-operation and influence in the securing of the only source of relief, and on behalf of over twenty-two thousand commercial travelers throughout the State of Michigan I personally appeal to you for support of an act by the Legislature creating the office of hotel inspector.

This, in our opinion, is our only relief, and the health, success and comfort of a grateful people appeal to this sense of duty.

A few words on railroad sanitation: The general use of the roller towel has found its way into railroad and interurban trains much to the disgust and general condemnation of the traveling public, and in many cases that of the crews operating the same.

Several days ago my attention was called by the conductor of a Lake Shore train to the act of some inhuman wretch, who, after having used a towel, after a call from Nature, replaced the towel upon the roller for other travelers to use on hands and face, and it is my opinion that the abolishment of the roller towel will be welcomed by the average train crew, and trust it may have the compliance of the various companies operating the same.

The matter of outhouses in connection with railway stations also comes in for its share of condemnation for several reasons. These houses, as a rule, are located on either side of the track and many of them hundreds of feet distant from the station proper, and, while statistics show that the percentage of the traveling public is composed of three females to every hundred males, the section which is provided for women only is kept under lock and key and, apparently, has the attention of the scrub woman or other attendant, who keeps the same in fairly good condition, while the section provided for men only is left unlocked, the door is invariably wide open, inviting the elements, hobos and the slums of the earth. These conditions are enough to call for the wrath of any man who believes and has a right to expect that all men are born free and equal.

My colleagues on the Committee suggest that I request your indulgence in a diversion from my regular subject to that of which does not treat on the subject of health and sanitation, but that of the nobleness of true American citizenship. This, in the hope that by your co-operation

in our cause and your kindness of support and influence to abolish same, will be of vital importance to the traveling public.

Statistics show that the commercial travelers of America spend annually three hundred and seventy-five millions of dollars (\$375,000,000), divided between hotels and railroads. Aside from this, they are called upon by both these public facilities to spend annually fifty-two million dollars (\$52,000,000) a year, or approximately a million dollars a week in what is commonly known as tipping. This act has been declared not only unconstitutional by the legislatures of several states but is regarded as an unAmerican act forced upon the traveling public through the greed and avarice of these combinations of trusts and extortionists, who wisely say that it is foolish for them to pay the wages of their employes so long as the American people are fools enough to do it.

It is a well-known fact that trusts and combinations have been formed and are in existence in every state throughout the Union for the purpose of cornering the tipping privileges of hotels, in many cases paying as high a sum as ten thousand dollars for such privileges, which have been recently declared by a noted jurist in Chicago as being the falling on the level with the common beggar having no more redress in the court of justice than has the horse thief, confidence man or sand bagger.

While we realize that we can not hope in the very near future to have any redress in this matter, we have gone upon record by establishing the slogan of Tip No More, and we trust that we may have your hearty cooperation in this matter in the hope that this combination of trusts and extortionists will be brought to realize that the true condition of American citizenship compels them to pay their employes regular wages and not make them a class of beggars at the expense of the traveling man and the firm he represents.

News and Gossip of the Traveling Boys.

Grand Rapids, Jan. 30—Charles Mather's business and sparring partner was in Grand Rapids on Friday. Who is Charles Mather? Oh, he is the leading merchant of Cedar Springs, not counting Jack Hart, of course.

Referring to Ralph Lichtenauer's accident, which befell him a short time ago, the old adage might be of use to him in the future: Look before you leap.

Target Talk McCorquodale is getting to be some scribe himself.

Since giving a list of eligible bachelors in last week's issue, whom we were only too pleased to recommend, we have received letters from a few others who would like to have their names added to the original list. They are all well bred and all are handsome with the exception of Gard Wallace, but he has such winning ways and pleasing manners that his face can be overlooked, and being a traveling man he won't be home

much anyway. Following is the list:

Gardner Wallace, Milwaukee, aged 19.

Walt. Ryder, Grand Rapids, aged 22.

A. P. Sherrill, Detroit, aged 48.

Jos. D. Kain, Detroit, aged 24.

Norman Eggeman, Milwaukee, aged 21.

After the traveling men attended church last Sunday and listened to Rev. Geo. Hancock, they voted him a very fine speaker. Those who did not attend missed a rare treat.

Saturday night, Feb. 3, U. C. T. meeting. The last meeting before the annual banquet in March.

Only seven new hotels built in Grand Rapids last week—and still no place to sleep.

A. N. Borden, the popular salesman who has been covering the territory adjacent to Grand Rapids for a number of years with a line of hardware, has accepted a position with Buhl Sons & Co., wholesale hardware dealers, Detroit. Borden will cover the same territory as in the past.

W. P. Hetherington, manager of the Hotel Belding, at Belding, who was operated on recently for appendicitis, is recovering very rapidly. His many friends among the traveling men extend their best wishes to him.

At a meeting of the traveling men, held in one of our wholesale shoe houses recently, the senior member of the firm, among other things, said to the traveling men: "You fellows don't know what work is. Why, when I used to travel we had to stop over night at a settlement north of Luther and we didn't get feather beds to sleep in either. We had to sleep in a loft and had to climb up there on a ladder that was nailed to a huge tree. Huh! traveling to-day." One traveling man well known to all the boys couldn't stand this any longer and piped out, "Who do you want to travel for you anyway—monkeys?"

Our first daffydill: If Ned Carpenter contracted a debt on the road Woodhouse Payette.

The Bachelors' Friend doesn't refer to any kind damsel but to the advertisement on page 15.

Very few of the boys have fallen off the wagon since Jan. 1—but they have all stepped off very lightly, however.

One union labor leader threatens to annihilate the city of Lawrence if they don't win the strike. Sure thing. If a cow is giving four quarts of milk and you feel she should give eight quarts, kill the cow and get none.

U. C. T. meeting Saturday night. Important business.

The common folk of Grand Rapids are patiently waiting for the new Association of Commerce to induce some new industries to locate here. A new manufacturing plant would help to alleviate considerable suffering among those who are willing to work.

William Frederick Blake, of the Judson Grocer Co., took a flying trip over the different territories covered by the regular men and the trade are mighty glad to see him when he makes these trips.

What a touchy feller that Bill Hazelton is, anyway!

Geo. Liesveld and John Maurits are up-to-date traveling men. They take a hot water bottle to bed with them these frosty nights.

Roy Nickerson, Vice-President of the village of Eastlake, gave a dinner to a party of his friends at the Morton House last Wednesday afternoon.

The leap year party given under the auspices of the U. C. T. Dance Committee was a huge success. The hall was taxed to its limit. Next dance will be held at the Herald hall Feb. 10.

John Millar (National Candy Co.) has been laid up for some time with an abscess on his right leg. John's many friends, both customers and traveling men, have missed his familiar face and all hope for a speedy recovery.

G. K. Coffee was missed at the traveling men's smoker. We have heard from good authority that the tough encounter he had a year ago frightened him so he didn't care to take a chance again this year.

Now the traveling organizations should take up the railroad lavatories question. Not one in one hundred is fit to use.

U. C. T. degree team, attention! Joy for the next meeting—several candidates!

Cy Lung made his annual trip to Luther last week. They do say he cut up several didoes in the order taking line.

Wm. Desancon, representative for the Hazeltine & Perkins Drug Co., called up his wife on the long distance phone and had her meet him in one of the small towns on his territory so both could attend a sleigh ride party.

H. B. Wilcox took his wife with him for the trip covering Eastern Michigan.

And despite all this they will say—that you can never trust a traveling man.

We think it is time Billy Reed, of Luther, got on a grand jury. He hasn't paid Grand Rapids a visit for some time.

Looked like traveling men's night at the theater in Manistee one night last week. About half the good sized audience were peddlers.

The more we think about it the more we think that the boys should all speak a good word for John Hoch, Jr., of Coldwater, for Grand Sentinel of the U. C. T.

One of Grand Rapids' leading hotels still hangs on to the much-discussed roller towel. They had better get busy or the traveling men will put the ban on their place.

We are pleased to hear from our schoolmate, John Davidson, former minstrel man, preacher, traveler and engineer, that he has settled down behind the counter in Lake Odessa. Best wishes, Johnny.

Dr. Thomas Spillane, of Detroit, paid Grand Rapids (and the writer) a visit recently. We are pleased to state that, despite the Doctor's efforts to unseat us, we are still on the wag-

on—we climbed back on yesterday afternoon.

Frank Meyers, superintendent for Edson Moore & Co., will be one of the leap year bachelors who will hitch double in a short time. We wish to extend to Mr. Myers our heartfelt sympathy. We have had nine years of it.

Louie Koster had another vacation in Detroit last week. We're saving ours for the opening game.

We think a two-page order would look better to our friends than an eight-page target talk.

Happy, handsome Harry Hydorn, illustrious Secretary-Treasurer of Grand Rapids Council, No. 131, U. C. T., caused considerable uneasiness among his many friends last week. He had an empty can tied to his grip and the boys were fearful lest the can was tied on by John D. Rockefeller. Such was not the case, however. Sombrero Harry was carrying the empty can to show how beautifully the S. O. C. are putting up Polarine. J. M. Goldstein.

Drummer Has Opportunities Because of Contact.

St. Louis, Jan. 30—After putting in several college vacations and one whole year at selling fountain pens to Missourians, G. S. Dow, alumnus of William Jewell, at Liberty, has left for Cambridge, where he will do post-graduate work in Harvard University's department of sociology.

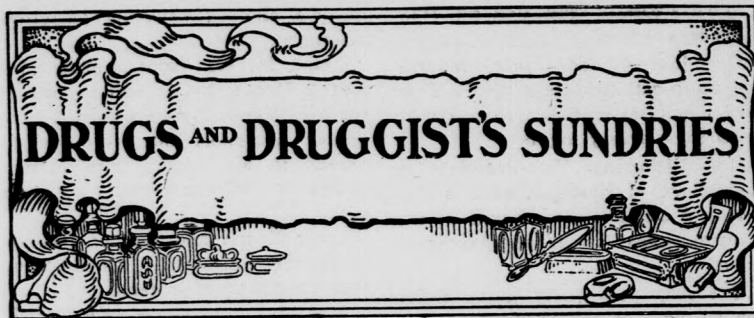
Work as a traveling salesman makes a solid foundation for the uprearing of tall structures of sociological erudition, in the opinion of Dow.

