

## The Ideal Wholesaler

The ideal wholesaler is the merchant's best friend because he gives

**Bed-rock Costs**  
**Quick Delivery**  
**Complete Variety**

He sells goods in the most economical way, giving the merchant a chance for a decent profit, and not forcing him into the extortioners' class.

He lays down goods so quickly that sudden demands can be met, thus giving the retailer an advantage over the mail order house.

He offers a complete variety of goods so that the retailer can supply all his wants without covering the country to do it.

Butler Brothers approach this ideal more nearly than any other jobber, because

**Their method of catalogue selling allows bed-rock prices.**  
**Their widespread distributing houses give quick delivery.**  
**Their stocks are the silk-sifted winnowings of the whole world's market-places.**

Your own interests demand that a large share of your trade should be given that jobber most nearly approaching the ideal given above.

Get in touch **TO-DAY**. One of our headquarters is near you. (See list below.)

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## 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

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  
Milwaukee

## Foster, Stevens & Co. Wholesale Hardware



10 and 12 Monroe St.

::

31-33-35-37 Louis St.

**Grand Rapids, Mich.**

### The Best Advertised Cereal Food in America

Last year over 100,000 visitors to Niagara Falls passed through our factory and saw **Shredded Wheat** being made; every one became a living advertisement for its purity and wholesomeness.

Last year our advertisements in the magazines and newspapers reached a combined circulation of 10,000,000 people and told the story of **Shredded Wheat** 112,000,000 times.

Last year we demonstrated **Shredded Wheat** in many cities and towns and gave away, including house-to-house sampling, 20,000,000 **Shredded Wheat Biscuits**.

#### This Year We're Doing Even More Advertising

Is it any wonder that **Shredded Wheat** is the easiest-to-sell cereal food?

And it pays you a good profit.

**THE SHREDDED WHEAT CO.**  
NIAGARA FALLS, N. Y.



*Shredded  
Wheat*



## “White House” Coffee

is the **ONE** brand the whole coffee-trade cannot pick a single flaw in. That its popularity is increasing every day, and its praises are being sung by contented coffee-lovers, is because its superb quality is easily recognized by even prejudice of the most stubborn kind—which is forced to admit its superiority, and is glad to be able to discriminate in favor of such manifest excellence.

Distributed at Wholesale by

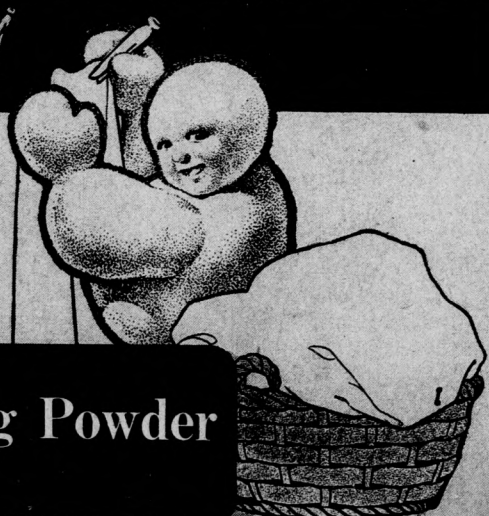
**Symons Bros. & Co., Saginaw, Mich.**

**next time**

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

**Lautz Snow Boy Washing Powder**

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



# MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 14, 1912

Number 1482

## SPECIAL FEATURES.

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### REFERENDUM AND RECALL.

"With the effort to make the selection of candidates, the enactment of legislation, and the decision of courts to depend on the momentary passions of a people necessarily indifferently informed as to the issues presented, and without the opportunity to them for time and study and that deliberation that gives security and common sense to the government of the people, such extremists would hurry us into a condition which could find no parallel except in the French Revolution, or in that bubbling anarchy that once characterized the South American republics. Such extremists are not progressive—they are political emotionalists or neurotics, who have not the sense of proportion, that clear and candid consideration of their own weakness as a whole, and that clear perception of the necessity for checks upon hasty popular action which made our people who fought the revolution and who drafted the Federal constitution, the greatest self-governing people that the world ever knew."—W. H. Taft before the New York Republican Club.

### FAIR IN GOOD HANDS.

The promise is given that the West Michigan State Fair will be bigger and better in the future than it has been in the past, and the infusion of a lot of new and young blood into the management seems to warrant the hope. The old organization, under President Wm. H. Anderson, did splendid work in building up the Fair, giving it credit and standing, in improving its grounds and buildings and making the institution something for the city and Western Michigan to be proud of. The old organization was smooth working, harmonious and efficient. This was desirable, but too much harmony too long continued is likely to lead to dry rot. President Anderson realized this possibility and, after ten years of splendid service, his determination to retire from a work in which he took a deep personal interest and which he loved was but another evidence of his devotion to the Fair. Robert D. Graham, the

new President of the Association, has been for ten years Treasurer of the Fair; Lester J. Rindge, who has accepted the office of Treasurer for the coming year, has been Vice-President for sixteen years, and E. D. Conger, re-elected Secretary, has held that office six years and done good work. These officers represent the "old guard" and will stand for the best of the old traditions. The new men they will naturally call into activity will help formulate and execute new ideas. And this will mean progress. Many of the old directors remain to give steadiness and stability to the organization and the new men who have yet to gain their experience in fair giving will furnish the ginger and fresh enthusiasm. George T. Kendall is the new Vice-President and, with leisure, means and inclination, he will be a good man to break into the game. Among the new directors are Fred N. Rowe, Chas. Trankla, Paul F. Steketee, Meyer S. May, Ira M. Smith, J. A. Solomons, Wm. H. Gay and John Sehler—all of them identified with this city's best business interests and most of them representative retailers. This is the kind of men who should have an interest and part in the Fair, and to have them identified with it and among its workers will become one of the Fair's best assets.

Under the control of the "old guard" those features which have made the Fair strong with the rural communities will be maintained, and this is as it should be. The new directors should help to popularize the Fair with the city people, and this is something to be earnestly desired. Farmers and fruit growers should be encouraged to exhibit their own choice products, instead of leaving it to those who collect what others raise and show it as their own for the sake of the prizes offered. The young people on the farm, boys and girls alike, should be encouraged to take an interest and to compete for the prizes. Much has already been done to develop interest in live stock and this should be carried still farther. The Fair is, or at least should be, industrial as well as agricultural. Would it not be possible to create some classes in which our own factory hands can enter what their skill may create? Wood carving, wood turning, cabinet work, inlay work—are there not possibilities in these as a means to widen the interest of our own people? It is to be taken for granted that there will be no slackening of the moral tone of the Fair, but, if the city people are to be interested, some other forms of entertainment should be devised. With the extension to Comstock Park of the

Grand Rapids-Muskegon Power Co. service, the lighting problem will be solved and the possibilities of evening entertainments, with music and fireworks, might well receive early attention. This would give those who are employed in factory, store and office during the day a chance to attend and this would increase the box office receipts. More and better buildings are needed and a new fire proof and permanent grand stand is something that must be had, and here is a chance for a manifestation of city interest and enthusiasm. There is nothing like having something invested to awaken a desire to help, and when it is necessary to raise funds by subscription or otherwise for the grand stand as many as possible should be asked to contribute, instead of letting a few do it all. The Fair has been a good thing for the city and for Western Michigan in the past. With the old traditions and the new ideas it ought to rise to still greater heights as an educational factor, as an encouragement to agriculture, a promoter of industry, a means of wholesome entertainment and as a financial success.

### CHEAPER FOOD PROMISED.

The high prices of agricultural products have become a menace to the great mass of working people. While the cause may in part be traced to speculators, those back on the land appreciate the fact that it costs much more to grow a bushel of wheat or a pound of meat than it once did. The original fertility of the soil is exhausted. The moisture problem is increased. A large percentage of the soil is not yielding what it should. And yet, to get a greater increase demands measures which would cut out the profits.

It has been noted that with all the improvements in mechanical methods, farming is done in too much the same style as centuries ago. Factory, mill and shop have far outdistanced the methods of agriculture in most details. This may be largely accounted for by the lack of power. Hay loader, reaper and other labor and time-saving machinery have been held back through lack of teams to operate them. Power sufficient to handle heavy machines was too cumbersome to be available for the ordinary farmer. True, in the great West they operate twenty plows by means of a giant steam tractor, but these are not adapted to the average farmer.

But the gasoline tractor, easily adjustable to the manifold duties of the farm, is now making its way into the field, and those who have made its accomplished work and possibilities a study predict that the next decade

will revolutionize farming. With the more thorough tillage possible through it intensive cultivation now seen only in the market garden will be extended to the farm. It has actually plowed, harrowed, hauled in hay, and done it much faster than is possible with the use of several teams, besides spraying orchards, sawing wood, grinding feed, running the separator and many more farm duties. With the farm plant run on a larger and more economical scale, there must be an increase of products, and with this a lowering of prices.

### SAVE THE BIRDS.

The severe cold and deep snows which prevail throughout a wide scope of country render the call for help to the birds more urgent than in many years. Winter birds as a rule depend upon the wild berries, buds of trees and the insects concealed beneath the bark. In appropriating the latter they are especially beneficial to the farmer, destroying many millions of insects every year. The fact that the codling moth alone in the single State of New York destroys annually three million dollars' worth of fruit is sufficient evidence that we need all the help possible from the birds.

Under present conditions many of them are actually suffering, and the call of the Audubon Society and ornithologists from various states is timely. They may start out, weakened through scant food supply, only to find their stores covered with snow or ice, and return to their retreat perhaps as hungry as before, with feathers dripping, and there, overcome by hunger and cold, they are an easy prey to snow and sleet. This is the fate of many quail every severe winter. Many states are going to great expense to establish game preserves for the imported birds; and yet is it not wise to also give a helping hand to our native species?

A little grain scattered in the yard will save some of the best insectivorous birds. A piece of suet fastened to the branch of a tree in the yard will bring dainty guests who will surely pay their board bills—in fact, many of them have already done so. The coming age may well be dubbed the "Insectivorous" unless we put up a continued fight; and in this battle there are no warriors more tried and true than the beautiful forms which flit from tree to tree, cheering us with their song while hard at work digging out the larvae from some spot to us and our sprays inaccessible.

Sin is a "transgression of the law;" but the law itself is sometimes a transgression.

## BANKRUPTCY MATTERS.

## Proceedings in Western District of Michigan.

Feb. 7—In the matter of the Newaygo Chair Co., bankrupt, of Newaygo, the trustee, Harlan J. Dudley, of Grand Rapids, filed his final report and account showing total receipts of \$1,647.95, which includes cash received on settlement of suit against W. E. Tallmadge and others, and disbursements for administration expenses of \$647.95, and a balance on hand of \$1,000. An order was made by the Referee calling the final meeting of creditors for Feb 28, next, to consider the Trustee's final report and account and petitions for attorneys' fees, etc. It is very doubtful whether there will be any dividend for ordinary creditors in this matter.

In the matter of Emory A. Smith, bankrupt, of Grand Rapids, an order was made closing the estate and discharging the Trustee, Frank J. Powers. In this matter the Trustee filed a report showing there were no assets in which the estate had an equity and no dividend was paid to creditors. The Referee made a certificate recommending that the bankrupt receive his discharge.

In the matter of Fowler & Fowler, bankrupts, of Fremont, an order was made appointing W. F. Reber, Cornelius Pikaart and Clark Kenney, of Fremont, as appraisers.

Feb. 8—In the matter of Fred C. Conkle, bankrupt, a laborer of Grand Rapids, the first meeting of creditors was held to-day. It appearing from the bankrupt's schedules and his examination that there are no assets except those claimed as exempt an order was made that no trustee be appointed. Unless further proceedings are requested by creditors the estate will be closed at the expiration of twenty days.

In the matter of Glenn Newland, bankrupt, of Butternut, the Trustee, Chas. H. Lillie, of Grand Rapids, reported an additional offer of \$130 for the assets, and an order was made confirming and ordering assets sold to T. J. Falor, of Fennville, for \$130.

In the matter of Henry R. Nelson, bankrupt, formerly a merchant at Ionia, the Trustee, Cornelius W. Moore, of Belmont, filed his report and vouchers showing that he had complied with the final order of distribution made in this matter. An order was made closing the estate and discharging the Trustee. No cause having been shown to the contrary by creditors the Referee made a certificate recommending the bankrupt receive his discharge.

Feb. 9—In the matter of Walter E. Tuttle, bankrupt, formerly merchant at Petoskey, an adjourned first meeting of creditors was held, and a first dividend of 15 per cent. was declared and ordered paid on all claims allowed to this date. The first meeting of creditors was then adjourned, without day.

In the matter of Merritt L. Colburn, bankrupt, of Fruitport, an order was made appointing James Ingall,

Ben. V. Lawrence and Thomas Peady, all of Muskegon, as appraisers.

In the matter of Paul Bloch, bankrupt, formerly merchant at Ludington, the adjourned final meeting of creditors was held to-day. The final report and account of Robert J. Quail, Trustee, of Ludington, was approved and a final order dividend of 16 $\frac{3}{4}$  per cent. declared and ordered paid.

Feb. 10—In the matter of Arthur O. Bacon, bankrupt, of Grand Rapids, brakeman on the Pere Marquette Railroad, the first meeting of creditors was held to-day. It appeared from the bankrupt's schedules and his examination that there are no assets above exemptions, and therefore no trustee was appointed. Unless proceedings are desired by creditors the estate will probably be closed out within a short time.

In the matter of Albert J. Schepers, bankrupt, formerly merchant at Vogel Center, the Trustee, W. A. Wyman, of McBain, filed a report showing sale of the assets, less exemptions, of the appraised valuation, \$2,140.20, for the sum of \$1,196.35. Unless cause to the contrary is shown by the creditors on or before Feb. 16, 1912, the sale will be confirmed.

In the matter of James W. Burns, merchant at Hubbardston, an involuntary petition was filed by creditors and also petition for a receiver. An order was made by Judge Sessions appointing Referee Wicks as such receiver upon the filing of a creditors' bond in the sum of \$500. John W. Cowman, of Hubbardston, has been appointed custodian to care for the assets until the election of a trustee, or further order of the court.

An involuntary petition was filed by the creditors to have W. J. Pike & Son, general merchants at Newaygo, adjudged an involuntary bankrupt and for the appointment of a receiver pending the hearing on such petition. Judge Sessions appointed Referee Wicks as such receiver upon the filing of a creditors' bond in the penal sum of \$500. George Luton, of Newaygo, has been appointed custodian to care for the assets until the election of a trustee, or further order of the court.

Feb. 12—In the matter of Robert J. Ferguson, bankrupt, who formerly handled plumbers' supplies at Portland, the Trustee, Glenn S. Benjamin, of Portland, filed his final report and account showing total receipts of \$630.71, and disbursements for administration expenses, attorney fees, exemptions and first dividend of 5 per cent., aggregating \$490.11, and a balance on hand for distribution of \$140.60. An order was made by the Referee calling a final meeting of creditors to be held on Feb. 29, 1912, for the purpose of considering such final report and account, declaring a final dividend, if any, on ordinary claims and such other business as may properly come before the meeting.

An order was made by Judge Sessions adjudging the Elk Cement & Lime Co., of Elk Rapids, an involuntary bankrupt, on petition of the creditors, and the matter was refer-

red to Referee Wicks. In this matter a petition to have this concern adjudged bankrupt was filed on January 20, 1911, but an answer was filed denying insolvency and demanding a jury trial. The matter has been pending since that time, and the company filed a supplemental answer admitting that it was insolvent within the definition and meaning of the bankruptcy act and consenting to an adjudication. On Feb. 24, 1911, an order was made by Judge Denison appointing Fitch R. Williams, of Elk Rapids, as receiver of the company, and he is still acting as such receiver. An order has been made by the Referee requiring the officers of the bankrupt company to file schedules of its assets and liabilities on or before Feb. 23, 1912, and when such schedules are received the first meeting of creditors will be called.

A voluntary petition was filed by Earl H. Bekking, of Grand Rapids, and an order was made by Judge Sessions adjudging him bankrupt, and the matter was referred to Referee Wicks. The bankrupt's schedules show the following liabilities:

C. A. Spears & Son .....	\$ 167.50
Secured by note endorsed by Chas. Anderson.	
H. M. Reynolds Roofing Co. . . . .	120.33
Stiles Brothers' Co. ....	339.33
A. Groothuis .....	268.89
Enterprise Electric Co. ....	38.20
Arthur M. Comey .....	15.50
Adrian C. Sloomake .....	14.25
W. P. Williams .....	7.25
D. Van Ree & Son .....	28.00
Pittsburg Plate Glass Co. . . . .	35.92
Tubergen & Groene, Grandville .....	144.18
Benjamin Glupker .....	185.00
Total .....	\$1,364.35

There are practically no assets, except those claimed to be exempt. The bankrupt has been directed to advance the necessary money for expenses of the Referee's office, and when this is received the first meeting of the creditors will be called.

Feb. 13—In the matter of Mint Hockstra, bankrupt, formerly general merchant at Wyman, the Trustee, Henry T. Heald, of Grand Rapids, filed his final report and account showing total receipts of \$787.36, and disbursements for administration expenses, appraisers' fees, attorney fees for attorney for Trustee, bankrupt's exemptions and first dividend of 5 per cent., aggregating \$482.55, and a balance on hand of \$304.81 for distribution. An order was made by the Referee calling a final meeting of the creditors to be held on March 6, 1912, to consider such final report and account, for the purpose of declaring a final dividend, and such other business as may come before the meeting.

In the matter of Frank H. Reber, bankrupt, formerly merchant at East Grand Rapids, the final meeting of creditors was held. In this matter practically all of the assets were exempt and there were not sufficient assets left to pay the administration expenses in full and no dividend was paid to general creditors.

## Keeps His Men Satisfied.

"I decided," said a man who employs a great many men, "when I first went into business that the best policy would be to keep my men satisfied. After looking into the matter for some time I concluded that the best paying proposition for me was to take good men at their own valuations. The one thing I have always listened to with respect has been a request from such a man for a raise in pay, and in about nine cases out of ten I have given it. Why? Well, it is a fact that the average good man does not appreciate the real value of his services. If he has a pushing wife he may be brought to the knowledge and go out for things, but I have found that if left to himself he will think he is a very well-paid person if he gets a thousand or two a year under what he really is worth when his product is sold.