After getting his degree as doctor of philosophy, he will take up college work and make sociology his profession.

"This selling of fountain pens isn't bad preparation for a teacher of sociological subjects," declared Dow. "In fact, to come into contact with all kinds of human nature, and to watch its actions under very many different conditions, the drummer has wonderful opportunities. Some of your experiences will be exasperating, some will be disagreeable; but all are human, and for that reason very interesting."

An Alma correspondent writes as follows: George McNutt has accepted a position as traveling salesman for the Alma Roller Mills and will make his home in Cadillac. Mr. McNutt has had several years' experience as a flour salesman, having been for some time connected with the Voigt Milling Co., Grand Rapids. About a year ago Mr. McNutt decided to go into business for himself and, together with O. J. Hendee, of this city, purchased a mercantile stock in Riverdale. Recently George disposed of his Riverdale interests to his partner and returned to his first love, that of a traveling salesman. Mr. McNutt is well known in Alma and has many friends here who congratulate him on the new position.

Men are like hens, the harder they have to scratch for a living the more useful they become.



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

Michigan Retail Druggists' Association.
President—D. D. Alton, Fremont.
First Vice-President—J. D. Gillette, Pompell.
Second Vice-President—G. C. Layerer, Bay City.
Secretary—R. W. Cochrane, 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. Kirschgessner.
Vice-President—O. A. Fankboner.
Secretary—Wm. H. Tibbs.
Treasurer—Rolland Clark.
Executive Committee—Wm. Outgley, Chairman; Henry Riechel, Theron Forbes.

The Bright Side of the Drug Business.

If a retail druggist wants to be happy he should not try to know too much about his business. I do not mean the important, vital things, of course, but the little petty details that do nothing but vex the man whose head is filled with them. It is like raising children—there are some things they do that you had better not see nor hear. I have seen a druggist so worried trying to account for the loss of a few sticks of chewing gum or because some trivial thing was the matter with the cash register, that a customer left the store who wanted to buy a bottle of Peruna, on which he might have made a large profit. That is what I mean by trying to know too much about your business.

I have heard of a professor of anatomy who knew all about bones, all kinds of bones—skunk, catfish, man or monkey—were all easy for him. He asked some friends to dinner at his hotel one day and one of the articles on the bill was terrapin soup; it was brought and was fine, but presently the Professor found a bone and it was a terrapin bone. He called the waiter and was assured it was a terrapin bone. The head waiter was called and, of course, it was a terrapin bone. The proprietor was called and the Professor said, "This bone never was in a terrapin, but is the bone of a squirrel or a rat, now which are we eating? The proprietor admitted they were a little short on terra-

pin and put in squirrel, which was "just as good."

Wouldn't that hotel man have made a dandy druggist? "Just as good."

That's what I mean by a man being so full of the details of his business that it makes him unhappy. The Professor was too wise to be happy.

One of the things that "makes me sore" on the business is that everybody takes a shot at us. It used to be funny in my younger days, but it gets on my nerves now. I can best illustrate by an actual occurrence in my store some time ago. We had bought a bargain in snuff and put it into the window with a sign, "Two boxes of snuff for five cents." It had not been in the window but a few hours when a friend, who always liked to roast me, came in and said, "Well, Zimmer, I see you are going from bad to worse, making a bid for the tough ladies' trade now, I see. Two boxes of snuff for five cents." "Well," I said, "I don't know about that; your wife bought two boxes of it a few minutes ago." He was the maddest man I ever tried to pacify, but after the blue smoke cleared away I explained that his wife was using the snuff to put away her furs, and that, anyway, everything that was sold had a legitimate use and if people put them to illegitimate uses, the fault was theirs, not ours. With all this eloquence, however, he was never my customer after that day. The truth was too naked for him to enjoy.

A man goes into a hardware store and buys a revolver, goes out and shoots his friend. Nothing is ever said in the papers about the man who sold the gun; but let a druggist sell a dime's worth of carbolic acid to some poor woman who drinks it and gets off the earth by that route, and the papers have scare-headlines, scoring the infamous druggist, and the coroner criticizes the druggist for not asking the woman if she was crazy. It is the fashion to take a shot at the druggist.

Another incident in my own experience will illustrate this from another point of view: Two women came into the store one evening, the white one asked for cigarettes and left when informed that we did not keep them. The colored one asked for a dime's worth of morphine and when told we did not sell it, said, "Well, 'coke' will do." "We don't have cocaine to sell that way." She said, "You ain't got no cigarettes, no morphine and no 'coke.' What kind of a — of a drug store is this? How do you do business?"

Have you heard the story of the tough kid who asked for a match? He was refused. He bought a box and left it with the druggist, saying, "When another gentleman wants a match, give him one out of my box."

That is the attitude of many people towards the druggist. Make him accommodate you or make him ashamed of himself for not doing it.

Then there is the telephone—the lovely, wonderful, indispensable, infernal telephone. A special invention of the devil to vex the druggist. At one of your busiest moments some one wants you 'personally at the phone. A gentle voice says, "Mr. Zimmer, do you keep bed pans?" "Yes, we have seven or eight kinds." "Oh, so many, will you please describe them to me?" If you want to find out how absolutely inadequate the English language is, just try to describe seven or eight kinds of bed pans by telephone.

Now the drug journals are taking a shot at us. They are full of articles insisting that druggists ought to be better educated; ought to have a prerequisite college course, and what for? So we can learn how to sell Ayer's pills for nineteen cents? Or is it that we may have diplomas to exhibit at the State Fair like any other pedigreed jackass? They tell us it will help elevate the business into a profession. It is hoped that it will. God knows it needs elevating.

Mark Twain tells a story of the city missionary—a man much beloved, who worked for the poor and was making an appeal for them. It was a hot June night and the preacher, full of his subject and fired with enthusiasm, talked until you could see greenbacks in everybody's eyes. Mark said he had \$400 in his pocket waiting for the plate to be passed, but the preacher talked and talked and it was a hot June night, and Mark said, "My enthusiasm began to go down a hundred dollars at a time, until finally, when the collection was taken, I stole ten cents off the plate."

And finally the Government takes several shots at us. First, the Supreme Court decides we are a trust. If we are, I certainly never got my dividends. Then they decide the Miles and similar contracts are illegal. And now Congress is getting ready to put the stamp tax on patent and proprietary articles again, which, of course, will come out of the pocket of the rich and easy retail druggist.

If it is so full of trouble, why don't I go out of the business? Well, that is not so easy, after having spent a lifetime in it; besides, everybody thinks you are getting rich, which is a pleasant sensation, even if not true.

Then a woman comes in some day and tells what a wonderful remedy your corn husker is. How one ten-cent bottle cured two corns for her and five for a neighbor and, taking

out the bottle from her purse, asks you if you can't put just a little ether in it as it is all dried up and hard. She wants to see if it won't take off the wart on her dog's nose. Then you feel like a benefactor to the human race.

Now a man comes in and tells you that your old-fashioned sarsaparilla cured him of 606. Wants a bottle for a friend, which you wrap up with the feeling that maybe if you went out of business nobody could compound it quite the same as you do. And you feel like a conceited egotist, which is a very happy feeling. I know, for I have tried it.

But, after all, there is some compensation in being a druggist, for if you have been successful at all, that is, if you have been able to stay in business three or five or ten years, you can rest assured that you have accommodated more people than any other kind of business man has done in the same length of time. And anyway, where will you find another business to go into that is two-thirds profit and the balance pleasure?

H. E. Zimmer.

The Drug Market.

Opium, Morphine and Quinine—Are steady.

Oil Bergamot—Has advanced.

Oil Orange—Has advanced.

Oil Lemon—Has advanced.

Oil Sandalwood—Is higher.

Short Buchu Leaves—Are higher.

Golden Seal Root—Has advanced.

Chloroform—Has declined.

Tonka Beans—Are lower.

Cut Althea Root—Is higher.

Have you looked over the available side lines for your store lately? There are other goods that you could sell at a profit without increasing running expenses.

G. J. Johnson Cigar Co.

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

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.

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.

GROCERY PRICE CURRENT

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

ADVANCED

- Canned Peas
- Canned Succotash
- Cheese
- Corn
- Flour
- Kafir Corn
- Middlings
- Oats

DECLINED

- Sardines
- Twine

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Bath Brick	1
Bluing	1
Brooms	1
Brushes	1
Butter Color	1
Candies	1
Canned Goods	1-2
Carbon Oils	2
Catsup	2
Cereals	2
Cheese	2
Chewing Gum	3
Chicory	3
Chocolate	3
Cider, Sweet	3
Clothes Lines	3
Cocunut	3
Coffee	3
Confections	4
Crackers	4
Cream Tartar	4
Dried Fruits	6
Farinaceous Goods	6
Fishing Tackle	6
Flavoring Extracts	7
Flour	7
Fresh Fish	7
Fruit Jars	7
Gelatine	7
Grain Bags	7
Grains	7
Herbs	8
Hides and Pelts	8
Horse Radish	8
Jelly	8
Jelly Glasses	8
Maple	8
Mince Meats	8
Molasses	8
Mustard	8
Nuts	4
Olives	8
Pipes	8
Pickles	8
Playing Cards	8
Potash	8
Provisions	8
Rice	9
Salad Dressing	9
Saleratus	9
Salt Soda	9
Salt	9
Salt Fish	9
Seeds	9
Shoe Blacking	10
Snuff	10
Soap	14
Soda	10
Soda	10
Spices	10
Starch	10
Syrups	10
Table Sauces	10
Tea	10
Tobacco	10
Twine	11
Vinegar	11
Wicking	11
Woodenware	11
Wrapping Paper	12
Yeast Cake	13

ARCTIC AMMONIA	
12 oz. ovals 2 doz. box	75
AXLE GREASE	
Frazer's	
1lb. wood boxes, 4 doz.	3 00
1lb. tin boxes, 3 doz.	2 35
3 1/2 lb. tin boxes, 2 doz.	4 25
15lb. pails, per doz.	7 20
25lb. pails, per doz.	12 00
BAKED BEANS	
Beutel's Michigan Brand	
Baked Pork and Beans	
No. 1, cans, per doz.	45
No. 2, cans, per doz.	75
No. 3, cans, per doz.	85
BATH BRICK	
English	95
BROOMS	
Puritan	3 60
Jewel	3 70
Winner	4 35
Whittier Special	4 55
Parlor Gem	5 00
Common Whisk	1 25
Fancy Whisk	1 50
Warehouse	5 50
BRUSHES	
Scrub	
Solid Back, 8 in.	75
Solid Back, 11 in.	95
Pointed Ends	85
Stove	
No. 3	90
No. 2	1 25
No. 1	1 75
Shoe	
No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90
BUTTER COLOR	
Dandelion, 25c size	2 00
CANDLES	
Paraffine, 6s	8
Paraffine, 12s	8 1/2
Wicking	20
CANNED GOODS	
Apples	
3lb. Standards	95
Gallon	2 75 @ 3 00
Blackberries	
2 lb.	1 50 @ 1 90
Standards gallons	5 00
Beans	
Baked	85 @ 1 30
Red Kidney	85 @ 95
String	70 @ 1 15
Wax	75 @ 1 25
Blueberries	
Standard	1 30
Gallon	6 75
Clams	
Little Neck, 1lb.	1 00 @ 1 25
Little Neck, 2lb.	1 50
Clam Bouillon	
Burnham's 1/2 pt.	2 25
Burnham's pts.	3 75
Burnham's qts.	7 50
Corn	
Fair	75 @ 90
Good	1 00 @ 1 15
Fancy	1 30
French Peas	
Monbadon (Natural)	2 45
Gooseberries	
No. 2, Fair	1 50
No. 2, Fancy	2 35
Hominy	
Standard	85
Lobster	
1/2 lb.	2 40
1 lb.	4 25
Picnic Tails	2 75
Mackerel	
Mustard, 1lb.	1 80
Mustard, 2lb.	2 80
Soused, 1 1/2 lb.	1 80
Soused, 2lb.	2 75
Tomato, 1lb.	1 50
Tomato, 2lb.	2 80
Mushrooms	
Hotels	16
Buttons, 1/2s	14
Buttons, 1s	23

OYSTERS	
Cove, 1lb.	85 @ 90
Cove, 2lb.	1 65 @ 1 75
PLUMS	
Plums	1 00 @ 2 50
PEARS IN SYRUP	
No. 3 cans, per doz.	1 25
PEAS	
Marrowfat	1 30 @ 1 40
Early June	1 45 @ 1 55
PEANUTS	
Pie	90 @ 1 25
No. 10 size can pie	3 00
PINEAPPLE	
Grated	1 85 @ 2 50
Sliced	95 @ 2 40
PUMPKIN	
Fair	85
Good	90
Fancy	1 00
Gallon	2 15
RASPBERRIES	
Standard	@
SALMON	
Warrens, 1 lb. Tall	2 30
Warrens, 1 lb. Flat	2 40
Red Alaska	1 75 @ 1 85
Pink Alaska	1 30 @ 1 40
SARDINES	
Domestic, 1/4s	3 00
Domestic, 1/2 Mus.	3 00
Domestic, 3/4 Mus.	@ 7
French, 1/4s	7 @ 14
French, 1/2s	18 @ 23
SHRIMPS	
Dunbar, 1st. doz.	1 35
Dunbar, 1 1/2s. doz.	2 35
SUCCOTASH	
Fair	90
Good	1 10
Fancy	1 25 @ 1 40
STRAWBERRIES	
Standard	@
Fancy	@
TOMATOES	
Good	1 30 @ 1 40
Fair	1 20 @ 1 25
Fancy	1 50
No. 10	@ 3 90
CARBON OILS	
Barrels	
Perfection	@ 10
D. S. Gasoline	@ 13 1/2
Gas Machine	@ 23
Deodor'd Nap'a	@ 12 1/2
Cylinder	29 @ 34 1/2
Engine	16 @ 22
Black, winter	8 1/2 @ 10
CATSUP	
Columbia, 25 pts.	4 15
Snider's pints	2 35
Sinder's 1/2 pints	1 35
CEREALS	
Breakfast Foods	
Bear Food Pettijohns	1 95
Cream of Wheat 36 2lb	4 50
Egg-O-See, 36 pkgs.	2 85
Post Toasties T No. 2	2 80
24 pkgs.	2 80
Post Toasties T No. 3	2 80
36 pkgs.	2 80
Apetizo Biscuit, 24 pk	3 00
18 pkgs.	1 95
Grape Nuts, 2 doz.	2 70
Malta Vita, 36 1lb.	2 85
Mapl-Flake, 24 1lb.	2 70
Philbury's Best, 3 dz.	4 25
Ralston Health Food	4 50
36 2lb.	4 50
Saxon Wheat Food, 24	3 00
pkgs.	3 00
Shred Wheat Biscuit,	3 60
36 pkgs.	3 60
Vigor, 36 pkgs.	2 75
Voigt Corn Flakes	4 60
Washington Crisps	2 80
36 pkgs.	2 80
Rolled Oats	
Rolled Oats, bbls.	5 80
Steel Cut, 100 lb. sks	2 85
Monarch, bbls.	5 50
Monarch, 90 lb. sacks	2 65
Quaker, 18 Regular	1 45
Quaker, 20 Family	4 40
Cracked Wheat	
Bulk	3 1/2
24 2lb. pkgs.	2 50
CHEESE	
Acme	@ 17 1/2
Bloomigdale	@ 17
Carson City	@ 18 1/2
Hopkins	@ 16 1/2
Riverside	@ 18 1/2
Warner	@ 18 1/2
Brick	@ 19 1/2
London	@ 16
Limburger	@ 17
Pineapple	@ 60
Sap Sago	@ 20
Swiss, domestic	@ 13

CHEWING GUM	
Adams Pepsin	55
American Flag Spruce	55
Beaman's Pepsin	55
Best Pepsin	45
Black Jack	55
Largest Gum (white)	55
O. K. Pepsin	65
Red Robin	55
Sen Sen	55
Sen Sen Breath Perf.	1 00
Spearmint	55
Spearmint, jars 5 bxs	3 75
Yucatan	55
Zeno	55
CHICORY	
Bulk	5
Red	7
Eagle	5
Franck's	7
Schener's	6
Red Standards	1 60
White	1 60
CHOCOLATE	
Walter Baker & Co.'s	
German's Sweet	22
Premium	31
Caracas	31
Walter M. Lowney Co.	
Premium, 1/4s	30
Premium, 1/2s	30
CIDER SWEET	
"Morgan's"	
Regular barrel 50 gal	10 00
Trade barrel, 28 gals	5 50
1/2 Trade barrel, 14 gal	3 50
Boiled, per gal.	60
Hard, per gal.	25
CLOTHES LINES	
per doz.	
No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 60
No. 80 Twisted Cotton	2 00
No. 60 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	2 25
No. 50 Sash Cord	1 60
No. 60 Sash Cord	1 90
No. 60 Jute	80
No. 72 Jute	1 00
No. 60 Sisal	85
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
COCOA	
Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Lowney, 1/4s	32
Lowney, 1/2s	32
Lowney, 3/4s	30
Lowney, 5 lb. cans	30
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 3/4s	40
Van Houten, 1s	72
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	32
COCONUT	
Dunham's per lb.	
1/4s, 5lb. case	29
1/4s, 5lb. case	28
1/4s, 15lb. case	27
1/4s, 15lb. case	25
1s, 15lb. case	25
1/4s & 1/2s, 15lb. case	26 1/2
Scalloped	10
1/4s & 1/2s, pails	14 1/2
Bulk, pails	13 1/2
Bulk, barrels	12
COFFEES, ROASTED	
Rio	
Common	17
Fair	17 1/2
Choice	18
Fancy	19
Peaberry	20
Santos	
Common	18
Fair	19
Choice	19
Fancy	20
Peaberry	20
Maracaibo	
Fair	20
Choice	21
Mexican	
Choice	21
Fancy	22
Guatemala	
Fair	21
Fancy	23
Java	
Private Growth	23 @ 30
Mandling	31 @ 35
Aukola	30 @ 32
Mocha	
Short Bean	25 @ 27
Long Bean	24 @ 25
H. L. O. G.	26 @ 28
Bogota	
Fair	21
Fancy	23
Exchange Market, Steady	
Spot Market, Strong	
Package	
New York Basis	
Arbuckle	23 00
Lion	22 50
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gro	1 15
Hummel's toll, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONS	
Stick Candy	
Standard	9 1/2
Standard H H	9 1/2
Standard Twist	10
Cases	
Jumbo, 32 lb.	10
Extra H H	12
Boston Cream	14
Big stick, 30 lb. case	10
Mixed Candy	
Grocers	7
Competition	8
Special	10
Conserve	9
Royal	14
Ribbon	14
Broken	14
Cut Leaf	10
Leader	10
Kindergarten	10
French Cream	12
Hand Made Cream	10
Premio Cream mixed	15
Paris Cream Bon Bons	11
Fancy-In Pails	
Gypsy Hearts	15
Coco Bon Bons	14
Fluted Squares	14
Peanut Squares	11
Sugared Peanuts	12
Salted Peanuts	12
Starlight Kisses	12
Lozenges, plain	12
Champion Chocolate	12
Eclipse Chocolates	15
Eureka Chocolates	14
Quintette Chocolates	15
Champion Gum Drops	10
Moss Drops	12
Lemon Sours	12
Imperial	12
Ital. Cream Bon Bons	13
Golden Waffles	14
Red Rose Gum Drops	10
Auto Kisses	14
Goffy Toffy	14
Molasses Mint Kisses	13
Fancy-In 5lb. Boxes	
Old Fashioned Molasses Kisses 10lb. bx.	30
Orange Jellies	60
Lemon Sours	65
Old Fashioned Horehound drops	65
Peppermint Drops	70
Champion Choc. Drops	70
H. M. Choc. Drops	10
H. M. Choc. Lt. and Dark, No. 12	1 10
Bitter Sweets, as'd	1 25
Brilliant Gums, Crys.	60
A. A. Licorice Drops	70
Lozenges, printed	65
Lozenges, plain	65
Imperial	65
Mottos	70
Cream Bar	60
G. M. Peanut Bar	60
Hand Made Crms	80 @ 90
Cream Wafers	70
String Rock	80
Wintergreen Berries	65
Pop Corn	
Cracker Jack	3 25
Giggles, 5c pkg. ca.	3 50
Fan Corn, 50's	1 65
Azulikit 100s	3 25
Oh My 100s	3 50
Cough Drops	
Putnam Mental	1 00
Smith Bros.	1 25
NUTS-Whole	
Almonds, Tarragona	18
Almonds, Drake	15
Almonds, California soft shell	14 @ 15
Brazils	14 @ 15
Fileberts	12 @ 13
Cal. No. 1	17 @ 18
Walnuts, sft shell	17 1/2 @ 18
Walnuts, Marbot	17
Table nuts, fancy	13 1/2 @ 14
Pecans, medium	13
Pecans, ex. large	14
Pecans, Jumbos	16
Hickory Nuts, per bu.	2 00
Ohio, new	2 00
Cocoanuts	
Chestnuts, New York State, per bu.	@ 7
Shelled	
Spanish Peanuts 6 1/2 @ 7	
Pecan Halves	@ 65
Walnut Halves	42 @ 45
Filebert Meats	@ 30
Alicant Almonds	@ 42
Jordan Almonds	@ 47
Peanuts	
Fancy H P Suns	6 @ 6 1/2
Roasted	7 @ 7 1/2
Choice, raw, H. P. Jumbo	@ 7
CRACKERS	
National Biscuit Company	
Brand	
Butter	
N. B. C. Sq. bbl. 7 bx.	6 1/2
Seymour, Rd. bbl. 7 bx.	6 1/2
Soda	
N. B. C., boxes	6 1/2
Premium	7 1/2
Select	8 1/2
Saratoga Flakes	13
Zephyrette	13
Oyster	
N. B. C. Rd. boxes	6 1/2
Gem, boxes	6 1/2
Shell	8
Sweet Goods	
Animals	10
Atlantics	12
Atlantic, Assorted	12
Avena Fruit Cakes	13