"Of course I have made my mistakes and paid too much for inefficient persons at times. But as a general rule I have made good profits by this plan. To me that is the secret of the great success of Andrew Carnegie with his partners. He took employes and gave them compensation and advantages that made other employes and themselves gasp. I will guarantee that in most of these cases the men concerned would have been well satisfied with a third of what they got. Well, Carnegie knew what he could do on the market by the sale of these men. In my own humble way I followed the same course. There is money in it."

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

Buffalo, Feb. 14—Creamery butter, 30@34c; dairy, 25@30c; rolls, 23@27c; poor to good, all kinds, 18@25c.

Cheese—Fancy, 17@17 $\frac{1}{2}$ c; choice, 16@16 $\frac{1}{2}$ c; poor to good, 10@15c.

Eggs—Fancy fresh, 37@38c; choice, 35@36c.

Poultry (live) — Turkeys, 17@19c; chickens, 14@16c; fowls, 13@15c; ducks, 17@18c; geese, 13@14c.

Poultry (dressed)—Geese, 13@14c; turkeys, 18@23c; ducks, 17@20c; chickens, 14@17c; fowls, 13@15c.

Beans—Red kidney, \$2.90@3; white kidney, \$2.75@3; medium, \$2.65@2.75; marrow, \$2.85@3; pea, \$2.65@2.75.

Potatoes—\$1.10@1.15.

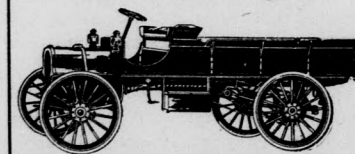
Onions—\$1.75@1.90.

Rea & Witzig.

People who look for trouble are seldom satisfied with what they find.

Better one foot in the grave than two.

## 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

### Board of Health After Unsanitary Conditions.

W. S. Lawton has received the following letter from D. E. McClure, Assistant Secretary of the State Board of Health:

Dr. Dixon, Secretary of the Michigan State Board of Health, hopes, with the co-operation of the grand and local councils of your splendid organization, to accomplish something in the line of correction of the unsanitary conditions set forth in the article enclosed, a copy of which will be sent to all your officers. As an active traveling man for years and still traveling much, I, of course, am heartily and enthusiastically in accord with the Doctor's ambition.

#### Unsanitary Conditions of Depots and Hotel Surroundings.

The Public Acts of 1909, with reference to public health, make it the duty of railway companies to keep ventilated, all toilet rooms, water closets, urinals in railway depots and all outdoor closets at railway stations, "clean and in good repair."

Under "villages and cities," the public health laws give the councils of such villages and cities the power of abatement, correction or removal of all nuisances dangerous to life or health. Now many of the railway companies operating in Michigan are making an honest effort to comply with the provisions of the law; many village and city councils are trying to get rid of all nuisances menacing the public health. Notwithstanding

all these efforts, however, the facts are apparent to any observing person who travels much about the State that a large percentage of depot surroundings, as referred to, are unsanitary; that many hotel surroundings are nuisances and a menace to the health of the villages and cities in which they are located, and also to the traveling public, which in the largest measure supports them. Many hotel surroundings are positive nuisances, which should be corrected or the hotels closed. Ask our active, hustling traveling men if this is not true.

A strict observation of the public health laws of Michigan by the village and city councils would close one-third of all the hotels in the State; in the smaller cities and villages, all the hotels. If the laws for the conservation of public health in this particular situation are right, why not have them enforced? If bad, let us have them repealed. In the State of Kansas the bedbug nuisance became so annoying that a state law was passed providing for hotel inspectors, and many of the hotels were closed before the law became effective. In Wisconsin there is a law against the use of the common towel, placed upon rollers, and the hotels are observing the law very carefully.

I believe that one of the worst forms of nuisances prevalent to-day is the uncleanly depot and hotel out-house or closet. Wherever such a nuisance is found the law should be enforced for its correction.

### The Coming Force in the World.

The printing press is four hundred years old yet it has hardly begun to accomplish what it shall some day accomplish for mankind. For four centuries the printing press has been diffusing learning and intelligence. Already it has overthrown governments and made new nations. But in the days to come it shall achieve even greater things. For in the future the printing press shall take the place of laws and government, and publicity shall be the only despot.

Over in France certain scoundrels concoct vile liquors that make people crazy and criminal. The people drink them because they do not know how vile they are. So the government simply prints posters saying that such-and-such brands made by So-and-So are not fit to drink, that certain poisons have been found in them. And the people steer clear of the brands.

The United States Government finds it difficult to get young men to man the warships. So the Government has a little book written and illustrated showing how sailors spend their time, what they can see in foreign ports, how much money they can earn and save. And the Government buys space in magazines to tell about the booklet and to get young men to send for it. Thousands do—and the entrancing descriptions send the young men to the recruiting office to enlist.

The common housefly is responsible for thousands of deaths and hun-

dreds of thousands of sick people every summer in this country. A few earnest people resolve to do what they can to abate the ignorance of the people. So the bill-boards blossom forth with huge posters and the magazines carry page advertisements, and boards of health put out placards warning all the people and telling them how to keep out flies and how to get rid of them. Thousands of lives are saved and millions of dollars.

So you see publicity is everywhere fighting for mankind. Publicity is warning and advising, pleading and urging, defending and attacking a thousand and one things—and becoming the mightiest engine ever placed before mankind.

In the days to come publicity will take the place of government. Men will not be sent to jail for this or that, but instead various groups of men and women will organize voluntarily to control things through publicity. The man who steals will be advertised as a thief, a man of whom everyone should beware. The man who adulterates will find his name and his product's name everywhere advertised as unfit for consumption. When some new thing needs to be done, some new group needs to be organized a notice will go out to all and those who are sympathetic will get together and start to act.

The world of the future will be a wonderful place in which to live and it will be so because publicity will have made men and women enlightened.

## Works Both Ways Toward Profits

That article you sell is rare on which you make a double profit. In fact, it's doubtful if you know of any such article. There is one, however, and a mighty good one, too.

We speak of Dandelion Brand Butter Color.

On this your first profit comes from your buttermaking customers. Then you take a second profit from their butter which you sell.

And, at the same time, you're giving them the best Butter Color it is possible to make—the best color in the world—bar none.

In Dandelion Brand you offer a Butter Color that never turns rancid or sour. Nor does it affect the taste, odor or keeping qualities of butter. The greatest authorities and leading buttermakers everywhere lend it their heartiest endorsement.

Now, is there any reason why you shouldn't send your order for Dandelion Butter Color today?

## Dandelion Brand

THE BRAND WITH



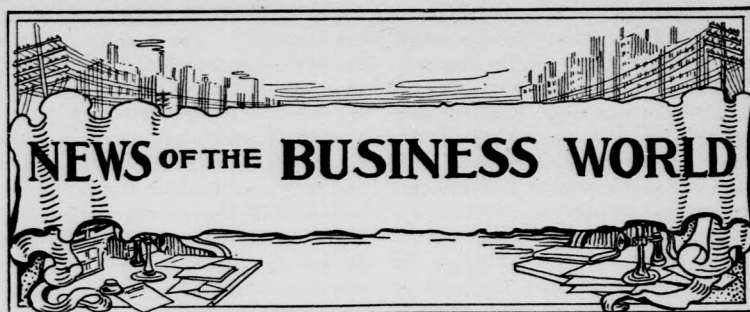
## Butter Color

THE GOLDEN SHADE

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

## Wells & Richardson Co., Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



### Movements of Merchants.

**Imlay**—Mathew Cornell will open a bazaar here March 1.

**Owosso**—E. R. Wilbur succeeds Robert Raatz in the meat business.

**Benton Harbor**—Harner & Sherman succeed the Gee Hardware Co.

**Dowagiac**—Ernest Caniff is succeeded in the meat business by Fred Ackers.

**Negaunee**—Mrs. S. F. Sealer has closed out her stock of groceries and retired from business.

**Mesick**—E. R. Woodruff has sold his bakery to Mr. Updegraff, recently of Thompsonville.

**Fairview**—The capital stock of the Fairview Savings Bank has been increased from \$100,000 to \$250,000.

**Fraser**—Daniel Miesel has sold his grocery stock and coal business to Leonard Seisel, who has taken possession.

**Fremont**—L. C. Addison has leased the Avery building, which he will occupy with a stock of bazaar goods March 1.

**Trufant**—J. W. Hathaway and Nels P. Rasmussen have formed a copartnership to continue the produce business.

**Escanaba**—Mrs. Marion O. Jones has sold her confectionery and fruit stock to Alex Norship, who has taken possession.

**Byron**—A. L. Aldrich, formerly engaged in the hardware business at Davidsburg, has opened a grocery store here.

**St. Clair**—Reuben J. Rood has sold his bakery and confectionery stock to Roy J. Roundhill, who will continue the business.

**Mullet Lake**—John Barnish has sold his grocery stock to W. H. Parry, recently of Vassar, who has taken possession.

**Flint**—The Harry W. Watson Co., wholesale dealer in cigars and tobacco, has increased its capital stock from \$50,000 to \$100,000.

**Tustin**—The general merchandise stock of E. Stevenson & Co. is being closed out at auction and Mr. Stevenson will retire from business.

**Detroit**—The Michigan Fruit Lands Co. has been incorporated with a capital stock of \$300,000 for the purpose of developing Michigan lands.

**Byron**—Nal & Shadbolt, dealers in hardware, have sold their stock to Guy Davids, recently of Vernon, who will continue the business under his own name.

**Hudson**—Arthur Green has sold his stock of dry goods to G. A. Seymour, recently of Ovid, who will continue the business under the style of the Economy Store.

**Hastings**—Aben Johnson has purchased the bazaar stock of M. E. Sebald and will continue the business under the style of the New York Racket Store.

**Durand**—Joseph Piper, recently of Holly, has purchased the bazaar stock of Mrs. Anspaugh, and will continue the business under the style of the New York Racket Store.

**Manton**—Chester Darling and Clyde Larcom, recently of South Boardman, have formed a copartnership under the style of Darling & Larcom, and engaged in the meat business here.

**St. Johns**—William Mulder has sold a half interest in his bakery and grocery stock to Eugene Parr, recently of Maple Rapids, and the business will be continued under the style of Mulder & Parr.

**Big Rapids**—C. B. Parker, formerly engaged in trade at Howell, has purchased a third interest in the J. C. Jensen & Co. dry goods and shoe stock. The business will be continued under the same style.

**Pontiac**—J. K. Tindall, recently of Davidsburg, and Mrs. Gertrude T. L. Kelly have formed a copartnership and purchased the Lehner Candy Co. stock. The new firm will continue the business under the same style.

**Detroit**—The W. G. Arthur Reid Co. has engaged in business to deal in electrical supplies and accessories at wholesale and retail, with an authorized capital stock of \$1,800, all of which has been subscribed and paid in in cash.

**Mt. Pleasant**—H. A. Foster has purchased the interest of his brothers, A. E. Foster, of Owosso, and E. J. Foster, of Grass Lake, in the stock of the Foster Furniture & Hardware Co. and will continue the business under the same style.

**Detroit**—While sitting in a chair at his home in the Webb apartments Monday morning Raymond S. Webb, founder of the Webb Packing Co., was stricken with a pain in his side and died before physicians could reach his bedside. Mr. Webb had been in business in Detroit for thirty-five years.

**Ypsilanti**—W. H. Hall has merged his business into a stock company under the same style for the purpose of conducting a mercantile business, embracing the purchase and sale of saddlery and other wares, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in property.

**Pinconning**—Gildsworthy & Moreland, dealers in hardware, implements, vehicles and harness, have merged their business into a stock

company under the style of the Goldsworthy & Moreland Co., with an authorized capital stock of \$10,000, which has been subscribed, \$500 being paid in in cash and \$9,500 in property.

**Kalamazoo**—The George E. Little Elevator Co., of this city, has closed a deal with the Thomas Grain Co., taking over the grain elevators located at Schoolcraft, Flowerfield and Morepark. These additional elevators, with a storage capacity reaching into the thousands of bushels, situated in the heart of the grain producing section of Southern Michigan, makes the Little company one of the largest concerns of its kind in the southern part of the State.

**Hastings**—The store and general stock of P. M. Blake & Son, near the Rutland town house, recently burned to the ground. When Mr. and Mrs. Harry Blake discovered the fire, it had made such progress that it was impossible to save anything from the burning structure, so that the contents as well as the building are a total loss. Together with the store, the poultry house also burned, with the contents, which included the fall's accumulation of geese and duck feathers, turkey quills, etc. The fire was so intense that practically nothing could be saved from either building. The loss on buildings and contents will be close to \$3,000. The insurance carried was \$1,300.

### Manufacturing Matters.

**Detroit**—The Rumsey Wool Stock Co. has changed its name to the W. Rumsey Co.

**Forest Grove**—The Forest Grove Creamery Co. has declared a dividend of 5 per cent.

**Adrian**—The Gray Furniture Co. has increased its capital stock from \$25,000 to \$40,000.

**Drenthe**—The Drenthe Canning Co. disbursed 20 per cent. dividends out of the profits of 1911.

**Lansing**—The Clark Power Wagon Co. has decreased its capital stock from \$500,000 to \$200,000.

**Crystal Falls**—The Marquette Piano Co. has increased its capitalization from \$50,000 to \$100,000.

**Menominee**—The Central West Coal Co. has increased its capital stock from \$15,000 to \$25,000.

**Saginaw**—The capital stock of the Saginaw Plate Glass Co. has been increased from \$550,000 to \$900,000.

**Vriesland**—The Vriesland Creamery Co. has declared a 10 per cent. dividend out of the profits of 1911.

**Williamston**—The capital stock of the "New Way" Knitting Co. has been increased from \$20,000 to \$30,000.

**Lansing**—The Lansing Ice Cream Co. has been purchased by Christian Gunther, who was formerly Vice-President of the company.

**Portland**—This town is in danger of losing the Portland Manufacturing Co. because the Common Council, who are at odds with the factory management, refuses to sell the company electric power from the municipal lighting plant for operating the factory.

**Saginaw**—The Saginaw Chemical Co. has been organized with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

**Ann Arbor**—The Home Industrial Rug Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,300 has been subscribed and paid in in property.

**Detroit**—The C. M. Rentzel Tailoring Co. has been incorporated with an authorized capitalization of \$2,500, which has been subscribed, \$2,000 being paid in in cash and \$500 in property.

**Nominee**—The Menominee Picture Hanger Co. has engaged in business with an authorized capital stock of \$1,000, which has been subscribed, \$670 being paid in in cash and \$330 in property.

**Shelby**—A new company has been organized under the style of the Simmons Steam Generator Co., with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

**Owosso**—Fred B. Woodward, manager of the Owosso Casket Co., was fined for violation of the labor laws, by employing two boys under 18 years of age for more than fifty-four hours per week.

**Kalamazoo**—The McSweeney Lumber Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, which has been subscribed, \$3,000 being paid in in cash and \$7,000 in property.

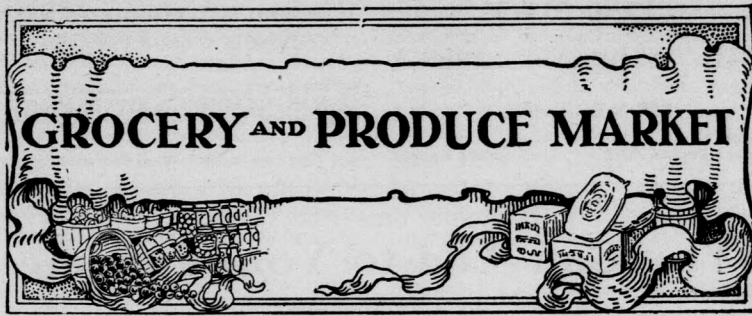
**Otsego**—The Ross Cabinet Co. has been organized with a capital stock of \$50,000 to manufacture and sell forest products, furniture and furniture supplies. Geo. E. Bardeen has been elected President and Geo. R. Ross Vice-President and Manager.

**Kent City**—The Kent City Chair Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$5,100 common and \$4,900 preferred, of which \$8,600 has been subscribed, \$3,500 being paid in in cash and \$5,100 in property.

**Detroit**—The Airless Autotube Co. has engaged in business to manufacture and sell filled airless inner tubes for hollow tires for use on motor and other vehicles, with an authorized capital stock of \$100,000, of which \$50,000 has been subscribed and \$10,000 paid in in cash.

**Benton Harbor**—A new company has engaged in business under the style of the Lutes-Sinclair Co. to manufacture and deal in laundry and other machinery, with an authorized capital stock of \$350,000 common and \$150,000 preferred, of which \$250,000 has been subscribed and paid in in property.

**Greenville**—James Lynch, of the firm of Lynch & Black, proprietors of the Lakeview creamery, and A. J. Armstrong, of Hersey, have formed a copartnership and will establish a creamery here. They will erect a cement block building 30x55 feet in North Greenville and will install the machinery of the Hersey creamery, owned by Mr. Armstrong.



### The Produce Market.

Appes—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 weak at the recent decline. As soon as the reduction reaches the consumer, the demand will doubtless improve, and then prices will likely advance again, as stocks in storage are light. Local dealers hold creamery at 32c for tubs and 34@34½c for prints. They pay 25c for choice dairy rolls and 19c 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—Receipts of fresh have increased considerably during the week and the market has declined 2c per dozen in consequence. The consumptive demand is good considering the high prices. The present weather, however, is likely to bring increased receipts, and this condition will very likely be followed by lower prices. There are a few scattering lots of storage eggs, but the aggregate is very small, and does not figure in the present market to any extent. Local dealers pay 32c for all offerings of 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, \$6 for choice and \$6.50 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—\$1.75 per bu. for home grown; \$2 per crate for Spanish.

Oranges—Floridas, \$3.50 per box for all sizes. Navels, \$3.

Potatoes—\$1.10 per bu.

Poultry—Local dealers pay 10½c for fowls; 6c for old roosters; 10c for geese; 12c for ducks; 15@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.

Tomatoes—\$2 per crate of 4 baskets from Texas.

Turnips—50c per bu.

Veal—5@10c, according to the quality.

### Opposed To the Monthly Wage System.

Hancock, Feb. 10 — The Portage Lake Merchants' Association has declared itself opposed to the system of paying wages monthly, the practice now in vogue generally at the mines and, with a few rare exceptions, throughout the Copper Country. The merchant body advocates the bi-weekly pay day and declares it would solve many of the difficulties with which Hancock, Houghton and county business men are afflicted. The extensive credit system in Houghton county is the result of the monthly pay day, say its opponents.

The Copper Country is one of the biggest "credit" districts in Michigan, if not in America. In the larger cities it is customary for the employes to get their pay envelopes at the end of every seven or fourteen days and merchants in such communities accordingly are not forced to carry a patron for the length of time that prevails in Copperdom.