Bonnie Doon Cookies		10
Bonnie Lassies		10
Brittle		11
Brittle Fingers		10
Bumble Bee		10

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Soda Crackers N. B. C. 1 00
 Soda Crackers Select 1 00
 S. S. Butter Crackers 1 50
 Uneeda Biscuit 50
 Uneeda Jinjer Wafyer 1 00
 Uneeda Lunch Biscuit 50
 Vanilla Wafers 1 00
 Water Thin Biscuit 1 00
 Zu Zu Ginger Snaps 50
 Zwieback 1 00
 In Special Tin Packages.
 Per doz. 2 50
 Festino 2 50
 Minaret Wafers 1 00
 Nablaco, 25c 2 50
 Nablaco, 10c 1 00
 Champagne wafer 2 50
 Per tin in bulk
 Sorbetto 1 00
 Nebisco 1 75
 Festino 1 50
 Bent's Water Crackers 1 40
CREAM TARTAR
 Barrels or drums 33
 Boxes 34
 Squares 36
 Fancy caddies 41
DRIED FRUITS
 Apples
 Evaporated, Choice, bulk 9
 Evaporated, Fancy, pkg 11
 Apricots
 California 16@17
 Citron
 Corsican @16 1/2
 Currants
 Imp'd 1 lb. pkg. @ 9 1/2
 Imported bulk @ 9 1/2
 Peaches
 Muirs—Choice, 25 lb. b 12
 Muirs—Fancy, 25 lb. b 12 1/2
 Fancy, Peeled, 25 lb. 18
 Peel
 Lemon American 13
 Orange American 13
 Raisins
 Connosiar 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
 Sultanas Bleached 12
 100-125 25lb. boxes @ 8
 90-100 25lb. boxes @ 8 1/2
 80-90 25lb. boxes @ 8 3/4
 70-80 25lb. boxes @ 9 1/2
 60-70 25lb. boxes @ 10
 50-60 25lb. boxes @ 11
 40-50 25lb. boxes @ 12
 1/2 less in 50lb. cases
FARINACEOUS GOODS
 Beans
 Dried Lima 7 1/2
 Med Hand Picked 2 60
 Brown Holland 2 85
 Farina
 25 lb. packages 1 50
 Bulk, per 100 lbs. 4 00
 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
 Peas
 Green, Wisconsin, bu. 3 60
 Green, Scotch, bu. 3 60
 Split, lb. 64 1/2
 Sage
 East India 6
 German, sacks 6
 German, broken pkgs 6
 Tapioca
 Flake, 100 lb. sacks 6
 Pearl, 120 lb. sacks 6
 Pearl, 26 pkgs. 2 25
 Minute, 26 pkgs. 2 75
FISHING TACKLE
 1/4 to 1 in. 6
 1/2 to 2 in. 7
 3/4 to 3 in. 9
 1 1/4 to 2 in. 11
 2 in. 15
 3 in. 20
 Cotton Lines
 No. 1, 10 feet 5
 No. 2, 15 feet 7
 No. 3, 15 feet 9
 No. 4, 15 feet 10
 No. 5, 15 feet 11
 No. 6, 15 feet 12
 No. 7, 15 feet 13
 No. 8, 15 feet 13
 No. 9, 15 feet 26
 Linen Lines
 Small 20
 Medium 26
 Large 34
 Poles
 Bamboo, 14 ft., per doz. 55
 Bamboo, 16 ft., per doz. 60
 Bamboo, 18 ft., per doz. 80
FLAVORING EXTRACTS
 Foote & Jenks
 Coleman Vanilla
 No. 2 size 14 00
 No. 4 size 24 00
 No. 3 size 36 00
 No. 8 size 48 00
 Coleman Terp. Lemon
 No. 2 size 9 60
 No. 4 size 18 00
 No. 3 size 21 00
 No. 8 size 26 00
 Jaxon Mexican Vanilla
 1 oz. oval 15 00
 2 oz. oval 28 20
 4 oz. flat 55 20
 8 oz. flat 108 90

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Jaxon Terp. Lemon
 1 oz. oval 10 20
 2 oz. oval 16 80
 4 oz. flat 33 00
 8 oz. flat 68 00
 Jennings (D. C. Brand)
 Terpeness Extract Lemon
 No. 2 Panel, per doz. 75
 No. 4 Panel, per doz. 1 50
 No. 6 Panel, per doz. 2 00
 No. 3 Taper, per doz. 2 00
 No. 3 Taper, per doz. 1 50
 No. 2 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. 2 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.
 Maples
 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 bi 19 1/2
GRAIN AND FLOUR
 Wheat
 Red 93
 White 91
 Winter Wheat Flour
 Local Brands
 Patents 5 40
 Second Patents 5 20
 Straight 4 80
 Second Straight 4 40
 Clear 4 00
 Flour in barrels, 25c per
 barrel additional.
 Lemon & Wheeler Co.
 Big Wonder, 1/8 cloth 4 50
 Big Wonder, 1/4 cloth 4 50
 Worden Grocer Co.'s Brand
 Quaker, paper 4 40
 Quaker, cloth 4 50
 Wykes & Co.
 Eclipse 4 80
 Worden Grocer Co.
 American Eagle, 1/8 cl. 5 85
 Grand Rapids Grain &
 Milling Co. Brands
 Purity, Patent 5 20
 Seal of Minnesota 5 60
 Sunburst 5 60
 Wizard Flour 4 80
 Wizard Graham 5 00
 Wizard Gran. Meal 4 20
 Wizard Buckwheat 6 50
 Rye 5 40
 Spring Wheat Flour
 Roy Baker's Brand
 Golden Horn, family 5 60
 Golden Horn, bakers 5 50
 Wisconsin Rye 5 00
 Judson Grocer Co.'s Brand
 Ceresota, 1/8 s 6 60
 Ceresota, 1/4 s 6 50
 Ceresota, 1/2 s 6 30
 Lemon & Wheeler's Brand
 Wingold, 1/8 s 6 30
 Wingold, 1/4 s 6 20
 Wingold, 1/2 s 6 10
 Worden Grocer Co.'s Brand
 Laurel, 1/8 cloth 6 30
 Laurel, 1/4 cloth 6 20
 Laurel, 1/2 & 1/4 paper 6 10
 Laurel, 1/2 cloth 6 10
 Voigt Milling Co.'s Brand
 Graham 4 50
 Voigt's Crescent 5 20
 Voigt's Flourigt 5 20
 Voigt's Hygienic 4 50
 Voigt's Royal 5 70
 Wykes & Co.
 Sleepy Eye, 1/8 cloth 6 00
 Sleepy Eye, 1/4 cloth 5 90
 Sleepy Eye, 1/2 cloth 5 80
 Sleepy Eye, 1/4 paper 5 80
 Sleepy Eye, 1/2 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 50
 Hoyle Scratch Feed 1 60
 Bolted Meal 4 00
 Golden Granulated 4 20
 St. Car Feed screened 27 50
 St. 1 Corn and Oats 27 50
 Corn, cracked 27 00
 Corn Meal, coarse 27 00
 Winter Wheat Bran 30 00
 Middlings 31 00
 Dairy Feeds
 Wykes & Co.
 O P Linseed Meal 42 00

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O P Laxo-Cake-Meal 38 00
 Cottonseed Meal 31 00
 Gluten Feed 32 00
 Brewers Grains 29 00
 Hamm'nd Dairy Feed 25 00
 Oats
 Michigan carlots 54
 Less than carlots 57
 Corn
 Carlots 67
 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 18
 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
 Shearlings 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 2
 15lb. pails, per pail 55
 30lb. pails, per pail 95
JELLY GLASSES
 1/2 pt. in bbls, per doz 15
 1 pt. in bbls, per doz. 16
 8 oz. capped in bbls,
 per doz. 20
MAPLEINE
 2 oz. bottles per doz. 3 00
MINCE MEAT
 Per case 2 85
MOLASSES
 New Orleans
 Fancy Open Kettle 42
 Choice 35
 Good 22
 Fair 20
 Half barrels 2c extra
MUSTARD
 1/2 lb. 6 lb. box 18
OLIVES
 Bulk, 1 gal. kegs 1 05@1 15
 Bulk, 2 gal. kegs 90@1 05
 Bulk, 5 gal. kegs 90@1 00
 Stuffed, 8 oz. 90
 Stuffed, 8 oz. 1 25
 Stuffed, 14 oz. 1 35
 Pitted (not stuffed)
 14 oz. 2 25
 Manzanilla, 8 oz. 90
 Lunch, 10 oz. 1 35
 Lunch, 16 oz. 2 25
 Queen, Mammoth, 19
 oz. 3 75
 Queen, Mammoth, 28
 oz. 5 25
 Olive Chow, 2 doz. cs,
 per doz. 2 25
PICKLES
 Medium
 Barrels, 1,200 count 7 00
 Half barrels, 600 count 4 25
 5 gallon kegs 1 90
 Small
 Barrels, 1/2 s 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. 908 Bicycle 2 00
 No. 632 Tour'n't whist 2 25
POTASH
 Babbitt's 4 00
PROVISIONS
 Barreled Pork
 Clear Back 17 00@17 50
 Short Cut 16 50
 Short Cut Clear 16 00
 Bean 14 00
 Brisket, Clear 23 00
 Pig 23 00
 Clear Family 26 00
 S P Bellies 13
 Lard
 Pure in tierces 10 @10 1/2
 Compound lard 7 1/2 @ 7 1/2
 80 lb. tubs 1/2 advance 1/2
 60 lb. tubs 1/2 advance 1/2
 50 lb. tubs 1/2 advance 1/2
 20 lb. pails 1/2 advance 1/2
 10 lb. pails 1/2 advance 1/2