"Monthly pay days," said one man, "are the cause of not a little direct loss to dealers. Often, when a man procures employment at the mines, he does not receive his first check or cash within five or six weeks, and all the time the merchant is extending him credit. In some cases, when the five or six weeks are up, the man draws his pay and that is the last seen of him. More frequent paying off would remedy this, it is believed."

The main objection to adopting the bi-weekly system is that made by the mines for the paying off of some hundreds of men entails not a little labor. Bi-weekly pay days would double this work.

### Beans About Five Cents Lower.

Trade throughout the week has been quiet and dealers have been working on stock they purchased some time ago. The demand is light and had it not been for the fact that orders are scarce and traffic is very bad, the price of beans would, without a question, be somewhat lower. There is plenty of stock in Michigan to care for all orders and, with coming warm weather, orders ought to move more freely. Red kidney beans and other varieties have declined about 5c per bushel. E. L. Wellman.

The Tropical Beverage Co. has changed its name to the Ginseng Syrup Co.

### The Grocery Market.

Sugar—Three 10 point advances have taken place since the last issue of the Tradesman, increasing the price from 5.40 to 5.70, New York basis. Michigan sugar is now sold on the same basis as Eastern. The market is strong at the advance. The question of the removal of the duty has been taken up at Washington during the past week and some think that at least about one-half of the import tax will be removed. Reports from Cuba state that weather conditions have been bad for some time and it has caused a delay in the movement of raw sugar.

Coffee—All grades of Rio and Santos are practically ½c higher. The market is well maintained and the undertone and the outlook are both firm. The demand for Brazil coffee is good. Milds are also firm and can be quoted slightly above a week ago. Mocha is scarce and firm and Java is steady and unchanged.

Canned Fruits—Gallon apples are holding as firm as ever and there is a slight increase in the demand. Hawaiian pineapple is said to be in much too small supply to last until another packing season. California canned goods are dull and unchanged.

Fish—Cod, hake and haddock are in light demand and prices are steady to firm. Salmon is unchanged and moderately active. The announced advance in domestic sardines for Feb. 1 amounted to practically nothing, as did the second announcement of another advance on Feb. 10. Sardines are very dull. Imported sardines are unchanged and quiet. There has been no change in mackerel during the week, but the market is still firmly maintained. The demand is reduced on account of the cold weather, which has tied up many of the channels of distribution. A brisk demand would probably cause further advances.

Canned Vegetables—Prices on spot tomatoes are from 25@35c per dozen higher than prices of a year ago. The demand continues fair, but it is hardly possible that there will be as many sold as when standards can be sold at 10c retail. The market on corn is unchanged, and although there is a fair demand it is expected to increase from now on. Futures of all canned vegetables are said to be in demand. The market is unchanged on string beans, sweet potatoes and spinach, on which the demand is only fair.

Dried Fruits—Evaporated apples, which a great many expected would decline, are firmer than ever. Prices on all California fruits have been gradually advancing and there is no prospect at the present time for lower prices. The demand has been very good since the first of the month regardless of the high prices. Peaches and apricots show the greatest advance during the past week or ten days. Stocks of prunes in jobbers' hands are said to be of fair size, but very little, if any, are held by coast packers.

Cheese—The market is firm, with a consumptive demand about normal. The receipts are light and no change appears to be in sight.

Rice—Quotations are the same as a week ago. Prices, however, are still low and if properly pushed by the retailer will show a good margin of profit. The demand has been about the usual size for the first of February.

Provisions—Prices are nominally unchanged, but some packers are willing to shade in order to get business. Pure and compound lard are both steady and unchanged, with a seasonable demand. Dried beef, barrel pork and canned meats are dull and unchanged.

### Andre Creditors Coming Into Their Own.

Eli Lyons, of Grand Rapids, has secured a judgment for \$2,000 and interest thereon for six years against the Grand Ledge State Bank.

Six years ago, when William Andre, produce dealer, failed, Mr. Lyons was one of the many creditors who lost money. Mr. Lyons' claim was \$3,000. Andre was backed by the Grand Ledge State Bank, but nothing could be done at that time to get back the money.

A short time ago the attorneys for the creditors secured evidence implicating Moore, Clark and Latting with Andre in an alleged conspiracy to defraud the creditors. Moore was Cashier of the Bank at that time and the court held the Bank responsible for his actions.

The case was tried as a test in the Circuit Court at Charlotte and the result will probably culminate in other suits.

### Reorganization of Interchangeable Fixtures Co.

E. A. Stowe has purchased the three-eighths interest of Goodspeed Bros. in the Interchangeable Fixtures Co. and the corporation will hereafter be officered as follows:

President—James S. Fisher.

Vice-President—David Wolf.

Secretary—L. L. King.

Treasurer—E. A. Stowe.

The shift in ownership brings added capital to the business, which will enable the corporation to double its capacity. Plans are under consideration for an addition to the factory—possibly an entirely new factory detached from the present one—as soon as spring opens.

David Wolf has added to his holdings in the company by the purchase of the holdings of another stockholder.

J. H. Fockler, formerly in the general merchandise business at Brice, is now proprietor of the Middleton Hotel, at Middleton. Mr. Fockler is a rattling good fellow and makes a rattling good landlord. The boys have already put him on the white list.

F. E. Stroup has admitted to partnership Joseph F. Wiersum, who has been associated with the house for the past six years. The new firm will be known as Stroup & Wiersum.

The G. J. Johnson Cigar Co. has increased its capital stock from \$30,000 to \$250,000.



### Banking Campaign To Get New Business.

Sometimes it may be one dominant feature which gives a business a personality. Mostly in such cases, however, the feature is blended with a principal element in the business. It may be the advertising, the selling force or the correspondence, according to the nature of the business. More generally it is a consolidation of up-to-date business method with detail ideas that are different. As an illustration is the instance of a Southern bank, which, by a change of detail in an old advertising form, fused their campaign for business with a personality that appealed directly to their prospects.

This bank set about to increase the business of its foreign exchange department. To send out circular letters to depositors would have been the ordinary method of such a campaign. But the bank would have been in the class of a hundred other banks which sought business by the same means. So to inject the element of individuality into the campaign it sent its circulars to each nationality represented on the signature files in its native tongue.

Probably among the mixture of nationalities that go to make up ninety odd millions population there is none as frugal and clannish as the Chinese. The balance of money earned, or a greater part, is saved. Their ignorance of American banking methods caused the Chinese to prefer home banks as depositories. So the transfer of funds from this country is a business which, well cultivated, can easily amount to large proportions.

The bank did not overlook this fact. It reached the Chinese by a red card poster written in Chinese, explaining the bank's methods in handling transfer of funds to foreign countries. It advised them to utilize the savings department also, while awaiting the time to transfer funds. The cards were mailed to all Chinese depositors, but as these were few the majority went to oriental stores and business men in the city.

Among the list of some thirty thousand depositors with this bank almost every conceivable nationality was represented. A personality was established with each class by the method of speaking to them in their native tongue. The result was an unusual amount of this business which remained with the bank and has continued to increase. It is a concrete example of fusing personality with a business-getting campaign by appeal-

ing to national feeling and attachment.

Who is the good, and who is the bad citizen? Is the man who takes his right of franchise at 21, plunges into business with all his powers and thinks of politics only when it impedes his progress, a good, or a bad, citizen? Under our form of government, with the pledge to preserve life and liberty for his fellows as well as for himself, where as between statecraft and business does this man's first, where does his higher obligation lie? How has he regarded it? How much thought or time or conviction has he devoted to the doctrine of self-government, to the contract which he made with all his fellows when he took the rights and privileges which inhere in manhood suffrage? We know, as a matter of fact, that in this country most of the men who have done things in the last generation have deserted statecraft utterly. They are doing big things—things that they believe are for the good of humanity, as they are—but they are to a degree unconscious of the fact, and their work has made them unconscious of the fact, that weaker men have certain inalienable rights which even the necessities of success must respect. These men have come to refer to the politician with contempt. If the average politician is contemptible, who made him so? Opportunity makes the thief, and no faithless treasurer, innocent of theft himself, who has left his vaults open and his books unchecked, was ver morally more guilty than is the average business man, who, in his eager pursuit of success, has abandoned his civic obligations and turned the conduct of government over to men whom he holds in contempt. Unconsciously the business man has degenerated as a citizen. He has slipped from point to point as emergencies have arisen, first neglecting legislation himself, and then hiring lawyers to tell him how to get around laws that seem to impede his progress.

Darwin P. Kingsley.

In an address at the annual dinner of the officers and other employes of the First National and the First Trust & Savings Bank of Chicago, last week, James B. Forgan, the President, gave information concerning the earnings of the two institutions in the last ten years and the disposition of them. He said that in that period the amount paid to the stockholders in cash dividends was \$10,960,000, and the amount accumulated

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

## Old National Bank

Grand Rapids, Michigan

SOLICITS The accounts of merchants.

OPENS Savings accounts with anyone, anywhere, paying 3% semi-annually on all sums remaining 3 months. Banking by mail is an easy matter, let us tell you how easy.

ISSUES Savings Certificates of Deposit bearing interest at 3½% if left one year. 3% if left six months.

EXTENDS Courteous treatment to all.

Capital and Surplus

\$1,300,000

Resources

\$8,000,000

LET US SERVE YOU



for them as surplus and undivided profits was \$10,079,170. These figures include the capital, surplus and undivided profits of the First Trust, all of which are accumulated earnings. In the ten years \$7,249,859 has been paid in salaries to the employees of the banks, the amount being equivalent to 66 per cent of the amount paid to the stockholders in dividends and 34.4 per cent of the total cash dividends and accumulated profits. The average salary paid to clerks in 1902 was \$819 a year. The average in 1911 was \$1,033, an increase of 26 per cent. The average salary of officers has not changed. During the ten year period the bank's pension fund for the employees was built up. It now has invested \$1,000,000 and has paid in pensions \$156,879.

That the country is in a sound position as a result of the conservatism practiced during the year recently closed is the belief of bankers of prominence, who maintain that the small stocks of merchandise carried enabled merchants in nearly all lines to carry larger balances than usual at this period of the year and place themselves in a position to take advantage of opportunities when the political horizon is cleared. With the resumption of business on a broad plane, there will be an advance in discount rates, which will be the signal for distributing bonds and other securities at a profit and employment of funds in commercial lines on a more remunerative basis to the banks. It is this expectation that is maintaining bank stock quotations at levels much higher than a year ago, and many of them at altitudes which make new history. With tariff agitation, trust prosecution and congressional investigation of corporations in the background, the country is prepared to make giant strides in manufacturing and mercantile lines. The idle funds now placed in liquid securities will be marketed and business will again make headway favorable in comparison with 1906 and 1909.

In handling other people's money the principal must be kept intact. If, as a trustee, those to whom you are responsible insist upon an income which you in your heart know can not be obtained without taking some slight chance, give up the trust without hesitation. There is no more bitter experience through which an honest trustee or executor can pass than the rendering of an accounting for a lost or depleted trust. No reason or excuse can weigh for an instant against the actual result which he faces. A single slip in the handling of funds like this may doom all future generations of that family to lives of poverty. This is the greatest responsibility ever laid upon a trustee, an executor, a banker, or an adviser; and no honest man should assume it unless he is prepared to endure for the sake of the future all the criticism that may center upon him on account of extreme conservatism in the present.

—World's Work.

"There is nothing the matter with

business," said George M. Reynolds, President of the Continental & Commercial National Bank of Chicago, "except that people still lack confidence. Conditions surrounding finance and merchandising are absolutely sound. There is plenty of money to be had, but business men have not obtained a fresh hold on a supply of courage to go ahead. An electric automobile, when its motive power gives out, takes a long time to be recharged, and it is so with business people. Their spines need warming and strengthening, but, when that is accomplished, business will go ahead. People in general are carrying small stocks, they have good balances in the banks and trade is running smoothly, but there is no boom. That will come when the politicians get through talking, and it may come before. I can see some improvement even since the first of the year, and there have been no retrogressions."

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.	74	76½
Am. Gas & Elec. Co., Pfd.	45½	46¾
Am. Lt. & Trac. Co., War.	289	290
Am. Light & Trac. Co., Com.	296	299
Am. Light & Trac. Co., Pfd.	106	107
Boyer City Lumber Co., Pfd.	160	180
Can. Puget Sound Lbr.		2¼
Cities Service Co., Com.	90½	93
Cities Service Co., Pfd.	83½	84½
Comw'th Pr. Ry. & Lt. Com.	64¼	65½
Comw'th Pr. Ry. & Lt. Pfd.	89¾	90¼
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.		220
G. R. Nat'l City Bank	180	182
G. R. Savings Bank	175	
Holland-St. Louis Sugar, Com.	12	12½
Kent State Bank	250	255
Lincoln Gas & Elec. Co.	31	32½
Macey Company, Pfd.	88	100
Michigan State Tele. Co., Pfd.	98½	100¾
Michigan Sugar Co., Com.	90	95
National Grocer Co., Pfd.	86½	87½
Pacific Gas & Elec. Co., Com.	59	60
Pacific Gas & Elec. Co., Pfd.	91¼	93
Peoples Savings Bank	235	
United Light & Railway Com.	70	
United Lt. & Railway 1st Pfd.	80¾	83
United Lt. & Railway 2nd Pfd.	71	74
<b>Bonds.</b>		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95 97
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	97 99
G. R. Gas Light Co.	1915	100½ 100¾
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Sag. City Gas Co.	1916	95 99

February 13, 1911.

There has been a good week's general business with a steady demand for investment securities. Prices have held pretty firm with quite a few advances in the list. There was a fair demand for local corporation bonds with no price changes.

An unusual demand for American Light & Traction common sent the stock up five points yesterday to 295 and there was a further advance to-day to sales at 298¼. There are several rumors afloat but without any confirmation.

The figures on last week's sheet showing earnings of 8 per cent. on United Light & Railways common stock were estimated. The statement was issued this week showing an actual net of over 9½ per cent. (9.52%) on the common. This is without the benefit of earnings of the Muskegon interurban which, it is figured, will add another 2 per cent. Sales of the 2nd preferred were made up to 73.

A little enquiry has developed for the sugar stocks in view of the rise in the price of sugar. A small amount of Michigan sold at 94 and 12 is bid for Holland-St. Louis.

There was very little Commonwealth common to be had and the price advanced to 65@65½. The Au Sable dam was turned in and current is being supplied to Flint a distance of 125 miles. Everything is reported to be working perfectly.

Local industrials were in fair demand with quotations about the same as a week ago.

When an optimist loses his job he is apt to become a back-slender.

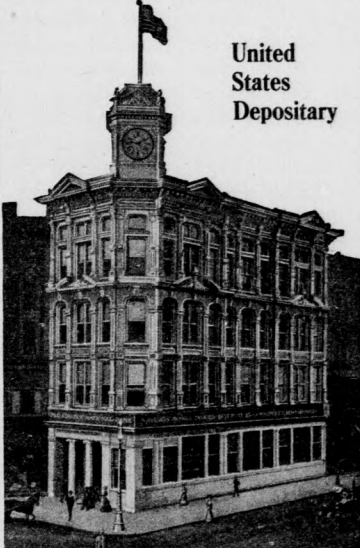
But the other fellow's job always looks so much easier than ours.

We recommend the purchase of the Preferred Stock of the Cities Service Company at prevailing low prices

Kelsey, Brewer & Company  
Investment Securities  
401 Mich. Trust Bldg., Grand Rapids, Mich.

**Kent State Bank**  
Main Office Fountain St. Facing Monroe  
Grand Rapids, Mich.  
Capital - - - - \$500,000  
Surplus and Profits - 250,000  
Deposits  
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E. A. STOWE, Editor.

February 14, 1912

### MENACE TO PUBLIC WELFARE

The election on the proposed freak charter for the city will take place on Tuesday, February 20, with the polls open from 7 a. m. to 5 p. m. This is a midwinter day and the voting hours are such that many can not go to the polls without loss of time from office, store or factory. Did the charter framers deliberately chose this date and these hours with the view to having as light a vote as possible? Did they plan for a snap judgment on the charter instead of a full expression of public opinion? It would have been so easy and it would have cost no more to have the polls open until 8 or even 9 o'clock at night, which would have given those who work during the day a chance to vote: were the charter makers afraid of the hard-headed common sense of the ordinary citizenship that they made the voting hours such as to insure the lightest possible vote?

The proposed charter contains some excellent features, but it is so full of loop holes for fraud, graft and politics that its adoption will be a menace to the city's welfare. Under this charter the mayor, whether wise or foolish, honest or a crook, experienced or ignorant, a patriot or a politician, will have the appointment of four general managers, whom he may retain or dismiss at pleasure, and with this cabinet he has the entire administration of municipal affairs. The mayor and his cabinet frame the budget for the council to pass upon, make all the contracts and see to their execution, incur all the bills and audit them themselves and handle all the finances. The only check upon them will be their own honesty and the vigilance of an elected comptroller, who may be incompetent. At pleasure they can dismiss any city employe, whether a clerk in one of the offices, the superintendent of police or a laborer on the streets. No qualifications are proposed in this fantastic charter for these general managers to whom with the mayor so much power is given. They need not be residents of the city, nor citizens of the United States; they may be ward bosses, pot house politicians or men selected because of their ability to swing some "vote." Handling all the finances of the city, they are not even required to give bonds, except the general manager to whom

is assigned the duties of city treasurer. With the right kind of mayor this plan of government might work satisfactorily, but how many mayors have we had since the city was established to whom we would entrust such unlimited powers? Mayor Ellis, who is an enthusiastic supporter of this one man plan, is a candidate for re-election. Is he the kind of mayor into whose hands we would place all authority and then shut our eyes?

Under the present city charter the police and fire departments are under the control of a nonpartisan commission of five representative business men, and during the thirty years this has been in vogue we have never had a scandal in the departments, and it has never been said the departments have been in politics. Under the proposed new charter the mayor, through his manager of the department of the public welfare, can under a burlesque sort of civil service code dictate the appointment of every member of the two departments from the chief down, and regardless of the civil service can dismiss any member of either force at will. Could any plan be devised better calculated to make these two departments a part of the political machine, and absolutely subservient to the political fortunes of the man in power?

Under this proposed charter the parks and cemeteries and all the public works become parts of the machine, with every employe subject to immediate dismissal for political or any other reason. Is this in accord with modern ideals of good government?

A sane civil service code is desirable, but the proposed city charter code is a burlesque system. This code provides that the superintendent of police, the fire marshal, the superintendent of the water works, the superintendent of parks, the city librarian and the curator of the city museum must submit to a competitive examination before appointment. In other cities which have civil service codes such officials are exempt from civil service, as their duties call for special and peculiar qualifications. Under the proposed charter, also, any employe of the city, whether under the civil service or not can be dismissed by the department manager and the only satisfaction he can procure is to have the reasons for his discharge placed on file. In other cities the commission can reinstate officials unjustly dismissed, but there is no power of reinstatement here, not even of a policeman or a fireman who may incur the political disfavor of the mayor or of the general manager.

One of the so-called checks against boodling is a provision that money shall be expended only as appropriations shall be made by the council, and that when all the money in a fund shall be gone no further orders shall be drawn upon it. Is this a safeguard against padded payrolls or skimmed contracts?

Under this charter the city may build utility extensions, such as street railway tracks, and either lease them to the corporation already in the field

or operate them as a public enterprise. What a snap this might be for the utility corporations in saving them expensive construction and eventually getting it at their own price.

Upon the forfeiture or expiration of any utility franchise, if the old company will not accept such a new franchise as the council may draft, the council has the right to sell the property to a new company to whom a franchise may be granted or to "such other party as the council may determine." Selling a franchise is under this charter a prerogative of the council. The people have nothing to say about it. What brilliant opportunities are contained in this section for crooked aldermen!

Upon the expiration or forfeiture of a franchise the city may take over the property, manage and control it, fix rates and apportion the revenues, and there is no time limit upon this control. With confiscation of their investment in prospect, what sane capitalist would put money into the development of Grand Rapids utilities?

This charter provides that the general managers shall have salaries of "not less than \$3,000 per year," and it is left with themselves to say how much more than \$3,000 they shall have. Wouldn't this be nice for the general manager picked for his proficiency in delivering the vote?

The advocates of this freak charter contend that unless this charter is adopted the city can not have home rule. Home rule is not dependent upon the adoption of this collection of municipal theories. The right of home rule is in the constitution of the State and in the State laws. If this proposed charter is rejected, as it ought to be, another charter can be prepared that will comply with some of the ordinary rules of sane government and that can be adopted. It will do no harm to continue under the present charter for a few months longer. When the present charter was adopted, and that was only six years ago, it was loudly and widely proclaimed as a model as to what a city charter should be. Standing by the old charter for a while longer will be safe. Adopting this freak charter will be plunging into a dangerous experiment, and it is a hazard the city should not take.

### MANIFESTLY UNFAIR.

Is the attitude of the Grand Rapids Association of Commerce toward the proposed new city charter creditable to that organization?

The Association is supposed to take cognizance of all matters relating to the city's welfare. No subject has come before the people in recent years of such far-reaching and vital importance as this charter. And what is the city's chief civic organization doing about it?

At the annual banquet a professor from the University of Chicago—a famous breeding place of freak ideas—in glittering generalities gave his endorsement to the one man plan of city government. Robert W. Irwin, chairman of the Charter Commission,

followed with a fifteen minute eulogy of the great and good work he had helped to do. And that was all. The opposition was not invited to be heard. No opportunity was given for pointing out the fatal defects in this charter. It was all one sided and partisan.

The socialists, the trades and labor council, the various district civic associations, the churches and other associations and organizations have been discussing the charter for the past month, but, unlike the Association of Commerce, they have invited both sides to present their arguments, they have listened to what could be said against as well as for the plan of turning over the entire administration of municipal affairs without adequate checks or supervision to one man to do with as his honesty or his selfish interest might dictate. What these smaller organizations have been doing has been educational and fair. It has remained for the Association of Commerce alone to play the partisan, giving only one side a chance to be heard. Has the Association any reason to be proud of such a record?

The proposed charter is a collection of freak theories and impossible fancies. It is based on the assumption that only good men will ever be elected to the office of mayor. With an unworthy mayor the doors would be wide open to graft, corruption and the building of a political machine which would dominate every branch of the city government, even the police and fire department. Under this charter every inducement is given franchise seekers to offer bribes and for boodling aldermen to accept them in a traffic in utility franchises, and the corporations holding franchises are open to constant blackmail and sand-bagging from those in office. This proposed charter needs the attention of hard-headed, common sense business men, such as will be found in the membership of the Association of Commerce. It should be discussed by men who know conditions as they are, who know the world and the ways of men, and not be left to those who gain their wisdom from college professors and magazine readers. The election on the charter will take place next Tuesday. It is late for the Association of Commerce to enter the campaign, but even yet there is time for the Association to take some part in the campaign against the folly of an experiment in municipal government that is certain to go wrong if the wrong kind of mayor shall be elected.

A decision was rendered in San Antonio, Tex., this week by Chief Justice J. H. James in the case of the Houston Packing Co. vs. W. O. Griffith, of Harris, Tex., that the admission as evidence in a court of justice of a newspaper containing market quotations and the admission of such market quotations to demonstrate ruling prices on a given day, is allowable.

Little drops of comfort, little grains of hope, fill the office seeker full of election dope.

**GAINING GROUND.**

**More Associations Have Paid Per Capita Tax.\***

In making this, my ninth annual, report in the fourteenth year of our existence I wish to congratulate the Association on the activity shown by the merchants in general for association work, especially in the smaller cities and towns.

I have had many enquiries in regard to association work and have mailed a large amount of literature, such as proceedings, by-laws and circulars to different parts of the State, with good results.

In the organization work I have worked with the other officers to make the greatest showing for the amount of money at our disposal, as we did not wish to have the Association in debt at the end of the year.

The past year I have visited the following towns: Alpena, Tawas City, Au Sable, Oscoda, Albion, Leslie, Battle Creek, Sturgis, Greenville, Cadillac, Reed City, Mason, Ludington and Merrill, and have to report new associations at Albion, Merrill, Sturgis, Greenville, Alpena, Cadillac and Leslie and with good prospects for the other towns visited.

I have received several enquiries from towns asking for information in regard to organization work, and I expect to see delegates from those towns at the convention, and when they go home they will organize good strong associations.

In organization work I find that personal contact with the merchants will do more towards organizing than all the letters you can write and I expect that this convention will be the means of getting a great many new associations in the State.

The wholesalers and manufacturers are quick to see the benefits derived from the organization and have contributed liberally by becoming honorary members of this Association and helping us in our local associations as well.

In a great many towns where we have had good strong associations I find that interest in association matters have lagged, that they have not held any meetings and have finally dropped out of existence. The reason of this is that the average merchant does not take enough interest in his association to attend the meetings, leaving it for the other fellow to do the work.

The time has come when merchants of all kinds must band together and protect themselves, and in order to do so they must organize in every city and town in the State.

Our Association and its officers are always willing to assist the merchants in any town by sending some officer to get them organized and started right.

This year I hope that arrangements will be made to visit local associations in the different parts of the State, so that the officers will get better acquainted with the condi-

tions existing in the different localities, as we should look after the associations we now have as well as new associations.

In October last I attended, with the President, the convention at Chicago of the National Federation of Retail Merchants, which included representatives of every class of merchants in the United States. A report of the proceedings will be made by the President in his address.

The following associations have paid their per centage tax for 1911, which pays up to the time of this convention:

Traverse City .....	56
Sault Ste. Marie .....	14
Petoskey .....	15
Ann Arbor .....	30
Imlay City .....	25
Saginaw .....	60
Flint .....	69
Jackson .....	40
Bay City .....	40
Ypsilanti .....	8
Detroit .....	240
Lansing .....	49
Port Huron .....	60
Merrill .....	12
Wyandotte .....	15
Grayling .....	15
Escanaba .....	15
Sturgis .....	31
Davison .....	12
Vicksburg .....	27
Muskegon .....	50
Albion .....	56
Greenville .....	15

Total .....

Total .....

Total .....

Total .....

Cash in Treasurer's hands .. \$ 326.41

Total .....

Disbursements.

Secretary's railroad fare .... 90.38

Balance .....\$ 282.71


According to the report you will notice that we have a very nice balance in our treasury and all bills are paid.

Before closing my report I wish to thank the wholesalers and manufacturers who have given us their assistance by becoming members of the Association.

I also wish to thank the officers

of this Association and the different trade papers for assistance they have given me in furthering the objects of this Association since I have had the honor of holding the office of Secretary and hope in the next year to see good work accomplished and our membership increased so that we will be represented in every city and town in the State.

There isn't much hope for the man who has no self-respect.



Near Wayne County Bldg.

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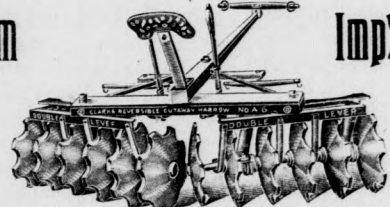
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Home of the Sunbeam Goods  
Grand Rapids :: Michigan



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**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.

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GRAND RAPIDS
NEW YORK
BOSTON
PHILADELPHIA

\*Annual report of J. T. Percival, Secretary, at annual convention Retail Grocers and General Merchants' Association.

## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 12—Spot coffees are, in the main, fairly steady, but dealers say the volume of business is not equal to their expectations. Buyers are conservative and will take only sufficient to meet current requirement. In store and afloat there are 2,589,531 bags, against 2,566,682 bags at the same time last year. At the close Rio No. 7 is worth in an invoice way 14¼c. Milds show little, if any, change since last report, good Cucuta moving at 16¾c.

Teas are quiet—very quiet, in fact—owing to what has come to be known as the green tea problem, for one thing, and the settlement of standards for the year and the make-up of the Tea Board as another factor. If it be necessary to make a little concession in order to effect sales it is not unlikely this will be done. Holders, however, look forward with a great degree of confidence, believing that we shall see an increase in consumption worth while.

Sugar is well sustained on the basis of 5.50c, less 2 per cent. It seems unlikely that this figure will be lowered very soon, as the raw market is strong.

There is a good and increasing demand for rice and prices are very firm on practically all grades. Supplies are not especially large and the situation is certainly in favor of the seller. Prime to choice domestic, 5¾@5¾c.

Spices move in midwinter fashion. Trading is not altogether stopped, but there is just an ordinary call. Quotations show no change whatever. Singapore black pepper, 11½@11¾c; white, 16¼@16½c.

With the closing of the convention at Rochester, there is more talk of business in futures. It seems evident that we shall see no 60c rate on standard 3s tomatoes this year, as in previous seasons. In fact, we hear of 85@87½c as the "going" figure. Every single factor entering into the cost of canning has advanced to a level that will no longer permit the figures of a year or two ago to prevail. Spots are held at \$1.25@1.30. Corn is quiet, but there is still a long time to the arrival of new goods and it is believed the market will be closely cleaned up, although there will be no scarcity. New York State corn is selling at 85@95c and Maine \$1@1.10. Peas are very well sustained and offerings are only moderate. Other goods are about unchanged.

After the continued tumble in top grades of butter, there has been some recovery, and with the zero weather now prevailing, a further advance seems probable. Creamery specials, 34c; extras, 33@33½c; held, 33@34c; imitation creamery, 27@27½c; factory, 25@26½c.

Cheese is firm at 17c as the rate for whole milk.

Eggs have shown a few variations, with the market closing firm at 35@38c quoted for white Western of finest selections. From this the descent

is down to 31@32c. Arrivals have been just about of an average character.

## Has Already Justified Its Existence.

The annual meeting of the Grand Rapids Retail Merchants' Association was held last week. J. Newton Nind was elected President to succeed Carroll F. Sweet, who has been advanced to the Presidency of the Association of Commerce, Charles Trankla was made Vice-President and the directors chosen are John Buys, Meyer S. May, Guy W. Chaffee, John S. Noel, Eugene W. Jones and J. A. J. Friederich. In relinquishing the presidency, Mr. Sweet dwelt upon the necessity of getting away from old trade jealousies and working for the common good. "Competition is all right, but co-operation is better," he said, and suggested that it would be better for themselves and the town if a merchant unable to land an order for himself would send the customer to one of his neighbors, rather than have the goods purchased in some other city. The new President, Mr. Nind, urged unselfish, harmonious, patriotic action among the retailers. "You will help yourself by helping others," he said. He spoke of what had already been accomplished by united effort in the matter of better street lighting and of the many things that can be gained for the benefit of business and the city if the merchants will only work in harmony together. One thing that should receive attention from the merchants is that of the railroad grade crossings. Until the grade crossings are abolished the city can never have a satisfactory transportation system, and without a satisfactory transportation system the down town and the outlying districts both suffer alike. He suggested, also, that the merchants meet according to trade, the dry goods men, the clothiers, and so on down the list, that those in the same trade may become better acquainted and in closer touch with one another.

The Retailers' Association has already justified its existence and its work has only just begun. Through the Association, Canal, Monroe and Division streets have been signed up in behalf of the boulevard lighting system, and this great improvement will become effective next spring or in the early summer on a basis of the merchants and property owners paying for the ornamental posts and for their installation and the city providing the current. Without an organization such action would have been impossible; in fact, it was tried several times and failed. The Association played an important part in securing the State Teachers' convention for this city, to be held in October next, and it has started things that will bring still other conventions to the city. The retailers have taken a greater interest in the hotel question; in the West Michigan State Fair and other matters which in the old days when every man was for himself and himself alone would not have been dreamed of. The plan of having a president not actively identified with the down town business



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**Cudahy—Milwaukee**  
from  
**Government Inspected Hogs**

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Cudahy, Wis.



# Barlow's "Old Tyme" Graham Flour

Sweet as a Nut  
Stone Ground



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GRAND RAPIDS, MICH.

interests, and therefore outside the petty jealousies and suspicions that have so long kept the merchants apart, has worked excellently, but the indications are that another year the retailers will pick a president from their own number. At the annual meeting last week Meyer S. May, J. A. Solomons and Eugene W. Jones formed an interesting group. Morris Heyman, Guy W. Chaffee and John Buys were noticed hobnobbing together and Chas. Trankla and Adolph Friedman enjoyed a social session all their own. The greatest value of the Association is in getting men together and acquainted, and when this is done much that seemed difficult and even impossible will come easy.

**Suggests Direct Dealing Between the Producer and Grocer.**

Kent City, Feb. 11—Picking up a copy of the Jan. 31 issue of the Tradesman I noted the article with regard to the egg packers, especially the part with regard to the dozen cartons.

About three years ago I bought a small piece of land with the intention of going into the business of producing poultry and eggs on a commercial basis.

About a year ago I conceived the notion that as soon as I could I would get the dozen cartons and put up a package egg, closing and wrapping the carton in a nice lithographed wrapper, sealing the wrapper and labeling it plainly with the date that the eggs were fresh laid and the name of the farm or my own name, so that it would be an easy matter for the consumer to tell whose egg package to avoid if they did not turn out to be satisfactory in a reasonable length of time after the date they were claimed to have been fresh laid, as shown on the package.

Besides the extra labor of packaging the eggs, the cost would amount to between one and two cents a dozen, and unless I could get better than the market price of eggs in the farmers' baskets it would be a loss to me to put up the eggs in this way. I wrote to some of the Grand Rapids dealers to see if there was any premium to be had on guaranteed stock in such packages. Some of the dealers did not take the trouble to reply, while the ones that did would not offer better than the regular market price of eggs.

I do not see any encouragement in this for the progressive farmer to make an effort to improve the egg conditions that the merchant complains of unless they can get in touch with the actual consumer and get the benefit of the two or three middlemen's profits that now stand between them and the consumer.

A few weeks ago a gentleman from Grand Rapids purchased several dozen eggs in a local grocery at 28 cents a dozen and told me that a few days before his wife had paid 42 cents for eggs at a Grand Rapids grocery and that they had to throw the whole dozen away. As eggs had been 30 cents a dozen here a few days before, I estimated that the margin be-

tween the farmer and this gentleman's wife had been about 12 cents per dozen to divide between the middlemen and the transportation lines.

Considering the expense that each one is put to in handling these eggs in the old-fashioned way, the local merchant who gathers them, with his cases, the jobber who handles them to the retailer and the retailer's expense for paper sacks or carriers in which to deliver to the consumer, and the fact that if he does get hold of a bad egg he has to stand the loss, either of the egg or to his business through a dissatisfied customer, it would seem to me to be good business policy for the retailer to encourage the farmer in putting up eggs in the way that I have described, especially when, by eliminating middlemen, he could make as much as he has been making, with an opportunity to have a check on the producer of the egg which would tend to make the producer more careful of the class of eggs he markets.

D. E. Wheeler.

**Discontinues Wholesale Potato Business.**

Much to my regret I am compelled to discontinue the usual market letter on the potato situation.

Owing to the serious illness of one member of my family, which necessitated his removal to California, I have reluctantly decided to give up the wholesale potato business here and remove to Los Angeles, where I have secured a lucrative position as a shipper of oranges and lemons.

I desire to take this opportunity to thank your valuable publication for the courtesies extended and to assure those of your readers who have been interested in our market reports that we have endeavored to quote market and conditions as correctly as our judgment dictated. We have had repeated assurances from a good number of your subscribers that the information has been of value to them. We have turned our business over to George Wager, of Toledo, Ohio, who has conducted business along similar lines for a number of years and whose honesty and business integrity are above reproach.

Toledo is the natural gateway for potato shipments from this State and he is in a position to take care of shipments in cold weather, thereby protecting the interests of shippers better than we could protect them in Grand Rapids. We assure our clients that any business transactions they may have with him will be handled honestly and intelligently.

We have requested him to continue our market letter and know that any statements he makes will be absolutely and positively in accordance with his best judgment.

A. G. Kohnhorst.

**Apples To Be Cheaper.**

There is a prospect that apples may soon be cheaper. It is generally believed 1,000,000 barrels, or 60 per cent. of the entire crop, is still unmarketed, and there being but less than four months to dispose of these holdings,

the situation calls for good judgment on the part of holders who wish to realize a profit on their fruit.

One feature has recently stood out prominently in the apple market, for some time, namely, the poor keeping qualities which the bulk of the arrivals from Western New York have shown. Heretofore apples from that section were noted for their entirely

different qualities, but receipts for several months have given receivers much concern. Some attribute this defect to excessive fertilizing, while others think that improper methods of cultivation are responsible for it.—Fruit Trade Journal.

No man ever saw his Father by climbing over his brother.