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5 lb. pails 1/2 advance 1
 8 lb. pails 1/2 advance 1
Smoked Meats
 Hams, 12 lb. av. 16
 Hams, 14 lb. av. 14 @14 1/2
 Hams, 16 lb. av. 13 1/2 @14
 Hams, 18 lb. av. 13 1/2 @14
 Skinned Hams 14 1/2 @15
 Ham, dried beef sets 18
 California Hams 9 1/4 @ 9 1/2
 Picnic Rolled Hams 15
 Botted Hams 20 1/2 @21
 Minc'd 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. 40 lbs. 95
 1/2 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, 1/4 s 90
 Potted Ham, 1/2 s 90
 Deviled Ham, 1/4 s 90
 Deviled Ham, 1/2 s 90
 Potted tongue, 1/4 s 50
 Potted tongue, 1/2 s 90
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 50
 Snider's, small, 2 doz. 1 35
SALERATUS
 Packed 60 lbs. in box.
 Arm and Hammer 3 00
 Wyandotte, 100 lbs. 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 32
 28 lb. sacks 17
 Warsaw
 56 lb. dairy in drill bags 40
 28 lb. dairy in drill bags 20
 Solar Rock
 56 lb. sacks 24
 Common
 Granulated, fine 95
 Medium, fine 1 00
SALT FISH
 Cod
 Large, whole @ 8
 Small, whole @ 7 1/2
 Strips or bricks 7 1/2 @10 1/2
 Pollock @ 4 1/2
 Halibut
 Strips 15
 Chunks 16
 Herring
 Y. M. wh. hoops, bbls. 11 50
 Y. M. wh. hoop, 1/2 bbl. 6 00
 Y. M. wh. hoop, kegs 72
 Y. M. wh. hoop Milchers
 kegs 85
 Queen, bbls. 10 00
 Queen, 1/2 bbls. 5 25
 Queen, kegs 62
Trout
 No. 1, 100 lbs. 7 50
 No. 1, 40 lbs. 3 25
 No. 1, 10 lbs. 75
 No. 1, 8 lbs. 75
 Mackerel
 Mess, 100 lbs. 15 50
 Mess, 40 lbs. 7 00
 Mess, 10 lbs. 1 85
 Mess, 8 lbs. 1 50
 No. 1, 100 lbs. 15 50
 No. 1, 40 lbs. 6 50
 No. 1, 10 lbs. 1 70
 No. 1, 8 lbs. 1 40
 100 lbs. Whitefish 9 75
 50 lbs. 5 25
 10 lbs. 1 12
 8 lbs. 92
 100 lbs. 4 65
 40 lbs. 2 10
 10 lbs. 75
 8 lbs. 65
SEEDS
 Anise 10
 Canary, Smyrna 4 1/2
 Caraway 10
 Cardamom, Malabar 1
 Celery 33

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Hemp, Russian 4 1/2
 Mixed Bird 4 1/2
 Mustard, white 10
 Poppy 15
 Rape 6
SHOE BLACKING
 Handy Box, large 3 dz 2 50
 Handy Box, small 1 25
 Bixby's Royal Polish 85
 Miller's Crown Polish 85
SNUFF
 Scotch, in bladders 37
 Maccaboy, in jars 35
 French Rappie in jars 43
SODA
 Boxes 5 1/2
 Kegs, English 4 1/2
SPICES
 Whole Spices
 Allspice, Jamaica 13
 Allspice, large Garden 11
 Cloves, Zanzibar 20
 Cassia, Canton 14
 Cassia, 5c pkg. doz. 25
 Ginger, African 9 1/2
 Ginger, Cochia 14 1/2
 Mace, Penang 70
 Mixed, No. 1 18 1/2
 Mixed, No. 2 10
 Mixed, 5c pkgs. doz. 45
 Nutmegs, 75-30 30
 Nutmegs, 105-110 20
 Pepper, Black 14
 Pepper, White 25
 Pepper, Cayenne 22
 Paprika, Hungarian 45
 Pure Ground in Bulk
 Allspice, Jamaica 12
 Cloves, Zanzibar 24
 Cassia, Canton 12
 Ginger, African 18
 Mace, Penang 75
 Nutmegs 75-30 35
 Pepper, Black 16
 Pepper, White 30
 Pepper, Cayenne 22
 Paprika, Hungarian 45
STARSH
 Corn
 Kingsford, 40 lbs. 7 1/2
 Muzzy, 20 1lb. pkgs. 5 1/2
 Muzzy, 40 1lb. pkgs. 5
 Gloss
 Kingsford
 Silver Gloss, 40 lbs. 7 1/2
 Silver Gloss, 16 3lbs. 6 1/2
 Silver Gloss, 12 6lbs. 8 1/2
 Muzzy
 48 1lb. packages 5
 16 5lb. packages 4 1/2
 12 6lb. packages 6
 50lb. boxes 2 1/2
SYRUPS
 Corn
 Barrels 25
 Half barrels 28
 20lb. cans, 1/2 dz. in cs. 1 78
 10lb. cans, 1/2 dz. in cs. 1 74
 5lb. cans, 2 dz. in cs. 1 83
 2 1/2 lb. cans, 2 dz. in cs. 1 89
 2lb. cans, 2 dz. in cs. 1 57
 Pure Cane
 Fair 16
 Good 20
 Choice 25
TABLE SAUCES
 Halford, large 3 75
 Halford, small 2 25
TEA
 Japan
 Sundried, medium 24@26
 Sundried, choice 30@33
 Sundried, fancy 36@40
 Basket-fired medium 30
 Basket-fired choice 35@37
 Basket-fired, fancy 40@43
 Nibs 30@32
 Siftings 10@12
 Fannings 14@15
 Gunpowder
 Moyune, medium 35
 Moyune, choice 38
 Moyune, fancy 50@50
 Pingsuey, medium 33
 Pingsuey, choice 35@35
 Pingsuey, fancy 50@55
 Young Hyson 31
 Fancy 40@50
 Oolong
 Formosa, fancy 50@60
 Formosa, medium 28
 Formosa, choice 35
 English Breakfast
 Medium 25
 Choice 30@35
 Fancy 40@60
 India
 Ceylon, choice 30@35
 Fancy 45@50
TOBACCO
 Fine Cut
 Blot 1 45
 Hiawatha, 16 oz. 90
 Hiawatha, 1 oz. 56
 No Limit, 8 oz. 1 72
 No Limit, 16 oz. 3 40
 Ojibwa, 16 oz. 4 00
 Ojibwa, 5c pkg. 1 85
 Ojibwa, 5c 47
 Petoskey Chief, 7 oz. 2 00
 Petoskey Chief, 14 oz. 3 90
 Sterling Dark, ac 5 76
 Sweet Cuba, 5c 5 76
 Sweet Cuba, 10c 11 15
 Sweet Cuba, 16 oz. tins 6 00
 Sweet Cuba, 16 oz. foil 4 50
 Sweet Cuba, 16 oz. box 4 80
 Sweet Cuba, 1/2 lb. 3 25
 Sweet Burley, 5c 5 76