**Customer Making**

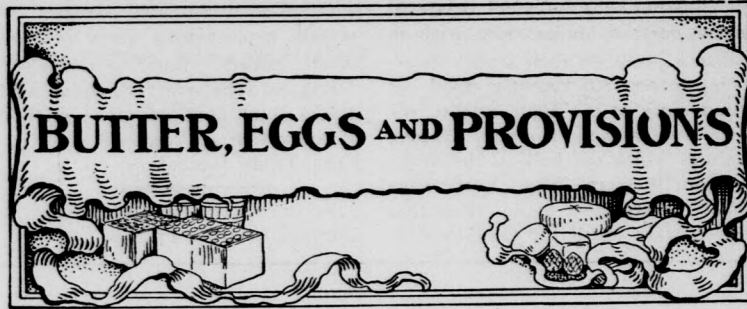
**T**HERE is a customer-making uniformity in N. B. C. goods. The packages are uniformly attractive, the contents are uniformly good. They give uniform satisfaction and bring countless repeat orders. Keep a uniform stock, with plenty of variety in the famous In-er-seal Trade Mark packages and the attractive glass front cans.

**NATIONAL BISCUIT COMPANY**

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**The Prompt Shippers**

**Grand Rapids, Mich.**



### Michigan Leads in the Production of Chicory.

About 125 years ago the Belgians discovered chicory to be valuable for the making of a beverage and for an addition to coffee. It is a root that grows in the ground the same as the carrot or beet, and while in the raw state it is very bitter, like the dandelion. It makes a very wholesome drink, and is in use to-day in nearly every family in France, Germany, Belgium, Holland, and to a great extent in all other European countries.

200,000 Acres Under Cultivation.

Until about twenty years ago no chicory was cultivated in this country, but was imported to some extent from Europe. Under the McKinley bill a duty was placed on manufactured chicory, while the raw product entered free. This induced about a dozen companies, mostly Belgians, to import the raw roots and manufacture them in this country. Thus was laid the foundation of an industry which has grown until to-day the acreage is about 20,000 acres. An average crop of the roots is eight tons per acre.

Under the Dingley tariff a duty was imposed upon the raw as well as manufactured product. This started the chicory culture in Michigan, which crop is considered by the farmers where it is grown as one of the most profitable and surest, as the frost does not damage and no pest destroys it.

Michigan the Largest Producer.

The McKinley and Dingley bills did not impose sufficient tax to prevent the importation of much dried chicory from Europe. But the recent rise of one-half cent per pound has induced the building of several new drying plants in Northeastern Michigan, and enabled the companies to raise the price to the farmer from \$7 to \$8 per ton. These plants are located at Bay City, Pinconning, Kawkalin, Midland, Coleman and Mt. Pleasant, and their combined capacity is sufficient to supply the demand of the United States. The finished product is put up in small paper packages, which are shipped for use over the entire country.

The culture of chicory has been attempted in several of the states, but Michigan has proven to have the climate and soil most suited to its successful culture. And now, on what was once called the worthless pine barrens of Michigan may be seen vast fields of chicory, for which the com-

panies pay upwards of a million dollars annually.

### New Variety of Coffee in Guatemala.

Coffee cultivation is at present the most important industry in Guatemala. Mr. Helmrich is a coffee planter of fifteen years' experience in Alta, Varapaz, Guatemala, and is considered an authority on this subject.

The plantations in Guatemala are situated about a thousand meters above sea level, where the climate is excellent.

Coffee culture was commenced in Guatemala about sixty years ago, but in all this time little attention has been paid to finding the most suitable varieties or to careful selection of seed. *Coffea arabica*, and Java, Bourbon and Liberian coffees have all been planted, but have not proved to be the best varieties. The Maragogipe coffee from Brazil has been planted very much during the last ten years, and "has gradually acquired the properties of Guatemala coffee, i. e., smooth appearance, good color and aroma—of course, at the expense of the originally abnormal size of the beans. This fact, however, is significant and gratifying, inasmuch as Guatemala is devoting itself to the cultivating of a new variety which may result in a grafted species for the whole of Central America."

Virgin or forest land is usually selected for a coffee plantation, on account of the large amount of humus such soil contains. Mr. Helmrich suggests, however, that this amount of

humus could be supplied artificially by planting leguminous crops and plowing them under, after an application of 500 weight (226 kilograms) of basic slag and 300 weight (136.08 kilograms) of muriate of potash per acre (0.4 hectares).

The trees are started in nurseries, and in planting them out the space allotted to each tree is about 3 meters

### ANNOUNCEMENT

J. F. Wiersum, who has for six years been in the employ of F. E. Stroup the well known Produce and Commission Merchant at 237 S. Division St., Grand Rapids, Mich., has taken an interest in the business and the name will hereafter be known as  
**STROUP & WIERSUM**

### 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

### Hammond Dairy Feed

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

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

### Symons Brothers & Company

Wholesale Grocers

Saginaw :: Michigan

### WM. D. BATT

Dealer in

HIDES, FURS, TALLOW AND WOOL

22-124 Louis St. Grand Rapids, 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

Established 1876

We want Strictly Fresh Eggs, White Beans, Red Kidney Beans, Clover Seed

### Moseley Bros.

Wholesale Dealers and Shippers of Beans, Seeds and Potatoes

Office and Warehouse, Second Ave. and Railroad

Both Phones 1217

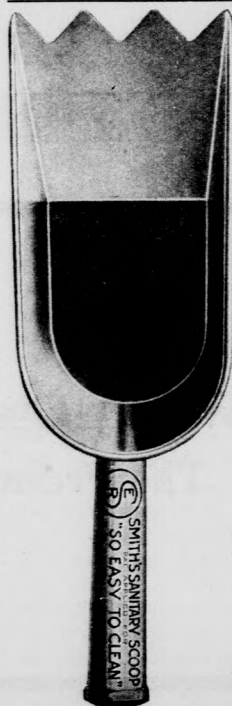
Grand Rapids, Mich.

### The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

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.**

square. The field is cleared from weeds before planting begins, and the weeds and loose soil are heaped up in rows, thus affording some protection to the young trees. Planting takes place when there is plenty of moisture present in the ground, or when dull weather is expected. The weeds are either buried in holes dug between every four trees or made into a compost with the loose earth and spread around the stems. The dry season is the pruning period.

Guatemala coffee varies in color from dark green to blue, and, unlike much of Brazilian coffee, is washed before it is put on the market. Only pure water should be used for this purpose, as it has been noted that after treatment with water containing iron the coffee has a somewhat acid taste. It is estimated that 100 kilograms of coffee fruits will yield 18.22 kilograms of marketable coffee.

Gustave Helmrich.

**Michigan Federation of Retail Merchants.**

Lansing, Feb. 10—Subject to the call published in the Tradesman last week, the following gentlemen responded to their names at the Hotel Wentworth Thursday afternoon:

Michigan Retail Hardware Dealers' Association—President Roe, of Buchanan; A. J. Scott, of Marine City, Secretary, and Porter Wright, of Holly, Director.

Lumber Dealers—A. L. Holms, Detroit; Mr. Record, Lansing, and D. B. Gorham, Ionia.

Retail Implement and Veteran Dealers' Association—President W. L. C. Reid, Jackson, and F. M. Witbeck, Lansing.

Retail Druggists' Association—R. W. Cockran, Secretary, Kalamazoo; D. D. Alton, President, Fremont, missing his connection at Grand Rapids.

Undertakers' Association—President E. S. Marsh, Cambria, and Mr. Wisner, Charlotte.

Retail Grocers' and General Merchants' Association—F. J. Christopher.

Detroit Grocers' Association—M. Maloney.

Michigan Pharmaceutical Association—E. W. Austin, President, Midland, who missed connection and came late.

Several others had expressed a desire to come, but, owing to the Downey House fire, where the meeting was to be held, they, no doubt, gave it up as not knowing where to come, and which did upset some of our plans.

Arthur J. Scott, of Marine City, was elected temporary chairman of the meeting and F. M. Witbeck Secretary. All delegates were requested to register name, town and position held in their respective association.

Arthur L. Holmes, of Detroit, was asked to present the objects and benefits to be derived by federation, which was done in a very satisfactory manner, followed by Mr. Maloney, of the Detroit Grocers' Association, in a very enthusiastic manner.

Moved by A. L. Holmes and sup-

ported by Mr. Maloney that we proceed to form a permanent organization to be known as the Michigan Federation of Retail Merchants. Carried.

Moved and carried that E. S. Roe, President of the Retail Hardware Dealers' Association, be made permanent chairman and that the Secretary be instructed to cast the ballot for Mr. Roe, which was done.

Moved and carried that Geo. V. Roe, of the Detroit Grocers' Association, be made permanent Vice-President and that the Secretary cast the ballot for him as such.

Moved that F. M. Witbeck, Secretary of the Retail Implement and Vehicle Dealers' Association, be made Secretary, and that the chairman be instructed to cast the ballot for him, which was done.

Moved by Mr. Holmes and supported by Mr. Rikerd, of the Lumber Dealers' Association, that the President, Vice-President, Secretary and two other delegates be appointed to draft the by-laws to govern the Association. Carried.

The Chairman appointed Mr. Holmes, of Detroit, and F. C. Christopher, of Lansing, the two members of the Committee to Draft By-Laws.

Moved by Mr. Reid and supported by Mr. Maloney that the by-laws so drafted shall govern the Association until such a time as they can be acted upon by the Association.

Moved that the Secretary be made Secretary and Treasurer. Carried.

Moved that the President, Vice-President and Secretary be made delegates to the National Federation. Adopted.

Motion that the permanent officers elected be installed, which was done, followed by appropriate remarks from all and the expression that they would do their best to merit the confidence so placed.

The meeting then adjourned with good feeling and fellowship and the fact that the most powerful association in the State will be the result of this meeting.

The next meeting to be at the call of the President.

Many delegates were present who had not been empowered with authority to act as an association, but who would refer the matter to their respective associations at their next meeting. F. M. Witbeck, Sec'y.

**Shaving the Price.**

A butcher who found that he had to shave the price of meat so much that he thought he would do another kind of shaving on the side, with the ultimate outcome that he found "shaving the people" more profitable than shaving the price of meat to suit the people, sold his butcher's shop. He is now calling "next" in his new barber shop in Macomb, Ill. And still the high cost of living agitators are claiming that the butcher is getting all the profits. This butcher shows that the barber business is more profitable than the meat business.

Easy times often account for hard habits.

**Hart Brand Canned Goods**

Packed by

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

Michigan People Want Michigan Products

**The Clover Leaf Sells**



Office 424 Houseman Blk.

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.



**Tanglefoot**

The Original Fly Paper

For more than 25 years the Standard in Quality

All Others Are Imitations

**Geo. Wager, Toledo, Ohio**

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

Write for information.

**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.



**If the Ideal Fruit Display Rack**

was not a high-grade article, this paper would not print our advertisements.

The very endorsement of this paper is the best kind of argument for absolute fairness—quality—money's worth.

We say: Order a set of these display racks and if you are not *entirely* satisfied, your money will be returned by next mail.

This offer eliminates every possible chance or risk or your part. If we did not know the absolute value of our Racks, we could not afford to send such an offer broadcast all over the country.

If your jobber cannot supply you—don't wait—but send in your order direct and the Racks will be shipped at once.

Set of six Racks, \$3.60

**Ideal Fruit Display Co.**

448 CASS STREET

LA CROSSE, WIS.



### Make Ginghams Prominent Feature of Your Stock.

Written for the Tradesman.

Recently I was greatly pleased with an effective display of ginghams. The window was large, the location sightly and the trimming had been done with taste and discrimination. There were fine French ginghams, in large plaids of delicate, beautifully blended colors; domestic ginghams in neat, serviceable patterns; hospital stripes; plain grays, pinks, blues, reds and browns in chambray effects; even common blue and white and brown and white apron checks. All kinds—that is, all good kinds—and all prices were represented.

The window served to remind every feminine passer-by that before many weeks spring will be here and ginghams will be needed. Also that it is a good plan to make selections now while stocks are full. Also that the stock in this particular store is large and unusually well selected and that the process are right.

This display ought to remind every dealer, particularly every dry goods dealer who sees it, that it is a good idea to display not alone the rich and costly fabrics and the expensive goods of his stock, but the common everyday articles as well, upon which his customers depend for wear and service.

It ought also to put into the head of every wide-awake dry goods man the idea that he ought to make ginghams a prominent feature of his stock.

By this it is not meant that every country merchant should lay in an over-supply of imported or zephyr or tissue ginghams—high priced goods which would likely meet with but little sale among his patrons. This is not what is meant. But rather that every dry goods merchant should aim by tasteful and judicious selection of stock, by having enough of the goods and in properly varied assortment, by advertising and by display, to build up his trade on ginghams. He should study to find out what are the wants of his customers as to this line of goods, and then make all reasonable effort to supply them.

With all the new fabrics that have been brought out in these later years, nothing has been found that can take the place of gingham. The fine French ginghams are nearly equal to silk in appearance, and have a genuineness and wearing quality as well as a suitability for many purposes, that no light cheap silk possesses.

For house dresses, aprons, shirt waists for common wear, children's

summer gowns, and the like, no other fabric is so practical and serviceable and in every way so satisfactory as good ginghams.

Let your store be known as the store where nice, pretty ginghams are sold. It will be a telling point of merit.

It is unnecessary to say to any person of experience that ginghams should be bought early, while you can get goods from the best mills and in desirable patterns. Some good merchants prefer to have their spring ginghams come in before the holidays. A tardy buyer seldom can find a good line of ginghams. Aim to have good, tasteful patterns always in stock. Keep the different kinds, ranging from common apron checks up to as fine and high-priced as you can sell. At any time in the year, if you have a chance to pick up a few pieces of pretty ginghams, particularly of the staple sellers, it is wise to improve the opportunity.

I would suggest that it might be a very good idea for a dealer who is trying to push the sale of ginghams to have some slips printed and place one in each package of gingham sold. The slips should read somewhat like this:

#### Friendly Hint To Our Patrons.

Shrink domestic ginghams before making, particularly if they are to be made up into dresses or shirt waists. Gingham is a most excellent and serviceable fabric with only one fault—it will shrink. This tendency hardly can be called a fault, since it is a natural result of the methods of gingham manufacture. You can easily avoid all inconvenience that might be caused by this tendency. Simply shrink your ginghams before making them up. Wet the goods thoroughly in clear water (not soapsuds) and lay over clothesbars to dry, or pin loosely on a line, being careful to allow it to shrink all it will—do not stretch it lengthwise in the least. Sprinkle and iron carefully on the wrong side, pulling out in width rather than in length. The process described does not take off the new look and there will be little, if any, shrinking afterward. Your skirt will not become too short with its first laundering nor your shirt waist annoy you by crawling up above the belt line.

It seems to the writer that there is one long felt want in the gingham trade, and I should like it if these lines might fall under the eye of some brainy manufacturer who would undertake with intelligence to supply it. The lack is just this: While it is easy to find, even in the low-

priced goods, exquisite patterns in the light and delicate shades, beautiful blues, pinks, buffs, in harmonious combination with white and other colors—it is all but impossible to find pretty ginghams in dark colors. Every dealer runs short of such long before the season is over, and while he still is abundantly stocked with the light goods.

There is now a strong demand for the dark patterns and it is a demand that would increase with satisfactory supply. A shirt waist or a dress is wanted for common wear at home, or in a store, an office, or a manufacturing establishment. A baby blue or a delicate pink is not what is desired. But a neat pattern in some dark color, either in a good grade of domestic gingham or else in a French or zephyr, would be just the thing. Many women and girls are employed where the work is such that a light waist or gown becomes soiled too soon—no one can stand the laundry bills. For children's every-day dresses there would be a demand for tasteful ginghams in fairly dark colors, if only the goods were to be had.

Let any woman try to find gingham for a shirt waist when she does not want it light in color, and the chances are that she will have to content herself with a dark blue and white of a pattern that for all the world reminds one of a piece of old-fashioned hickory shirting.

If some manufacturer of taste and ingenuity will go to making good, serviceable ginghams in dark greens, indigos, and good browns, relieving these colors with enough white to make pretty patterns but not so much as to make the cloth too light; manufacture them in checks, rather narrow stripes and small plaids—that is, in patterns suited to everyday wear; he will confer a real service upon humanity, and his goods can hardly fail to meet with ready sale.

Fabrix.

A man may be able to dress well if his family doesn't.

## 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.

Above we show the BURSON and the "others"—turned inside out—note the difference.

You will find the best selling Nos. in our Hosiery Department, as well as many other popular and advertised lines, several of which we have the exclusive agency for Western Michigan.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

## Muslin Underwear

Now is a good time to book your order for spring trade. We have some excellent values in our line, at prices as follows:

Ladies Gowns at \$4.50, \$4.75, \$8.50, \$9, \$10.50 and \$12 per dozen.

Ladies Skirts at \$4.50, \$4.75, \$6, \$8.50, \$9, \$10.50 and \$12 per dozen.

Ladies Princess Slips at \$9 and \$10.50 per dozen.

Ladies Drawers at \$2.25, \$4.25 and \$4.50 per dozen.

Misses Gowns at \$4.50 per dozen.

Misses Drawers, ages 14 to 18, at \$2.25 per dozen.

Child's Drawers, ages 2 to 12, at 90c to \$2.25 per dozen.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

:::

Grand Rapids, Mich.



**PARCELS POST.**

**How a Virginia Authority Regards the Innovation.**

Washington, D. C., Feb. 13—C. G. Craddock, C. E. Caskie, O. B. Barker and D. B. Ryland, prominent business men of Lynchburg, Va., appeared before the Senate Committee on Post-offices and Postroads the past week. They were introduced by Senators Martin and Swanson.

Mr. Caskie stated to the Committee that the Board of Trade of Lynchburg had passed resolutions in opposition to the proposed parcels post and that the Retail Merchants' Association and Chamber of Commerce had concurred in asking him to represent the views of their members.

He said that if the Government entered into the carriage of merchandise as a business instead of carrying the same incidental to the carriage of instruments of intelligence as now, this departure would lead to other forms of iniquitous paternalism. In many of the towns and cities of Virginia he said new industries were growing up. In New England manufacturers had been strongly established. For the Government to carry the merchandise of New England concerns into the markets of Virginia at the same price as that charged manufacturers and dealers for a few miles' haul would cripple such home industries and retard further industrial growth. Local merchants had been active in all movements for industrial growth. To disable them, for the extension of trade of distant retail mail order houses would deaden towns, destroy the home markets of farmers and impair land values. If the purpose was not to build up the business of retail mail order houses to the proportionate loss of local dealers, the mail order people would not be so active in appearing before the Committee and pushing advocacy through farm journals and others supported by their advertising. The farmers he said would receive little benefit; because any rate avoiding a big deficit would be too high for carriage of farm product. If the rate were so low as to make a loss, this deficit would be a subsidy. The Interstate Commerce Commission and State Railroad Commissions he said had authority to reduce express rates, and merchants are active now to secure such reductions. Government ownership and operation of such utilities he said would result in socialism and in nullifying local self government. The proposed parcels post he said would go far to void the action of counties in voting local prohibition of the liquor traffic. Mail order whisky houses, he understood, wanted it to enable them to ship their goods.

Charles G. Craddock, of Craddock, Terry & Co., of Lynchburg, said his firm dealt with about 10,000 retail merchants. In some single cases these merchants had on their books 500 farmers. The business of the country he said is yet largely done on credit.

The proposed parcels post he felt sure would put one-third of the merchants out of business and disable another third from ability to extend credits, support their local newspapers and assist in local enterprises. It would deaden the towns and centralize resources and wealth in distant mail order centers. Our Government was now asked to haul merchandise for such distant concerns he said at a cost less than cost of carriage based on rates made in densely populated European countries, wherein the hauls are only a tenth of what they are in the United States and wherein postal employes are paid only half or one-third of what they are paid in the United States. Either an army of extra employes would be necessitated with much additional equipment or letters and newspapers would be greatly delayed in delivery.

Many carriers in Virginia he said traveled upon horseback. New wagons, teams and rebuilt postoffices would be necessary. Carriage of merchandise at rates regardless of distance, up to four pounds, had already done much to build up dishonest mail order concerns such as were advertised in journals like Comfort, Saturday Blade, etc.

Some carriers solicited for retail mail order houses he said. Home dealers relied upon freight carriage and inspection of goods. This was normal and reasonable. In the proposed carriage at rates regardless of distance, the man who sent a package twenty-five miles would have to bear part of the cost of the man who sends a parcel 2,500 miles.

Fred T. Loftin.

**Not Nice of Sammy.**

A well known educator tells of a school of advanced ideas in Boston, wherein no pupil is ever punished in any way, the individuality of every child being held too sacred for repression.

One day, it appears, soon after her entrance into this school, one little girl came home with a face wet with tears and her mouth covered with blood.

The mother was greatly alarmed, and, taking the child into her arms, asked what had happened.

The story of what had happened was sobbed out to the sympathetic mother. One Sammy Parker, it seemed, had struck the little girl and knocked out a couple of teeth.

When the unfortunate youngster had been restored to equanimity, her father, who had, in the meantime, put in an appearance, naturally enough wanted to know how the teacher had dealt with Sammy.

"She didn't do anything."

"Well, what did she say?"

"She called Sammy to her desk and said, 'Samuel, don't you know that was very anti-social?'"

**Literal.**

"What is it," asked the teacher, "that binds us together and makes us better than we are by nature?"

"Corsets, sir," piped a wise little girl of 8.

**Activities in Some Indiana Cities.**

Written for the Tradesman.

Manual training and domestic science will be extended throughout the high school and grammar grades in the Terre Haute schools.

Grocers of West Terre Haute deny the story that they have entered into an agreement to sell for cash only after April 1. The only restriction will be as to "dead-beats," who have the habit of running bills and then refusing payment.

W. G. Valentine has leased the building in Terre Haute now occupied by the Terre Haute Star and the structure will undergo extensive alterations and improvements for use by the lessee as a department drug store and for offices. Mr. Valentine will retain his drug store at Eighth street and Wabash avenue.

Members of the Retail Merchants' Association of Ft. Wayne are protesting against the jug-handled arrangement whereby the Pennsylvania and the Nickel Plate railroads are running excursions from Ft. Wayne to Chicago but none from Chicago to Ft. Wayne. This one-sided arrangement places the Ft. Wayne merchants at a decided disadvantage in matters of trade.

A packing company of Terre Haute is organizing the Wabash Valley Boys' and Girls' Tomato Club and cash prizes are offered for the best average yield of tomatoes.

Ft. Wayne proposes to issue bonds for \$200,000 to purchase river frontage and park sites in furtherance of the plan of city development.

The Clinton Druggists' Association gave a banquet Feb. 7 at Clinton to physicians, drug clerks and others associated with the business.

Col. D. N. Foster, a well known furniture dealer of Ft. Wayne, has been elected chairman of the Board of Park Commissioners of that city.

An electric and steam railroad is proposed from Goshen to Ft. Wayne, with a branch line from Columbia City to Huntington. It is proposed to operate passenger service by electric cars and to haul freight by steam locomotives. Almond Griffen.

Your rank among men depends on how you help them to rise.

Hard luck stories make shy friends.

**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



*Bachelors' Friends*

TRADE MARK

**HOSIERY**

**Every Danger Spot is Guarded in This Stocking**

Experience has taught us just where the holes will come in a man's stocking. And we have made Bachelors' Friend Hosiery to guard against holes. We pay twice as much as ordinary yarn costs, for the yarn we use in reinforcing.

The heel is reinforced up the leg, above the wear line. It is reinforced down the foot. And all reinforcing is concealed—no unsightly heel-patch.

Toe looped on two-thread looping machines that give double strength. French welt—the best top ever put on a seamless sock! Combed Sea Island Cotton only.

The stocking throughout is the best we can make it—the best that you can wear. Elastic, silky, durable. A stocking made throughout to give satisfaction.

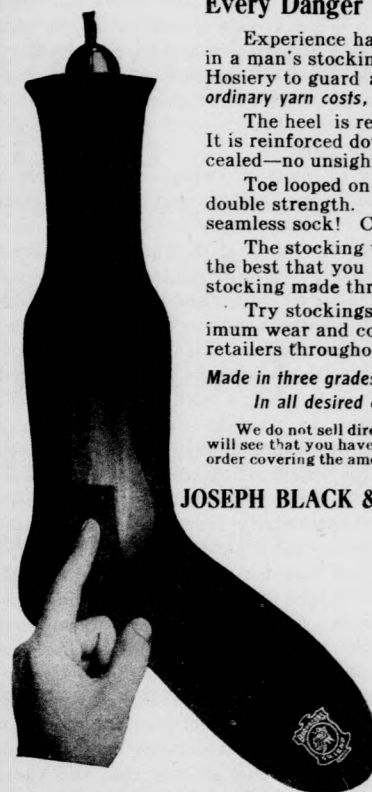
Try stockings that are made this way and know maximum wear and comfort. Sold by the leading jobbers and retailers throughout the United States.

Made in three grades: 6 pairs \$1.50; 6 pairs \$2.00; 6 pairs \$2.50.

In all desired colors. Guaranteed to wear six months.

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.

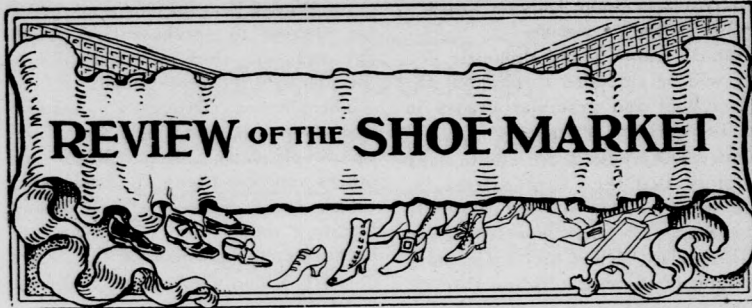
**JOSEPH BLACK & SONS CO., Manufacturers, York, Pa.**



No need of this since he wears Bachelors' Friend.



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



### Spring and Summer Styles in Women's Shoes.

Written for the Tradesman.

Snake-skin shoes for women's wear—well, wouldn't that feaze you? They are a novelty now being sold in the West-end of London. Quite a large variety of skins is said to be used in these shoes—cobra, python, boa-constrictor and viper. If rattlesnakes were a bit more plentiful, they'd doubtless use their skins in the production of this nifty line of snaky footgear. So far as comfort goes, the shoes made up from the skins of these serpents are all right, for the texture of the skin is soft and pliant. However, these shoes come pretty high; for, while there hasn't been any perceptible shortage in the snake crop, the inconvenience of hunting the creatures and securing their pelts has to be paid for with real money.

I wouldn't care to jeopardize my standing as a shoeman by the prognostication that snake-skin shoes for women's wear are going to become the vogue in America. The average American woman is, I think, a little leary of snakes. While the American woman likes a decided style-element in her shoes, she does not hanker after bizarre effects. Moreover, the visible supply of snake skins is not sufficiently large to tempt the American shoe manufacturer to take any long chances with such an uncertain proposition as popularizing shoes from the pelts of such uncanny creatures as cobras and pythons. Such style-features as the American woman prefers in her footwear will be based upon lasts rather than bizarre and outlandish materials.

While I am on the subject of footwear style in women's shoes, I may say that the general consensus of opinion among shoemen seems to be that the next spring and summer will witness a tremendous vogue for white shoes. Manufacturers of both white canvas and white duck shoes in the big shoe centers of the East report heavy orders for this class of goods. Shoe retailers throughout the country somehow have the feeling that white shoes are going to be all the go next summer. And if we may take last summer's sales as a criterion—a thing that isn't always safe, by the way—it would seem that they are correct in this opinion. Last summer was a good year for white shoes—all in all, one of the best years we have ever had for this class of footwear.

Time was when one used to see white shoes only at fashionable summer watering places, frequented only by the smartest dressers. Anybody clad in white shoes looked—and

doubtless felt—conspicuous. But times have changed; and now white shoes are worn not only in the large cities but in the humblest and most provincial little hamlets. Little tots as well as grown-ups wear white shoes. White shoes used to be made exclusively of canvas. But gradually the demand for a more enduring material grew up; and then the tanners got out a method of tanning leather with a white finish. This new kind of leather is popularly called white buck, although it isn't buckskin at all. It is a fairly durable leather. For summer wear it has genuine merit. It is cool, soft, pliant and porous. And it looks neat. Of course Mother Earth shows up very conspicuously on a white background. So much polishing becomes a necessity if one attempts to keep her white buck shoes looking neat. But shine parlors are plentiful.

The style-feature of women's shoes very frequently has to do with the tops. And very recently we have a high-top vogue. The tops had to be high simply for the reason that the skirts were short; and the skirts had to be short just because they were mere tubes. But the great modern hobble has reached its acutest expression; and the advance fashion plates indicate that a decide counter-tendency has set in. Skirts will be wider. And that means that shoes can—and will—be a trifle shorter. And the wise shoe manufacturer with this evidence in hand will govern himself accordingly. He will be quick to realize that he can shorten up these too-elongated tops.

In many ways high top shoes are a nuisance. They cost more to start with—and simply for the reason that more material is required in their manufacture. They require more time and care and trouble in fitting—for the buttons have to be moved, in many cases, and the more buttons there are the longer it takes to fix them. So it will be a relief both to manufacturers and to retailers to get down to a more rational basis with respect to the length of the tops.

From many parts of the country—particularly from the far Southwest—the indications are that pumps and ties for women's wear will be strongly in it during the coming season. And many retailers throughout the country are saying: "Give us short vamps, medium high heels, round toes and just a few styles over long vamp and low heel lasts for the freak customers who demand them." And this leads me to say that the short vamp idea has been one of the most popular ones ever incubated by our

## A Presidential Year Fable

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ONCE upon a time the Lion, the Tiger, the Hippopotamus, the Jackass and the Elephant assembled themselves together for the purpose of selecting a date when they would call a meeting of all the representatives of all the Fishes of the Sea, the Birds of the Air and the Beasts of the Woods, so that they might select a ruler of all of these who would serve for a term of four years. At this meeting it was decided not only to elect a New Ruler every four years, but the Jackass

was also appointed a committee of one to notify all the Fishes, Beasts, Birds and Reptiles, that in the years when the Rulers were selected, they would not be expected to hustle quite so hard for their daily food; in fact, that in these years they were voluntarily to go on Half-Rations and spend the time usually devoted to caring for themselves and their families in bemoaning the fact that they were what they were, and also predicting direful things that would happen just as soon as the new ruler was elected. All of the animals, big and little, attentively listened to and were guided by the bray of the Jackass, except the Bees. The Bees called a meeting, buzzed the thing over, and through their Queen issued the following proclamation:

"We, the Bees of the universe, have attentively listened to, and also carefully considered you and your braying, Mr. Jackass, and we wish to say that there will be nothing doing for yours truly in 'Laying Off' or 'Half-Ration' line. We are satisfied that there will be just as much Honey in the buckwheat in the years when the rulers are elected as in any other old years and we propose to get it. If you and the rest of the bunch want to grow lean and waste one year in every four, why go to it, you certainly have our permission. Growl and bray your heads off if you choose, but as for us we will keep right on gathering honey at the old stand."

### MORAL

The best way in the world to make every presidential campaign year a lean year is to spend every preceding three years worrying and talking about it, and then when that particular year rolls around, throw up your hands and exclaim, "What's the use of trying; there simply isn't any business to be done in campaign years and there is no use in going after it."

We believe the average business man of this country to be a sane optimist. We believe whoever may be the next nominal ruler of this country, and no matter how great or good he may be, that the People will still continue to be bigger than any one man. To be sure, the usual number of boys and girls will go barefoot this coming summer, and who would deprive them of this privilege? Nevertheless, you know that the usual number of shoes will be worn by the general public, hence, show your optimism by buying your usual needs, for just so long as the business men of the country think prosperity, and also diligently work to that end, it will make no appreciable difference who happens to be drinking the milk from the White House Cow.

Yours very truly,

HIRTH-KRAUSE CO.

Grand Rapids, Mich., Feb. 9, 1912.

P. S.—Our salesman will call on you ere long with a full line of our fall samples of shoes. He will also have a full line of Glove Brand Rubbers, which you know are superior to all others. We hope that you will determine that it is for your best interests to place your order for Glove Rubbers now.

resourceful shoe manufacturers. Short vamps make the feet appear smaller—and when you can make a 4½ D foot look like a 3 B you have touched a responsive chord in the feminine heart. The penchant for small feet still persists. Of course we masculine philosophers and dreamers know that this prejudice against "large" feet is fundamentally foolish; but—well, if you are selling shoes for women's wear, you know it is not worth while to argue. If she wants short vamps, let her have them.

Fabrics are not dead by a jugful. In certain sections of the country, where they have a good deal of dry weather, they are still going briskly. And their vogue isn't limited to dry sections by any means. They are worn for street use as well as for dress purposes—although I personally incline to the opinion that this is an abuse of the fabric privilege. Fabric shoes can not be as substantial as leather shoes. And they have a way of showing the effects of hard wear. Still, where they are demanded, it is up to the retailer to sell them—only he ought to be frank in telling his customers about the actual limitations of this class of merchandise.

Taken all in all, it may be said that the spring and summer of 1912 will witness few radical style-departures. And radical changes in styles are to be deplored on several accounts—but chiefly for the reason that the new style kills so many previous lasts.

Cid McKay.

#### Every Clerk His Own Bundle Wrapper.

It is safe to say that nine stores out of ten in this country employing a dozen or more salespeople, make use of some system of patent package carrier. The goods, after being sold, are sent up in this carrier to some central station to be checked and wrapped by a bundle wrapper.

Observation and my own personal experience have taught me that this is not the best system. I have tried it myself both ways in my own store, I have tried it in a big store, and in a little store, and am certain that it will be found more satisfactory to have each clerk wrap his own package, after the goods have been examined and checked and the bill O. K.'ed either by a floorwalker or some one else.

It is a mystery to me why so many big stores operate under the "bundle wrapper" plan, for those which do have the clerks do their own bundle wrapping find it the best way. I know the arguments usually advanced in favor of the wrapping desk. One is that it is a better check on dishonesty and carelessness. I do not think so. A floorwalker or some other salesman is certainly more competent to check a bill of goods than the usual bundle wrapper, and the risk of collusion is no greater, if as great, between clerk and floorwalker, than between clerk and bundle wrapper. Another reason advanced against having clerks wrap their own bundles is that it is wasteful to employ

a \$20 clerk wrapping bundles when the work could be done by a \$4 or \$5 employe. It is assumed that the clerk would be serving another customer, I suppose, while the \$4 boy was wrapping the package.

Theoretically, this may be all right, but practically you and I know that it does not pan out. Very few clerks do much toward waiting on a customer while waiting for a package to come down from the desk. For some reason the customer who is waiting for a package is usually able to keep the clerk busy. Waiting upon a second customer while the first customer is impatiently waiting for the return of his package is never very satisfactory.

My experience has been that bills checked by fellow clerks or floorwalkers are far less apt to have errors than those checked by bundle wrappers. The average bundle wrapper gets about \$5 a week. It stands to reason that help of that class has not the intelligence, and are not as competent to check bills as those who are earning two or three or four times that much.

Another thing, a clerk will usually wrap a bundle in about half the time it takes a bundle wrapper to wrap one, for the simple reason that he is in a hurry to get back to the next customer.

Again, in busy season, and during special sales, your bundle wrappers get behind in their work, and it often happens that several clerks will be kept idle waiting for packages for

many minutes. Nothing is more trying to a customer than to be forced to wait for ten minutes to half an hour for some small package to be wrapped, as we know sometimes happens in the big stores. This wait would be cut down to five minutes at the outside, if the clerk wrapped the package himself. Other things being equal, which store do you think would get the business, one where the customer wastes fifteen minutes on every visit, or one where she would get her package with practically no delay?

I recall one busy day in a store I was managing out West, the bundle carriers got out of fix and would not work. Our sales that day were principally small items, and totalled over \$1,000 cash. On a raised platform at the rear of the store our bundle wrapper and cashier were located. The store was crowded, and we had a dozen clerks selling. The break in the carriers occurred about 2 p. m. I put a big table in the middle of the store, located my cashier there and had each clerk wrap his own stuff. To my surprise we handled the crowd even with this makeshift much easier than we had handled them with our bundle wrapper and carriers. So after that I ran my store without the bundle wrapper and carriers, and the packages were wrapped by the clerk who made the sale.

Cash carriers are a great convenience, and are necessary in most stores, but not, in my opinion, the bundle carriers.—Merchants Journal.