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Sweet Mist, 1/2 gr. 5 70
 Sweet Burley, 24 lb. cs 4 90
 Tiger, 1/2 gross 6 00
 Tiger, 5c tins 5 50
 Uncle Daniel, 1 lb. 60
 Uncle Daniel, 1 oz. 5 22
Plug
 Am. Navy 15 oz. 28
 Drummond, Nat Leaf,
 2 & 5 lb. 60
 Drummond Nat Leaf
 per doz. 98
 Battle Ax 37
 Bracer 37
 Big Four 31
 Boot Jack 34
 Bullion, 16 oz 41
 Climax Golden Twins 41
 Days Work 41
 Derby 27
 5 Bros. 63
 Gilt Edge 50
 Gold Rope, 7 to lb. 53
 Gold Rope, 14 to lb. 53
 G. O. P. 36
 Granger, Twist 46
 G. T. W. 37
 Horse Shoe 41
 Honey Dip Twist 45
 Jolly Tar 40
 J. T., 8 oz. 35
 Keystone Twist 46
 Kismet 48
 Nobby Spun Roll 53
 Parrot 28
 Peachey 40
 Picnic Twist 45
 Piper Heidsieck 62
 Red Lion 32
 Sherry Cobbler, 10 oz. 24
 Spear Head, 12 oz. 44
 Spear Head, 14 1/2 oz. 44
 Spear Head, 7 oz. 47
 Square Deal 23
 Star 43
 Standard Navy 24
 Ten Penny 81
 Town Talk 14 oz. 30
 Yankee Girl 32
Smoking
 All Leaf 30
 Banner, 5c 5 96
 Bull Durham, 5c 5 96
 Briar Pipe, 5c 6 00
 Black Swan, 5c 5 76
 Corn Cake, 5c 5 76
 Cuban Star, 5c 5 76
 Dukes' Mixture, 5c 5 85
 Drum, 5c 5 75
 Glad Hand, 5c 5 73
 Grant, 5c 6 20
 Growler, 5c 4 56
 Hand Made, 2 1/2 oz. 50
 Honey Dew, 1 1/2 oz. 40
 I. X. L., 5c 6 10
 Lucky Strike, 1 1/2 oz. 94
 Myrtle Navy, 5c 5 94
 May Flower, Shorts, 5c 5 76
 Nigger Hair, 5c 5 94
 Noon Hour, 5c 5 76
 Peerless, 5c 5 70
 Peerless, 10c 11 52
 Plover Boy, 5c 5 76
 Pilot, 5c 5 40
 Prince Albert, 10c 96
 Rob Roy, 5c 5 90
 Soldiers' Boy, 5c 5 95
 Sweet Lotus, 5c 6 70
 Sweet Tip, Top, 5c 6 00
 Sun Cured, 10c 11 75
 Summer Time, 5c 5 76
 Trout Line, 5c 5 95
 Tuxedo, 1 oz. 48
 Tuxedo, 2 oz. 36
 Union Leader, 5c 5 95
 Uncle Sam, 10c 10 80
 Yum Yum, 5c 6 00
TWINE
 Cotton, 3 ply 20
 Cotton, 4 ply 20
 Jute, 2 ply 14
 Hemp, 6 ply 13
 Flax, medium 24
 Wool, 1 lb. bales 6
VINEGAR
 Oakland Vinegar & Pickle
 Co.'s Brands
 Highland apple cider 18
 Oakland apple cider 18
 State Seal sugar 12
 Oakland white pickling 10
 Packages free.
WICKING
 No. 6 per gross 30
 No. 1 per gross 40
 No. 2 per gross 50
 No. 3 per gross 75
WOODENWARE
 Baskets
 Bushels, wide band 1 15
 Market 40
 Splint, large 3 50
 Splint, medium 3 00
 Splint, small 2 75
 Willow, Clothes, large 8 25
 Willow, Clothes, small 6 25
 Willow, Clothes, me'm 7 25
 Butter Plates
 Wire End or Ovals
 1/2 lb., 250 in crate 30
 1 lb., 250 in crate 30
 1 lb., 250 in crate 30
 2 lb., 250 in crate 35
 3 lb., 250 in crate 40
 5 lb., 250 in crate 50
 Churns
 Barrel, 5 gal., each 2 40
 Barrel, 10 gal., each 2 55
 Clothes Pins
 Round Head
 4 inch, 5 gross 45
 4 1/2 inch, 5 gross 55
 C-2 1/4 inch, 5 gross 55
 Egg Crates and Fillers
 Humpty Dumpty, 12 dz. 20

Special Price Current

- 12**
- No. 1 complete 40
 - No. 2 complete 28
 - Case No. 2 fillers, 15 sets 1 35
 - Case, medium, 12 sets 1 15
 - Faucets
 - Cork, lined, 8 in. 70
 - Cork, lined, 9 in. 80
 - Cork lined, 10 in. 90
 - Mop Sticks
 - Trojan spring 90
 - Eclipse patent spring 85
 - No. 1 common 80
 - No. 2 pat. brush holder 85
 - Ideal No. 7 85
 - 12lb. cotton mop heads 1 45
 - Pails
 - 2-hoop Standard 2 00
 - 3-hoop Standard 2 35
 - 2-wire Cable 2 10
 - Cedar all red brass 1 25
 - 3-wire Cable 2 30
 - Paper Eureka 2 25
 - Fibre 2 70
 - Toothpicks
 - Birch, 100 packages .. 2 00
 - Ideal 85
 - Traps
 - Mouse, wood, 2 holes 22
 - Mouse, wood, 4 holes 45
 - Mouse, wood, 6 holes 70
 - Mouse, tin, 5 holes 65
 - Rat, wood 80
 - Rat, spring 75
 - Tubs
 - 20-in. Standard, No. 1 7 50
 - 18-in. Standard, No. 2 6 50
 - 16-in. Standard, No. 3 5 50
 - 20-in. Cable, No. 1 7 00
 - 18-in. Cable, No. 2 7 00
 - 16-in. Cable, No. 3 6 00
 - No. 1 Fibre 10 25
 - No. 2 Fibre 9 25
 - No. 3, Fibre 8 25
 - Washboards
 - Bronze Globe 2 50
 - Dewey 1 75
 - Double Acme 3 75
 - Single Acme 2 15
 - Double Peerless 3 75
 - Single Peerless 3 25
 - Northern Queen 3 25
 - Double Duplex 3 00
 - Good Luck 2 75
 - Universal 3 00
 - Window Cleaners
 - 12 in. 1 65
 - 14 in. 1 85
 - 16 in. 2 30
 - Wood Bowls
 - 13 in. Butter 1 60
 - 15 in. Butter 2 25
 - 17 in. Butter 4 15
 - 19 in. Butter 6 10
 - Assorted, 13-15-17 3 00
 - Assorted, 15-17-19 4 25
 - WRAPPING PAPER
 - Common Straw 2
 - Fibre Manila, white .. 3
 - Fibre, Manila, colored 4
 - No. 1 Manila 4
 - Cream Manila 3
 - Butchers' Manila 2 1/2
 - Wax Butter, short c't 13
 - Wax Butter, full count 20
 - Wax Butter, rolls 19
 - YEAST CAKE
 - Magic, 3 doz. 1 15
 - Sunlight, 3 doz. 1 00
 - Sunlight, 1 1/2 doz. 50
 - Yeast Foam, 3 doz. 1 15
 - Yeast Cream, 3 doz. 1 00
 - Yeast Foam, 1 1/2 doz. ... 58

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

- CIGARS**
- Johnson Cigar Co.'s Brand



- S. C. W., 1,000 lots 51
- El Portana 33
- Evening Press 32
- Exemplar 32
- Worden Grocer Co. Brand
- Ben Hur
- Perfection 35
- Perfection Extras 35
- Londres 35
- Londres Grand 35
- Standard 35
- Puritanos 35
- Panatellas, Finas 35
- Panatellas, Bock 35
- Jockey Club 35

- COCOANUT**
- Baker's Brazil Shredded



- 10 5c pkgs., per case 2 60
- 35 10c pkgs., per case 2 60
- 16 10c and 35 5c pkgs., per case 2 60

- COFFEE**
- Roasted
- Dwinell-Wright Co's B'ds



- White House, 1 lb. 3 00
- White House, 2 lb. 5 00
- Excelsior, Blend, 1 lb. 3 00
- Excelsior, Blend, 2 lb. 5 00
- Tip Top, Blend, 1 lb. 3 00
- Royal Blend 3 00
- Royal High Grade 3 00
- Superior Blend 3 00
- Boston Combination 3 00
- Distributed by Judson Grocer Co., Grand Rapids;
- Lee & Cady, Detroit;
- Symons Bros. & Co., Saginaw;
- Brown, Davis & Warner, Jackson;
- Gods-mark, Durand & Co., Battle Creek;
- Fielbach Co., Toledo.



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

- 14**
- SAFES**
- 

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

- SOAP**
- Gowans & Sons Brand.



- Single boxes 3 00
- Five box lots 2 95
- Ten box lots 2 90
- Twenty-five box lots .. 2 85
- Lautz Bros. & Co.
- Acme, 30 bars, 75 lbs. 4 00
- Acme, 25 bars, 75 lbs. 4 00
- Acme, 25 bars, 70 lbs. 3 80
- Acme, 100 cakes 3 25
- Big Master, 72 blocks 2 85
- German Mottled 3 50
- German Mottled, 5 bxs 3 45
- German Mottled, 10 bx 3 40
- German Mottled, 25 bx 3 35
- Marseilles, 190 cakes .. 6 00
- Marseilles, 150 cks 5c 4 00
- Marseilles, 100 ck toil 4 00
- Marseilles, 1/2 bx toilet 2 10

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

- Tradesman Co.'s Brand



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

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

- Soap Powders**
- Snow Boy, 24s family size 3 75
 - Snow Boy, 60 5c 2 40
 - Snow Boy, 30 10c 2 40
 - Gold Dust, 24 large .. 4 50
 - Gold Dust, 100-5c 4 00
 - Kirkolline, 24 4lb. 3 80
 - Pearline 3 75
 - Soapine 4 10
 - Babbitt's 1776 3 75
 - Roseine 3 50
 - Armour's 3 70
 - Wisdom 3 80

- Soap Compounds**
- Johnson's Fine 5 10
 - Johnson's XXX 4 25
 - Nine O'clock 3 30
 - Rub-No-More 3 85

- Scouring**
- Enoch Morgan's Sons
- Sapallo, gross lots ... 9 50
 - Sapallo, half gro. lots 4 85
 - Sapallo, single boxes 2 40
 - Sapallo, hand 3 40
 - Scourine Manufacturing Co
 - Scourine, 50 cakes 1 80
 - Scourine, 100 cakes ... 3 50



TRISCUIT, the shredded wheat wafer, can be eaten in more ways than any other grain product except bread, consequently it is not only easy to sell, but because it takes part in so many meals a package is used quickly. You can depend on lively sales and a steady, constant all-year demand for

TRISCUIT

We help the sale of **Triscuit** by extensive magazine, newspaper, street car advertising, by sampling and demonstration in connection with **Shredded Wheat**. It will pay you to push **Triscuit** because you can be sure it will please your customers. Just call attention to its many uses as shown on the back of the carton. If your customers like **Shredded Wheat** for breakfast, they will like **Triscuit** for any meal as a *toast*, with butter, cheese or marmalades.

The Shredded Wheat Company



Niagara Falls New York

How About Your PRINTING for 1912?

THIS question is a very pertinent one for business men, because every day Business Printing takes on added significance as **A FACTOR IN TRADE**.

Time was when any sort of Printing would do, because not much was expected of it. But nowadays Printing is **EXPECTED** to create and transact business. For this reason, good Printing is exceedingly necessary in every line of business.

We have been producing **GOOD** Business Printing for years. We have kept pace with the demand for the **BEST** in printing. As a consequence, our Printing business has grown splendidly. We have been compelled to enlarge shop facilities, to increase equipment quite regularly. We have the requisite mechanical equipment, and with one of the best equipped, as well as the largest Printing establishments in Western Michigan, we are in the very best position to give to the business man the highest standard of **GOOD** Business Printing.

This includes everything, from envelopes to the most elaborate catalogs.