**Buying Cheap Shoes to Save Money is Like Stopping  
the Clock to Save Time**

**Tappan's Line of Dependable Shoes  
Saves Both**



**Hoosier School Shoes  
Are the Pure Food  
Product of Shoemaking**

TAPPAN'S methods help the dealer—they  
inspire enthusiasm

Write for SAMPLES or SALESMAN



**TAPPAN SHOE MFG. CO.**

:::

**Coldwater, Michigan**

**SCIENTIFIC ADVERTISING.****It Built Up a Great Business in California.**

Los Angeles, Feb. 10—One of the great secrets of the success of Los Angeles is the scientific advertising that is practiced not only by its Chamber of Commerce and Board of Trade, but by various institutions that cater to that everlasting stream of well fed American tourists ever percolating through this southland. These people, perhaps two hundred thousand strong, annually loafing around this Holy Land, have plenty of money and nothing to do. They are suitable material for the operation of all kinds of advertising schemes and opportunities; and if they go East after their sequestration in this American Palestine without having beheld all the attractions it is because they are either blind or economical or both. Take, for instance, one of these ostrich farms which dot the sunlit landscape of Southern California. Observing the methods of this institution, we are compelled to admit that Los Angeles leads the world in scientific advertising and the application of successful methods to the great traveling public.

As the industrious and never-weary luminary lights up with monotonous regularity the distant snowclad mountains that border the Golden State on the east and illuminates the windows of the palatial hotels in the great cities, the tourist arises from his bed and gazes on the door of the hotel room. There are the rules and regulations and beneath the advertisement of this ostrich farm. He descends to the rotunda of the hotel and beholds a clock, upon which is the advertisement of this same ostrich farm. He perceives that it is time for breakfast and going to the dining room picks up a celluloid covered menu, the back of which is decorated with a glorious picture of fleeting ostriches, all denizens of this ostrich farm. After breakfast he obtains the local paper and finds not only an advertisement inviting him to visit this ostrich farm, but a lot of display suggesting that he approach a certain store in the city of Los Angeles and purchase sufficient ostrich feathers to decorate all his wife's relatives, all belonging to this ostrich farm. Walking on the streets of the city he sees cards everywhere requesting him to visit this ostrich farm, as well as bills hanging on the sides of private premises, decorated with pictures of ostriches and advertising the varied attractions interesting to all visitors to this institution. Weary of this everlasting ostrich farm placed before his eyes he seeks surcease of sorrow by riding in the electric cars. Every time the car stops he puts his head out of the window and beholds the name of the station and some distance near another large advertisement of this ostrich farm. He hies to the ocean shore and decides to seek solitude on the sailless Pacific. As the steamer passes out of the port he beholds the roofs of fishermen's huts covered with

tremendous advertisements of this same ostrich farm, so that the last of earth he saw when he comes to be wrecked by one of those terrific storms that so frequently destroy the quietude of the Pacific is the magic legend: "Visit the Blank Ostrich Farm."

Returning to Los Angeles he goes to the theater in the evening. On the programmes and on the curtain is this everlasting ostrich farm. Before going to the theater he visits the toilet rooms of the hotel and there beholds, ruminant and couchant, the framed advertisement of this ostrich farm on the inside of every door. Should he enquire of the hotel clerk as to the best place to spend a few hours, the invariable answer of this functionary will be to refer him to this ostrich farm, for the wife or the sweetheart of the official is then wearing a lovely boa fresh from the precincts of this ostrich farm.

The result of all this scientific advertising campaign is a corporation paying about 40 per cent. per annum on its capital stock for the last six years; the creation of at least one millionaire and the multiplication of the assets of the said farm to a valuation of \$1,300,000, from a valuation of \$200,000 six years ago. The original proprietor has passed away; that is, he is ornamenting the august precincts of British loyalty and no longer lingers amid the sun-scorched areas of the American Holy Land. He was a John the Baptist and is now a Midas. From an ordinary California ostrich farmer he passed to that list of financially illustrious who have made California so famed among the civilized nations of earth. His name is now on a par with Hearst, Stanford, Mackey, Flood and Baldwin. A coterie of Los Angeles bankers recently fixed their desiring eyes upon this ostrich farm, so skillfully managed and advertised for years, and made overtures for its purchase last year. The aristocratic owner reluctantly left his golf, polo and tennis occupations in England to travel once more to the American Palestine and listen to their prayer. They handed him a check for one million three hundred thousand dollars, which he put in the pocket of his pants and at once started for the dignified precincts of the British throne, never more to return to the land of the free and the home of the brave. The dreams of the ostrich farmer even have been annexed by the bankers, for he theorized that a chain of stores should be established in every city of the United States for the vending of this interesting ornamental product fresh from California, ostrich feathers. They are going to establish these stores and furnish lucrative positions for innumerable relatives. California is to extend its glorified feather halo over the entire United States and thousands are to be paid publishers in all the Eastern cities to glorify in their publications this California product.

Complete and sufficient as this short sketch is to give an idea of the

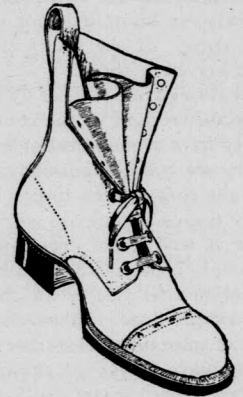
advertising ability of this ostrich farm, yet the larger and main avenue has not even been touched upon; for that is the money spent on the great feminine and religious magazines of the land, amounting to \$100,000 a year, to advertise the product of this institution to the admiring and desiring women of the United States. In consequence, these patriotic women

are largely purchasing the home or California product in preference to the African, thus assisting an American industry that will one day equal the vast ostrich feather imports and exports of the British, who now supply the civilized world with ostrich feathers and receive therefor the sum of four million dollars every year.

E. H. Rydall.

## Stock Up Now For Spring on the H. B. Hard Pan

The Sturdy, Strong Shoe for  
Men Designed to Withstand the  
Hardest Kind of Service.



We make line in Blucher or Bal cut, lace or congress, plain toe or with tip, single, double or three sole, high or low cut. When it comes to a "big line" this one is surely a winner. There is a shoe for every purpose and they DO wear.

Order now, or if you are not now selling the H. B. Hard Pan, drop us a card and we will send our salesman with his samples to show you the line.

"They Wear Like Iron"

### Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.



## Is?

His foot extra wide  
across the ball?

Has he a short thick  
foot and a high instep?

If so, our No. 344½ bal  
or 319 blucher will fit  
him perfectly.

Rindge, Kalmbach,  
Logie & Co., Ltd.

Grand Rapids, Mich.



**The Obligation of Public Domain Commission.**

Second Article.

The Public Domain Commission of Michigan is the successor to the Michigan Forestry Commission. It came into being through legislation recommended by the Commission of Enquiry. The Commission of Enquiry was in its turn raised by the Legislature in response to suggestions of the Forestry Commission ably supported by the Michigan Forestry Association. The Public Domain Commission was given wide powers and responsibilities in the handling of State banks and segregating a State Forest Domain. We are now at a place where far-seeing public-spirited men unhesitatingly urge that if we are ever to have a permanent forest and game reserve of value to the State it must be established as a distinct and far-sighted policy of the Public Domain Commission. This Commission serves without pay or emoluments of any kind. The men chosen to serve in this capacity are from walks in life not calculated to educate them as forest specialists. The vast importance of the problem presented to them for solution demands the counsel of an expert schooled by long experience and investigation of similar questions and fitted to advise in the framing of a distinct forest policy for the State.

The methods of our great corporations in handling immense enterprises should obtain in this enterprise of the State.

The first and greatest obligation of the Commission is to secure the expert in whom it has confidence and upon whose recommendations it can frame the policy which can be passed on to its successors to be modified by changing conditions, but which shall be comprehensive and worthy of as great a degree of permanency as the State government itself.

The maintenance of a proper area in permanent forest cover by the State as an investment for all the people calculated to furnish legitimate employment for a goodly number of people and grow the raw material for the maintenance of wood-working industries which have hitherto been so strong a factor in the growth of the State is an enterprise of no mean proportions. It will not be sufficient for this Commission to simply get rid of State lands at some price and make a showing of honest handling of this property coming into the hands of the State. We have a right to demand of the Commission a broader exhibition of State craft than this. It is not fulfilling the obligation with which it was charged to sell every available piece of State land that can be classed under some method as "agricultural" and have the areas classified as the poorest, most unfortunately located and most barren impossibilities, as the basis of a forest reserve. The products of the forest, under skillful management, are of too much importance, compared with wheat, corn, oats and potatoes, not to be given a "fair chance for their life."

We are proud of the wide range of industries fostered in our State; we urge that our prosperity and rapid development has largely resulted from these conditions. A broad view of the situation should induce the Public Domain Commission to see that its work of making the State lands subserve this broad purpose must go on forever and lead to the formulation of a catholic policy which recognizes the forest as co-ordinate with the farm in making for the prosperity of the State. If the act under which the Commission is working does not give it the authority to select the expert or the means to pay him, amendments should be prepared for legislative enactment at the earliest possible moment. The enterprise is fraught with too great import to the State to admit of unnecessary delay in making the organization efficiently equipped for the best service.

If the Agricultural College shall carry out the plan suggested in my former article looking toward the expert management of woodlots as an intrinsic factor in farm equipment, and the Public Domain Commission frames a policy of State forests that shall supplement the agriculture in rounding up the capabilities of our natural resources, we shall make an exhibition of talent for efficiency that shall challenge the admiration of students of economics.

In the solution of this ideal we must not forget some other values which the average economist may overlook. The beauty of our State is a large asset, which was recognized in its motto. Its forests were the subject of some of Cadillac's most interesting letters to his home government before the ax had begun its work of destruction, and the maintenance of a goodly portion of natural forest growth, together with our beautiful Northern waters and the game which proper forest management would foster, make the attraction that results in the lavish expenditure of money by a tourist population which we can not afford to ignore in planning for the maintenance of high productive power in the State.

For this reason and others the same authority which controls State lands and forests should have the handling of game preserves and the enforcement of salutary game regulations. In the wise evolution of the powers and methods of the Public Domain Commission I can see the upbuilding of a branch of our State government of the utmost importance to us in maintaining the advanced position we have reached among our sister commonwealths for volume of resources, balance of industries and independence of living.

Chas. W. Garfield,  
Pres. Michigan Forestry Ass'n.

**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.

**Activities in the Buckeye State.**  
Written for the Tradesman.

Dairymen of the State met in annual convention recently at Columbus and discussed the problem of how to supply dairy products and sell them to consumers at present prices under the prevailing high cost of feed and labor. While straw used to be burned, now it costs \$15 a ton and dairymen say it is about as cheap to buy woolen blankets to bed the cows with. Bran that formerly cost \$3 per ton is now \$2 and hay has advanced from \$4 to \$22 per ton.

Seven hundred men have been enrolled in the Newark Board of Trade and still the campaign goes on.

Through arrangements made by the Cincinnati Commercial Association the city is being boosted by means of picture shows or illustrated lectures in Southern cities.

The plan of organizing a Flower and Garden Club, to improve the vacant lots of Columbus and beautify the city, is being urged by the Columbus Real Estate Board.

The elimination of grade crossings, which has been hanging fire in Cincinnati for years, is being taken up again by city officials.

The forty-fifth annual meeting of the Ohio State Horticultural Society was held at Marietta in conjunction with the Ohio Apple Show and was the best meeting in the history of the organization. Almond Griffen.

**In Everything.**

"Mr. Cleaver, how do you account for the fact that I found a piece of

rubber tire in one of the sausages I bought here last week?"

"My dear madam, the motor car is replacing the horse everywhere."

Practical jokers are anything but joy-makers.



**Worth Waiting for**

If our representative hasn't visited you yet, it's worth waiting for him. We have the goods you're interested in handling; we have the facilities for serving you as you want to be served. Our men are in your territory; if you haven't had a "call" you will soon. It's worth waiting for.

**The Maumee Rubber Co.**  
224 226 SUPERIOR ST.  
TOLEDO, OHIO.  
Headquarters for Wales Goodyear and Connecticut Rubber Boots and Shoes

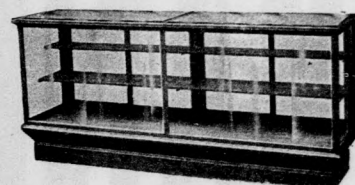
**Klingman's Sample Furniture Co.**

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.

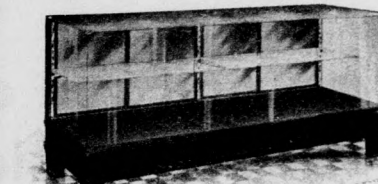
Corner Ionia, Fountain and Division Sts.  
Opposite Morton House Grand Rapids, Michigan



**Paragon Case No. 58**

Lowest in Price

Made in large enough quantities to meet competitors prices



**American Beauty Case No. 412**

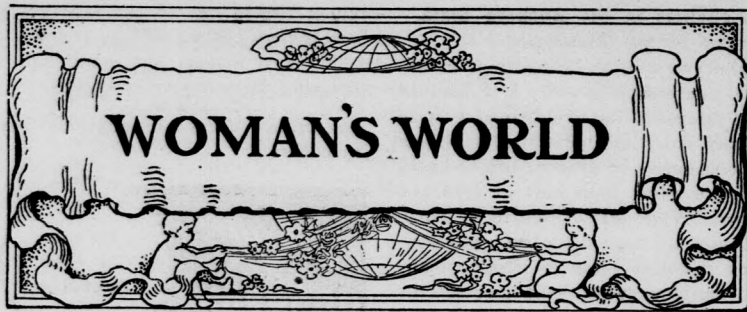
A Case of Quality

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

Our 84 page catalog is free

GRAND RAPIDS SHOW CASE CO. GRAND RAPIDS, MICH.

The Largest Manufacturers of Store Fixtures in the World



### Boarding House Keeping Raised To a Fine Art.

Written for the Tradesman.

Every young lady reader of the Tradesman will pass this title in scorn as possessing no possible present or future interest for her. With relation to gainful occupations all young ladies may be divided into two classes: First, the great body of girls who put in the few years between leaving school and getting married at some kind of work. Some of these make their own living wholly or at least in great part. Others, whose parents are in comfortable circumstances, live at home and use their wages for clothes and spending money. Second, the much smaller body of idealistic damsels who go in for some great life work, which they usually expect will incidentally yield them the means of subsistence.

The members of the first class certainly never expect to keep boarders. Every maiden of them all calculates that the moment she enters the charmed circle of matrimony her financial troubles will all be over. The preacher will say a few words, a ring will be slipped upon her finger, and, presto change! she can "lay her armor (of money making) by and rest in peace at home." That is the way she thinks it will be and in same instances it all comes out just as she expects it will.

As to the other kind of girl, the one who wants a life work with a capital L and a capital W, of course it requires something far more ambitious and heroic than keeping boarders to enlist her energies and enthusiasm.

So I do not expect that any young lady will deliberately prepare herself for the vocation of keeping boarders. Nevertheless some of these same young women, thrown suddenly upon their own resources when they have reached middle life, will be likely to take boarders as their easiest and most practicable means of making a living.

I unhesitatingly advise all girls to learn how to cook and keep house. Primarily, because in the probable capacity of wives and mothers, they will need this knowledge. Secondarily, because a knack in preparing food and furnishing a home for human beings who have to live away from home is one of the most dependable means of livelihood open to the average matron.

A woman who has kept house ten, fifteen, or twenty years, either through the death, disability or repeatedly demonstrated incompetency of him who is the natural breadwinner of the with solid middle-aged bodies a little

family, finds that she must put her shoulder to the wheel. Perhaps she has children to be provided for and educated. She greatly prefers to keep them at home and to be at home herself so that whenever out of school they can be with her. The family property, whatever there is, is more likely to be a residence and the furniture and equipment thereof than anything else.

If this woman married young or came from a home of wealth, very likely she never earned a dollar in her life. She has no craft or business, and is too old and too domestic to learn one at all readily.

Or, take a somewhat different case, that of a woman who was trained to a calling in her girlhood and followed it with success for some years previous to her marriage. It may be she was a teacher. In her long years of homemaking she has grown rusty as to her books. Her methods of teaching, while they were all right in her day, would now seem antiquated. Even if she should go to the trouble to brush up in her attainments, she would find that superintendents and school boards have a decided penchant for filling all vacancies with young women fresh from college or normal school and up to date to their finger tips, rather than

shabby in dress, gray of hair and with wrinkled, motherly countenances.

If her youthful training and experience was in business instead of in pedagogy, her prospects are hardly brighter. In almost all commercial positions the young lady possessing, as she does, the quickness and adaptability of youth, is given the preference. The long and short of the matter is that it is very hard for the woman who has been occupied with the affairs of her household for a dozen or a score of years, and so has not kept in touch with the requirements of any trade or occupation, to gain a foothold in the industrial world.

After she has looked at her problem from every point of view, she is very likely to reach the conclusion that the best possible course open to her is to utilize her house room and knowledge of cooking by taking boarders.

The fact that so many boarding houses are conducted in utterly com-

**GRAND RAPIDS BROOM CO.**

Manufacturer of

**Medium and High-Grade Brooms**

GRAND RAPIDS, MICH.



**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.**

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



There is a Demand for

**MAPLEINE**

(The Flavor de Luxe)

Housewives need it, and must have it

**Are You Meeting This Demand?**

Order from your jobber, or  
The Louis Hilfer Co.,  
4 Dock St., Chicago, Ill.

**Crescent Mfg. Co., Seattle, Wash.**

**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.

**IF A CUSTOMER**  
asks for  
**HAND SAPOLIO**  
and you can not supply it, will he not consider you behind the times?

**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.**

fortless fashion, that unpalatable cooking is paid for week in and week out, that untidy, stuffy, grimy rooms are occupied by persons of refinement and culture because they can get no better—these things prove the demand there is for the work she is entering upon.

In a popular novel published perhaps twenty-five years ago the author describes a boarding house conducted in a most slipshod and disorderly manner, and remarks that the fact that this flagrantly mismanaged establishment continued to exist year after year and yield some kind of living for the inefficient landlady was enough to make the veriest skeptic believe in the providing care of an overruling Providence.

But this is not the kind of boarding house that an ambitious, energetic woman wants to conduct. Now what are the cardinal principles of success in this kind of an enterprise? What are the fundamental rules by which she who would win out must be guided?