We respectfully solicit your patronage, giving the assurance that all orders will not only be **PROMPTLY EXECUTED**, but the Printing will come to you in that quality of excellence you desire and, withal, at as reasonable a price as it is possible for us, or anyone else, to deliver **GOOD PRINTING**.

Orders by letter or by phone will receive prompt attention, and if you desire, a qualified representative will wait upon you without delay.

Tradesman Company, Grand Rapids



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

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.

Business Opportunities For Sale and Exchange by Frank P. Cleveland

PRODUCE WAREHOUSE AND RESIDENCE PROPERTY in Osceola Co., Mich. fine opening for wholesale produce dealer; price \$3,800.
STORE BUILDING AND HARDWARE BUSINESS in Cavalier Co., North Dakota; building valued at \$4,000; stock will invoice about \$6,500; sales average \$2,000 per month; good opening.
PLUMBING AND TIN SHOP AND BUILDING in Shelby Co., Texas; profits average \$300 per month; about \$4,500 required.

GROCERY AND MARKET in Iowa city of about 20,000 population; sales average \$22,000 per month; business established 25 years; invoice about \$35,000; investigate if you are looking for a money-maker.
TEA, COFFEE AND SPICE BUSINESS in Illinois city of about 18,000 population; sales average \$3,000 per month; business well established and a money-maker; about \$7,000 required.

BAKERY, CONFECTIONERY AND ICE CREAM BUSINESS in Virginia city of about 20,000 population; profits average \$300 to \$400 per month; business established 14 years; price \$4,000.
HARDWARE IMPLEMENT AND ROOFING BUSINESS in Marion Co., Ohio; sales average \$2,000 per month; invoice about \$9,500.

STEAM LAUNDRY in Montana city of about 2,750 population; no competition; business well established and a money-maker; price \$7,500.

UNDERTAKING AND PICTURE FRAMING BUSINESS in New Mexico city of 5,000 population; easy competition; fine opening for a practical undertaker. Price \$5,500.

BRICK PLANT AND 72 ACRES OF LAND in Virginia; capacity 40,000 bricks per day; same owner 21 years; price \$50,000.

\$50,000 INTEREST IN GEORGIA LUMBER MANUFACTURING COMPANY. If you are looking for an investment, write me.

PHYSICIAN'S PRACTICE AND PROPERTY at a good point in Madison Co., New York; fine location; collections average \$3,000 per year; price \$4,500; terms easy.

I bring buyers and sellers together. No matter where located if you want to buy, sell or exchange any kind of business or property write me. Established 1881. Frank P. Cleveland, 1261 Adams Express Building, Chicago, Illinois.

Free illustrated book tells how any one with a small investment can earn \$10 to \$15 per day with a Universal Cleaner; it will hold old customers and make new ones; do the work as rapidly and thoroughly as the expensive wagon; easy to get; just ask for booklet C-23; no obligation. Universal Vacuum Cleaner Co., Jackson, Michigan. 942

A New Mexico druggist wishing to retire from the management of a company store, offers his stock for sale, and will turn over the manager's position at \$100 per month to the purchaser of stock. This is a dandy proposition and is located in a climate where no snow has fallen this winter. Address E. E. McNatt, Artesia, New Mexico. 941

For Sale—Patent, issued Feb. 14, 1911, on small commercial specialty needed in every business house. Costs 8c, sells for \$1 through agents, mail order or dealers. Proven success. Made under contract. Everything ready. \$600 will swing business. Live proposition for a hustler. Address Specialty, 1302 Hall St., Grand Rapids, Michigan. 940

For Sale or Trade—Nearly new dry goods and shoe business. Stock and fixtures about \$4,500. Good opening, good town and county. Going South. Robert Adamson, Colon, Mich. 938

New general stock 60c on dollar. Good farming country. Best location in town. Modern brick building. Address 936, care Tradesman. 936

For Sale—Stock dry goods and shoes, Central Michigan, center of town. Bargain. We have all kinds stocks in all parts of state, also Traverse City residence property and fruit farms. Traverse City Business Exchange, Traverse City, Michigan. 937

For Sale—Millinery stock and fixtures, good condition, about \$200. Sell at 50%. Good town and location. Elegant chance for dressmaker. Rent cheap. A. J. Diehm, Remus, Michigan. 933

Bakery and candy kitchen, wholesale, retail, 2 1/2 lb. mixer, No. 3 Middleby oven, gas light, hot water plant. Only bakery within 27 miles. Annual sales \$9,000. This is a snap for someone who wants a well equipped place. \$2,450 takes it. Good reasons for selling. Address L. Box 292, Miller, S. D. 935

Complete, only drug stock for sale in town of 1,100; best reasons. Chas. Maynard, Milan, Mich. 932

For Sale—Good paying corner grocery business property with stock and fixtures. Located at Erie, Pa. Nine living rooms in connection, also barn in rear of building. Fine location and good bargain. Good reasons for selling. Call or address Charles W. Ring, 101 East Twenty-first St., Erie, Pa. 930

Land—An opportunity of a lifetime. We will sell a few small tracts of our Florida land, suitable for colonization proposition. Tracts from 500 acres up. Land is surveyed ready to sell to settlers; in most productive section of Florida. Orange and grapefruit groves on every side. Three lines of railroad, shipping point, Orlando, most beautiful town in the state of Florida. This is part of land we are advertising and selling at retail in small tracts. We will assist investors to dispose of their land at good profit without assuming responsibility or expense of advertising and promotion. Excellent chance for small syndicate. For further detailed information, address Orlando Florida Farms Company, 343 So. Dearborn St., Chicago, Ill. 929

Will exchange 340 acres good improved land in Wisconsin for general stock worth \$10,000, want \$15,000 or more. Will pay cash for balance. Also have 320 acres improved land, worth \$20,000. Will trade for stock goods, house and barn. Geo. F. Kuter, 243 W. Tompkins St., Galesburg, Ill. 926

Good chance for young man to buy stock of clothing, shoes, etc. About \$5,000 required. Want to sell to party who will continue the business. Will give credit on part if proper security is given. A. A. Wade, Howe, Indiana. 925

For Sale—Small drug store; doing a nice business; good chance to increase; opportunity for man with limited capital; expenses low. Address Jos. Lohrstorfer, Port Huron, Michigan. 924

For Sale—A clean, up-to-date stock of general merchandise, consisting of dry goods, groceries, shoes, clothing, drugs, medicines, glassware and notions. Stock inventoried \$8,259.17 on January 1, 1912. Sales past year, \$18,000, net profit for year \$2,432. Fixtures and furniture, latest and up-to-date, \$1,024. Store building of cement block and brick, built in 1905, size 36x70, two story and basement under entire building. Equipped with 1,000 lb. Cap. hand power elevator, good well and water system. Located on railroad and surrounded with first-class farming country. Seven miles from nearest town. Will give liberal discount for cash. Address No. 923, care Michigan Tradesman. 923

Bakery and restaurant business in good lively western town. Good retail and shipping trade. Write City Bakery, Cut Bank, Mont. 922

Drug Store For Sale—Located in one of the best towns of its size in Southwestern Michigan. A splendid opportunity for any young registered pharmacist who wants to get into business. E. S. Peterson, Decatur, Mich. 921

Wanted—A hardware stock from \$3,000 to \$4,000 in some small live town as part exchange for a first-class clay loam, 120 acre stock and grain farm, small house, good barns, well-watered, located near Sand Lake, Kent County, Michigan. Price \$70 per acre. For further particulars, H. Thomasma, 433-438 Houseman Bldg., Grand Rapids, Michigan. 920

For Sale—Drug stock in Central Michigan, city 5,000 population. Good factory town. Poor health, must sell. Address H., care Tradesman. 944

For Sale—Store building, seven room house and four lots. Centrally located in one of best farming towns in Western Michigan. Must be sold at once. For particulars address Louis Manigold, Wolvenine, Mich. 934

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

For Sale or Exchange—160 acres heavy virgin timber near railroad in Wisconsin. Want stock of clothing, shoes or good income property. Price \$8,000. Address No. 914, care Tradesman. 914

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

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 Sale 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. 918

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

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

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

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

For Sale—Established hardware, plumbing and heating business in Martin Co., Minn., sales average \$2,000 per month; stock and fixtures invoice about \$9,200. Lumber and coal business in Eaton Co., Michigan. Business well established and a good opening. Invoice about \$5,500.

Grocery and market in Iowa city of 22,000 population; business established 25 years; sales average \$22,000 per month; about \$35,000 required.

Variety and needle work store in South Dakota city of 10,000 population; profits average about \$200 net per month; same owner for 9 years. About \$6,500 required.

Drug store in South Dakota city of 12,000 population; sales average \$2,500 per month; profits average \$600 net per month; invoice about \$17,600.

Doctor wanted to purchase medical practice and business property at a good point in Jackson Co., Iowa. Collections average \$2,500 per year; price \$4,500.

Write for detail descriptions. I bring buyers and sellers together. If you want to buy, sell or trade, write me. Established 1881. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 931

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

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

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

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

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

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

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

Cash for your business or real estate. I bring buyer and seller together. No matter where located if you want to buy, sell or exchange any kind of business or property anywhere at any price, address Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Illinois. 984

HELP WANTED.

Wanted—About March 25, 1912, a competent lady clerk for ladies' misses' and children's ready made clothing store, one who understands buying of stock. Good references, a good personal appearance and young, single lady preferred. State wages expected. Address Chas. O. Neff, Scottville, Michigan. 943

Salesmen to carry as side line, on commission basis, imported embroidered collars. State territory and lines now carried. C. W. Ferguson Collar Co., 331 Fourth avenue, New York. 939

Wanted—A young man with some experience in furniture and carpets. Steady job, with a chance to work up. S. Rosenthal & Sons, Petoskey, Michigan. 928

Salesman Wanted—To carry as a side line, a legitimate and good selling article. Good commission. See advertisement page 17 this issue. The Oscar Onken Co., Cincinnati, Ohio. 927

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. 942

Want ads. continued on next page.

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 29—Within a few days there has developed a more liberal buying movement in the spot coffee market from the country, and it seems to have had the effect of causing some advance. Rio No. 7 is now quoted at 13.90c in an invoice way, and Santos 4s, 15c. In store and afloat there are 2,615,034 bags, against 2,679,493 bags at the same time last year. Mild coffees are in better shape than a week ago. Good Cucuta is worth 15½c.

The refined sugar market is very quiet—in fact, the demand has been so slow that some attempt has been made to quicken the action by reducing the quotation. From the highest point the decline now amounts to about 2c, and as compared with a year ago is only 60 points higher. The general rate for granulated is now 5.30.

Little, if any, change is to be noted in the tea market, although more activity has been shown in Formosas, some good sales being made. That is, the volume of teas changing hands was large, but prices seem to have been as previously noted.

The New York rice market seems to be rather lower than those of the South. Supplies are not especially large but there is enough to meet requirements. Little, if any, change is to be noted in prices, prime to choice domestic being held at 5@5½c.

Spices are firm, with the volume of business fully as large as could be expected at this time of the year. Ginger and cloves have been the most active articles.

Molasses has been in fair request, and quotations are well sustained, although not appreciably changed. Stocks are in fair volume. Syrups are quiet. Fancy, 25@28c.

Standard 3's, tomatoes, of a quality which will really pass muster, have shown further advance, and the market closes with the situation still in favor of the seller, as it has been since the close of the pack last year. In futures there seems to be nothing on offer below 85c f. o. b. The established rate for spot goods seems to be \$1.25, and \$1.30 has really been in sight. There would be more activity in peas were the supply more liberal. The market is pretty closely cleaned up. Corn is moving and is the great standby this season. Other goods are practically unchanged.

Butter has had a week of ups and downs, with a slight advance at the close. Creamery specials, 38½c; extras, 37½c; held stock, 36½@38c; imitation creamery, 26@27c; factory, 25@25½c.

Cheese is firm, with whole milk worth 17c.

Eggs show little change. Western whites, 38@39@40c, with some very choice, 42c. From the lower figure

the descent is through every fraction down to 35c or lower.

Some of the Many Values of Concentration.

Written for the Tradesman.

With a glass lense you can gather up and concentrate enough sunlight to kindle a fire; while the uncombined rays would fall harmlessly on the dryest timber.

That's a classic illustration of the power of concentration.

Many a valuable hour is wasted by the dealer and by his salespeople, simply because nothing definite is attempted; and the entire reserve forces of the dealer, and the concentrated activities of the clerks, are not directed to some task—and kept there—until the job is put through.

The merchant starts to write an advertisement, and he thinks of some lines that need sizing, and he switches from advertisement writing to that. He gets one of his clerks to help him. By and by he turns the sizing up business over to the clerk, and gets to work on his accounts. Something pops into his mind, and he quits his work on accounts and tackles that for a time. And so it goes. A night-fall, nothing much is actually finished.

That merchant lacked concentration. He didn't stay on any one thing long enough to accomplish anything.

Concentration intelligently directed is one of the most productive traits in human nature.

Concentration means focusing all of one's mind and soul and strength upon the thing in hand; and staying right with it until the job is put through.

Concentration is quasi-omnipotent. The man who has it in great measure can do things which, to the uninitiated, seem incredible.

You have, perhaps, heard of the business man who wanted to hire an office boy; and to that end advertised an opening.

There were many applicants. Among the others a red-headed, freckle-faced lad, with a noggin of about the proper shape and a keen pair of eyes of the sort that see things.

He was alert to a degree.

The business man looked them over and decided that he would pick a winner if possible. So he told them this story:

"Boys," he began, "did you hear about the man who went out last night to shoot that big owl?"

"No! No, sir! Who? Where? Tell us about it!"—was the chorus that greeted his question.

"Well, I'll tell you about it," said the man. "It seems there was a big owl roosting in this man's barn, right up over the hay. So he takes his gun soon after supper, goes out to the barn, walking just as easily as he could so as not to scare Mr. Owl; opens the door, climbs up the ladder and sees a big pair of yellow eyes. So he cautiously raises his gun to his shoulder, pulls the trigger, and boom!"

And there he paused.

And of course each of the boys had some question to ask.

"Did he set the hay on fire?" asked one.

"Did it scare the people?" asked another.

"Did the 'cops' come after?" asked another.

And so they interrogated and chattered after the manner of boys. But the little red-headed fellow kept looking right into the man's eyes, and waiting, almost breathless. And presently he said, with ill suppressed anxiety:

"Did he get the owl?"

The owl was the main thing, according to this boy's notion. And he refused to be side-tracked; he wanted to keep to the main thread of the narrative.

By all means master the secret of concentrating your powers upon the task in hand.

It is surprising how much one can do in the course of the day, provided he concentrates his activities on definite things; and takes them up systematically. It is also humiliating to consider how little we do when we go at our work in a haphazard way, shifting from this to the other thing.

The coral-forming polyp isn't much for size. Just a tiny aquatic creature; but he is multitudinous; and he has concentrative ability. And he builds islands in the ocean.

Your brilliant and popular young merchant may have it over the plodding competitor to-day; but if that plodder has concentration and the other fellow hasn't, that community is pretty apt to observe a reversal of opinion with respect to these two men one of these days.

Concentration gets things done.

And concentration never tires.

Therefore concentration wins.

Learn to concentrate. Eli Elkins.

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

Buffalo, Jan. 31—Creamery butter, 32@38c; dairy, 25@30c; rolls, 23@27c; poor to good, all kinds, 18@25.

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

Eggs—Candled fancy fresh, 36@38c; choice, 35@36c; cold storage, 31@32c.

Poultry (live)—Turkeys, .16@19c; chickens, 12@14c; fowls, 12@13c; ducks, 17c; geese, 13@14c.

Poultry (dressed)—Geese, 13c; turkeys, 18@22c; ducks, 17@20c; chickens, 14@17c; fowls, 14@15c.

Beans—Red kidney, \$2.85@3; white kidney, \$2.75@3; medium, \$2.50; marrow, \$2.75@2.90; pea, \$2.50.

Potatoes—\$1.15@1.20.

Onions—\$1.40@1.50.

Rea & Witzig.

Should you ask which columns of this journal should prove most valuable to you, I would unhesitatingly reply, "The advertising columns if you will read them carefully."

Are you studying up methods for getting fall business? There is going to be something doing this fall for every merchant who is alive to his opportunities.

Getting Ready for the Bay City Convention.

Bay City, Jan. 30—Bay Council, No. 51, U. C. T., has selected the following committees to handle the nineteenth annual convention of the Grand Council of Michigan, which will meet here June 7 and 8:

Hotels—M. C. Empey, R. S. Richards, W. F. Lange, J. M. Henning, F. C. Adler, L. P. Sperry.

Railroads and Transportation—R. R. Berrington, I. N. Baker, E. B. Timm, Thos. Calaghan, T. M. O'Loughlin, John Carroll.

Entertainment—H. W. Zirwes, H. E. Buck, C. Windiate, G. A. Boston, H. A. Perkins, J. A. Fox.

Invitation—J. R. Mead, C. V. Anderson, E. G. Becker, F. Stover, J. M. Miller, J. H. Graham.

Souvenirs and Badges—D. R. Noble, C. C. Keegan, S. D. Berdan, R. C. Wands, G. D. Harris, W. J. Mozealous.

Funds and Finance—W. J. Robinson, E. J. Schreiber, H. C. Buck, F. J. Fenske, A. B. Roman, C. L. Walk.

Reception—F. C. Van Tyle, E. B. Braddock, I. J. Kirchman, C. E. Gould, W. M. Jones, S. Kessler, P. Koffman, M. Levensohn, W. J. Linn, F. L. Walsh, W. Wirth, V. W. White, P. J. Uridge, L. M. Persons, W. C. Patenge, O. C. Phillips, V. W. O'Brien, T. S. Miller, F. S. Alexander, R. Black, C. H. Britton, E. W. Brown, W. L. Beattie, C. H. Braim, W. J. Caldwell, A. H. Ford, W. A. Frost, D. W. Grow, F. A. Goodman, A. Grabower, F. M. Hatch, G. E. Hamilton, R. W. Lasher, J. H. Belnap, W. W. Bassett, A. L. Moye, W. McKay, R. M. McKay, W. McClelland, S. D. Newton, A. L. Rose, E. E. Rose, N. H. Rosenthal, Wm. Sempliner, W. H. Stewart, B. Stout, E. D. Turgeon, M. W. Ryan, E. D. Norten.

John K. Reigel,
Convention Sec'y.

BUSINESS CHANCES.

A1 stock implements, carriages, harness goods, harness shop in connection. In one of the best towns in the State. Invoice about \$5,000. Yearly business \$30,000 or better. If you want a good business investigate this. Geo. H. Carpenter, 803 Ford Bldg., M 4340, Detroit, Mich. 946

For Lease—Store building in the hustling town of East Jordan, Michigan. Well located, opposite postoffice and near Temple Theatre. Mrs. William Richardson, East Jordan, Mich. 945

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

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

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

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

A1 farm of 110 acres, ¼ mile to best 2,000 city in Michigan, to exchange for general store. Address Exchange 428, care Michigan Tradesman. 774

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. 896

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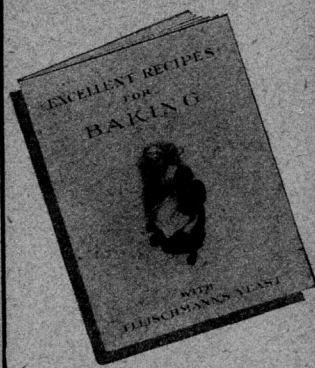
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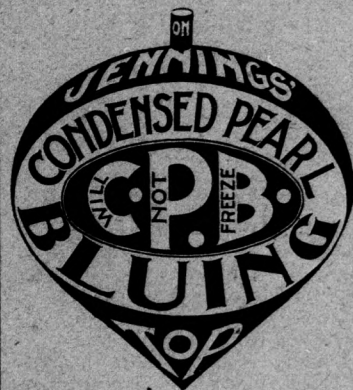
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Because Quality is Always Notable

All products packed at our five plants in West Michigan, in the finest fruit and vegetable belts in the Union, are grown on our own lands adjacent to the various plants; packed fresh from the fields and orchards, under best sanitary conditions, insuring exquisite flavor, fine texture, natural color. Every can is well filled.

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They Are Trade Winners and Trade Holders

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Tomatoes, Spinach, Beets.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

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