Some one has tersely and cleverly said that the whole secret lies in "cleanliness and a good cook." Great wisdom is embodied in these few words. A long chapter could be written on the beauty of cleanliness alone in a boarding house. Clean rooms, clean, comfortable beds, clean towels that have been actually washed, not merely run through some alkaline solution that leaves them gray in color, clammy to touch and chemical in smell—clean table linen, clean dishes, clean cooking. Our lady must know the potency of soap and water, of brooms and vacuum cleaners. Let me add a word as to clean air. It is the cheapest thing you ever can get into a boarding house, so have plenty of it. Who has not been in places fairly clean to the eye and to the touch, where it truly seemed as if the cooking went all over the premises? Where in both the upper and the lower hall your outraged nose was confronted with a stale and offensive smell that seemed to be the condensation and epitome of the odor of all the cabbage that ever had been boiled in the house, all the ham that ever had been fried, all the toast that ever had been burned, all the cigars and pipes that ever had been smoked? Good, dainty, wholesome, palatable cooking! To describe the delight it confers would be as difficult a task as to portray the miseries inflicted by the other sort. Light, sweet, nutritious bread, hot bouillons and soups without surplus grease, steaks made tender and savory by proper treatment, juicy toothsome roasts, coffee clear as amber and served with real cream!

Efficiency and not slackness holds sway in the successful boarding house. But it must be a genial and good humored efficiency—one that attracts and never repels.

It is not enough to "feed the brute," or to make him or her physically comfortable. There is a moral atmosphere to be maintained as well, and here is where the work of the really successful boarding house keeper en-

ters the realm of the fine arts. She who is an artist and not a bungler holds all her guests under a certain discipline—a discipline of which she and they may be wholly unconscious. She has dignity and presence; her standards are conformed to. The moment one enters her door he is placed on his good behavior.

Success in this calling is largely a matter of balance and proportion. Just the right amount of coddling for the sick and the lonely, just enough catering to individual tastes and peculiarities to insure content and satisfaction without encouraging crankiness and unreasonable exactions, making boarders feel at home but not allowing them undue liberties, charging prices high enough but not excessive, using wise economy but not foolish parsimony—all these elements must enter into the sum total of pleasant and profitable success.

As has been said, keeping boarders is not an avocation that appeals to the idealistic young lady as a life work. But to the middle-aged woman of practical mind and good heart this calling offers an almost unsurpassed opportunity to confer benefit upon humankind. Many a country boy getting his start in the city has been kept from going wrong by his landlady. Many a middle-aged man, instead of plunging into reckless dissipation, has stayed in the path of rectitude because his boarding house has been to him, in some sense at least, a home; countless girls who pay only for food and shelter receive also priceless motherly counsel and protection as a gratuity. The matron who by kindness, thoughtfulness and womanly tact and courtesy makes for herself a warm place in the hearts of those who, for a longer or shorter time sojourn at her fireside, is sure of ever-grateful remembrance. She wields a powerful influence and plays no mean part in the great drama of life. Quillo.

**How He Proved It.**

They were trying an Irishman charged with a petty offense when the judge asked: "Have you any one in court who will vouch for your good character?"

"Yis, your Honor," quickly responded the Celt; "there's the sheriff there."

Whereupon the sheriff evinced signs of great amazement.

"Why, your Honor," declared he, "I don't even know the man."

"Observe, your Honor," said the Irishman triumphantly—"observe that I've lived in the country for twelve years an' the sheriff doesn't know me! Ain't that a character for ye?"

**Diplomacy.**

Small Harry had delivered a message from his mother to a woman in the next block, but did not seem in a hurry to go. "Was that all your mother told you to say?" he was asked.

"Yes, ma'am," replied Harry, "only she said I wasn't to ask you for a piece of cake, but if you gave me any I was to take it and thank you."

He got the cake.

**\$100.00 REWARD**

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

CHURCHILL CABINET COMPANY  
2120 Churchill St. Chicago

**Valley City Biscuit Co.**

Grand Rapids, Mich.

Manufacturers of

**Cookies and Crackers**

Write for Price Lists

We Make a Specialty of 10c and 12c Cookies

NOT IN THE TRUST

**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

**Satisfy and Multiply**

Flour Trade with

**"Purity Patent" Flour**

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

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

Just as Sure as the Sun Rises



Makes the best Bread and Pastry

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

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

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

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



**Voigt Milling Co.**

Grand Rapids Mich.

**Buckwheat**

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

Highest price paid at all times.

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



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

#### Business Is Not Bargain Sales.

Bargains! What are they? Something for nothing? If so, somebody is "getting the worst of the bargain." It may be the manufacturer, the jobber or the retailer, but not the ultimate buyer. Somewhere in the selling chain there is a missing link, else the buyer could not get value for nothing; that is, assuming that he got a real "bargain."

Not that bargain sales may not be entirely legitimate at times, and the careful buyer wise in taking advantage of them, but they are the exceptions to the rule of business—exceptions that prove the rule that all legitimate business presupposes not only a fair equivalent for the money paid, but also a profit to the seller. On any other basis than this a continuance of business relations is impossible.

So the bargain hunter is taking advantage of exceptional conditions to secure value for which he does not pay. It may be a fire or a bankruptcy or a shipwreck that has made possible the sale of goods below cost." In any case, some one loses what the bargain hunter gains. Business—merchandizing—in the true sense of the word always is disturbed by bargain sales.

The craze for bargains is like the measles—it usually attacks everybody at some time in life. Some people never recover from it. They become chronic bargain hunters and forever haunt the cheap counters in search of "a little more for their money." Time and again they find themselves deceived, but like the mining stock investor they come again and again to the "sale." Others, learning from experience, recover from the bargain epidemic and settle down to a search for quality goods at quality prices, and having adopted this plan they become satisfied buyers of satisfactory merchandise. This process of

education is going on all the time. People with the bargain fever in their veins buy at department stores, from catalogue houses and peddlers. After recovering from the fever they buy hardware at a hardware store, books at a book store, etc., pay the price and demand full value.

Merchants, too, sometimes get the bargain-giving fever. They ache to give the public large values at small prices. Even manufacturers at times are attacked by this form of the fever—the altruistic type. One maker of carriages became such an enthusiast on the subject of selling his carriages to the public through mail order houses at bargain prices that he overdid the matter and went into bankruptcy. His creditors suffered for his philanthropy, but no account could be made of the incidental losses to legitimate makers and handlers of carriages whose regular business had been disturbed by this kind-hearted carriage manufacturer who loved to give people something for nothing—at somebody's else expense. A thousand similar instances could be cited, from safety razors to steamboats, where manufacturers infected with the bargain-giving fever have sold themselves out of business by offering their products at less than their real value. This process is going on every day, and there seems to be no way to stop it except to give the fools more rope with which to hang themselves.

Retailers are often similarly affected. They imagine that the really smart thing in business is to sell cheap—never thinking that anybody can do that as long as his money lasts. They advertise cut prices and sell at cut prices until, metaphorically speaking, they cut their own throats. Did you ever hear of a retailer failing in business because of getting too high prices for his goods? Possibly, yes; but in a thousand other failures the cause was low prices. Modern merchandising is ideal not when goods are given away, nor yet when they are sold at an exorbitant figure, but when the seller meets the

buyer on the plane of fair value for a fair price and both are satisfied. On such a basis they can meet again; on any other they are sure to become estranged. If the buyer is overcharged he will buy no more; if the seller is underpaid, it is only a question of time when he will sell no more, for his creditors will have his store—and the bag.—American Artisan.

#### To the Point.

"William," she said, "means good; James means beloved. I wonder—" A flush mantled her cheek. "I wonder," she softly murmured, "what George means?"

"George means business, I hope," said mother, looking up from the wedding announcements in the evening paper.



**A Good Investment!**  
**PEANUT ROASTERS**  
**and CORN POPPERS.**  
 Great Variety, \$8.50 to \$350.00  
**EASY TERMS.**  
 Catalog Free.

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

Established in 1873

Best Equipped  
 Firm in the State

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

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

## Michigan Retail Hardware Convention

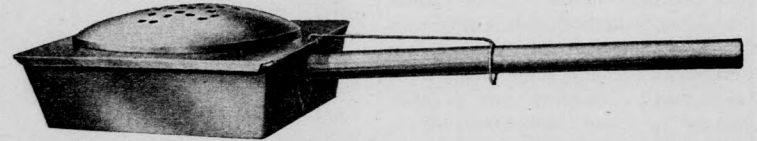
February 21 to 23

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

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

The only EXCLUSIVE WHOLESALE HARDWARE in Western Michigan

## Lansing Crown Top Corn Popper

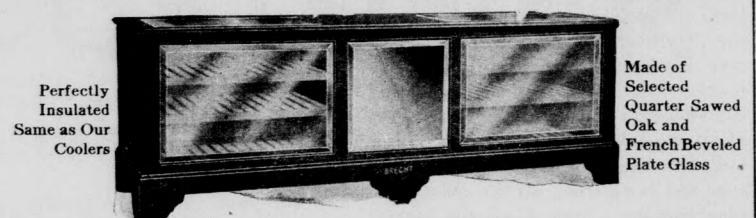


Seasons the corn just to suit the taste the same as in a spider or kettle. The unpopped corn falls automatically through the holes in the crown of the cover. This feature makes it out-sell any other popper made. Steel handle that can't get hot or burn off. Polished steel and perfect construction. If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

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

## IT'S A GOOD INVESTMENT

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



Perfectly  
 Insulated  
 Same as Our  
 Coolers

Made of  
 Selected  
 Quarter Sawed  
 Oak and  
 French Beveled  
 Plate Glass

## Brecht's Refrigerator Display Case

Keeps your food stuffs in a clean and sanitary condition and is a protection to perishables  
 WE MAKE HIGH GRADE MARKET OUTFITS, COOLERS, ETC.  
 Write Department "K" for Particulars

**THE BRECHT COMPANY**  
 ESTABLISHED 1853

Main Offices and Factories ST. LOUIS, MO.

New York Denver San Francisco Hamburg Buenos Aires

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

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



# Detroit Department

## Woodward Avenue To Change Face.

Detroit, Feb. 13 — Alanson S. Brooks and Emory W. Clark have leased to J. L. Hudson, for a long term of years, the building at 172 and 174 Woodward avenue, occupied by the Fair fur house and the Scotland Woolen Mills Co. While the terms of the deal are private, the annual rental is understood to be about \$25,000. It is a four-story building having a frontage of 40 feet.

The portion occupied by the Scotland Woolen Mills Co., at No. 174, was recently leased for five years to Louis Perentisis, and Mr. Hudson has just closed a deal with the Farrand Piano Co., leasing the store at 172 Woodward avenue for a like term.

The structure adjoins the new Hudson building, erected on the property of the Stevens Land Co., on Woodward avenue, and it is understood that at the expiration of the leases on the newly acquired property Mr. Hudson will erect a building of corresponding height and make it a part of the Hudson store.

There will be no trip by the Upper Peninsula Development Bureau this year. The members of the Bureau will devote themselves to entertaining the members of the Detroit Chamber of Commerce, who will visit Menominee, Escanaba and Manistique. It will be the object of the Bureau to muster a large number of the representative men of the Upper Peninsula to accompany the Detroit guests.

The Detroit Edison Co.'s report for the fiscal year ending Dec. 31, 1911, gives the gross earnings as \$3,598,094, compared to \$3,030,207 for the preceding year, a gain of \$567,887.

The balance available for dividends was \$853,175 during 1911, being equivalent to 14.2 per cent. earned on the capital stock of \$6,000,000, compared to the surplus of \$708,383 in 1910, equivalent to 12.3 per cent. earned on the capital stock which was then \$5,747,000.

The assets of the company were increased more than \$2,500,000, totaling \$23,111,293, as compared with \$20,543,926 at the end of 1910.

The bonded indebtedness increased from \$12,290,000 in 1910 to \$14,021,000 in 1911.

On the whole, the report shows that the earnings for the year have established a new record and in other ways the showing made is considered a very favorable one.

The directors of the Michigan Sugar Co. have decided to double the capacity of the plant at Alma at an

estimated cost of about \$250,000. The addition, which will be completed by fall, will increase the total capacity to 1,200 tons of beets a day and increase the output of sugar to about 30,000,000 pounds a year. It was also decided to begin the construction of the \$1,000,000 plant at Pigeon, and for this purpose additional stocks or bonds or both will be issued.

The Detroit Creamery Co. has taken over the distribution of the entire output of the Walker-Gordon Farm & Laboratory.

The success of the plan of supplying high grade milk has proven so great that it was found necessary to arrange a method of distribution whereby the increased demand could be properly taken care of. The Walker-Gordon Co. has one of the finest dairy farms in the world, comprising 340 acres, near Birmingham, with a herd of 125 cows selected and cared for under ideal conditions, and with every facility for producing and delivering the milk at a central station in Detroit, fresh and pure. This company was founded and is operated not as a profit-making company, but solely for the benefit of the public health and especially for the health of babies and sick persons to whom a supply of absolutely pure milk is essential. It has paid no dividends and aims to produce the milk at cost.

The Common Council has ordered \$25,000 additional cash placed in the coming budget, this amount to represent the city's donation to the Cadillac, the big water fete planned by the Board of Commerce for next July.

The Detroit Stove Works, at its annual meeting of stockholders, elected the following directors: W. T. Barbour, W. G. Henry, G. B. Gunderson, M. B. Mills and E. T. Barbour. The officers are W. T. Barbour, President; W. G. Henry, Vice-President; G. B. Gunderson, Secretary and Treasurer. The 1911 business of the company was not as large as that of 1910, but a better showing is anticipated this year.

Frank Kirby has submitted to the directors of the Cleveland & Buffalo Transportation Co. plans for the new passenger steamer to be built to ply between Cleveland and Buffalo. Although the plans were not complete in every detail, they were sufficiently so for the directors of the company to obtain an excellent idea of the boat. It is considered very likely by marine men that the new steamer will be built at Wyandotte and Detroit

by the Detroit Shipbuilding Co., which constructed the other steamers of the fleet, as well as the boats of the D. & C. fleet, built along the same lines. The new steamer will cost \$1,500,000 and will be ready for service in 1913.

## The Spice of Life.

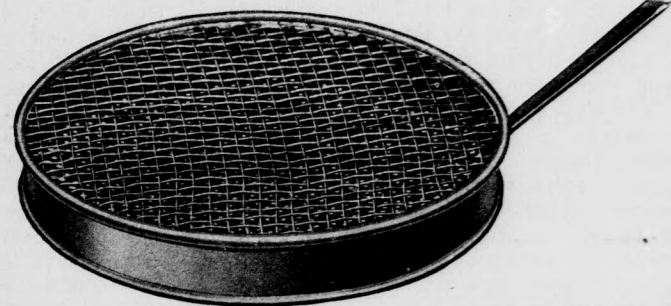
A Tea Party—The Connoisseur recommends:

- For lovers—propiniqui-tea.
- For the wedded—fideli-tea.
- For the scientist—curiosi-tea.
- For the American—liber-tea.
- For the priest—austeri-tea.
- For the politician—capaci-tea.
- For the philanthropist—generosi-tea.
- For the business man—integri-tea.
- For the maiden—modes-tea.
- For the statesman—authori-tea.
- For the wit—brevi-tea.
- For the juggler—dexteri-tea.
- For the preacher—divini-tea.
- For the newly-wed—felici-tea.
- For the man in trouble—equanimi-tea.
- For the farmer—fertili-tea.
- For the extravagant—frugali-tea.
- For the sage—gravi-tea.
- For the jockey—celeri-tea.
- For the proud—humili-tea.
- For the sinner—morali-tea.
- For the guilty—immuni-tea.
- For the judge—impartiali-tea.

- For the servant—civil-tea.
- For the damaged—indemni-tea.
- For the just—inflexibili-tea.
- For the wavering—stabili-tea.
- For the solemn—joli-tea.
- For the victor—magnanimi-tea.
- For the candidate—majori-tea.
- For the fictionist—probabili-tea.
- For the bibliomaniac—rari-tea.
- For the foolish—sagaci-tea.
- For the banker—securi-tea.
- For the aeronaut—intrepidi-tea.

## Making Head Cheese.

Take 11 pounds of rind from the belly, upon which one-half inch of fat has been left, and 2 pork shanks, both of which have been boiled until quite tender, cut into pieces an inch and a half long, and add 5 ounces salt, 2 ounces of ground pepper and 1 ounce of whole caraway seed. Mix together and stuff in bladders or bungs. They must then be boiled from one-half to three-quarters of an hour, according to the size. After boiling they can be pressed with a weighted board, thus giving them a flat appearance. If they are smoked they should not remain in the smoke-house longer than five days, or they will become quite hard. If they are to be used fresh, without smoking, the grated rind of a lemon may be added.



## The APEX BREAD TOASTER

THE BEST TOASTER MADE

FOR USE OVER GAS, GASOLINE AND BLUE FLAME OIL BURNERS

Retails at 25c with a Good Profit to the Live Dealer

Manufacturers A. T. Knowlson Company, Detroit, Mich.

## AMERICAN RUBBERS

For the best trade—for those requiring fit and style as well as durability



All the new shapes in

American, Woonsocket and Para Brands

DETROIT RUBBER CO. :: DETROIT, MICH.

# BOOTH COLD STORAGE DETROIT, MICH.

A perfect cold storage for Poultry and all kinds of Fruits and Produce. Eggs stored with us usually sell at a premium of 1/4c per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.



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

#### Wafted Down From Grand Traverse Bay.

Traverse City, Feb. 13 — George Creech, formerly with the John Fitch Co., of this city, carries the grip for the A. L. Joyce Bottling Co. and will represent that house in this territory. May success be yours is our wishes, George.

If Chas. Langaen, the Pillsbury Flour Co. representative, had not familiarized himself with a dog in Mesiek recently, he would not have been obliged to purchase a new pair of trousers. Charles says they were thin in the seat anyway.

A. F. Churchill, the Mayor and merchant of Harlan, has about made arrangements to sell his stock of merchandise to a Mr. Wagner. Mr. Churchill has been a very successful dealer and the boys will all miss him, but they all wish him success in the future. How about those good dinners we used to get there?

The Hotel Yeazel, formerly the Truesdell, has adopted the individual towel system, for which the boys feel Thanks!

John Bailey, formerly a Traverseite, but now of Grand Rapids, was seen in this section this week, and John certainly looks as though city life agreed with him.

D. L. Robbins and Fred R. Collar, both of Grand Rapids, spent Sunday in the Queen City of the North, and we are pleased to render a favorable report.

Adrian Oole spent Sunday in Petoskey and, according to his better-half's tell, it will be a long time before she will consent to it again. Really, Sunday should be spent at home, but we presume it was actually necessary.

Mr. Ruhn, at one time connected with a restaurant at Copenish, is out with the Arcadia Overall Co.'s line. You are welcome.

Almost any old salesman could sell dry goods in Grand Rapids if he had an office there and prepared his candidate at the Morton House grille.

Don't forget our annual party to be given Feb. 23. The Committee is busy and all the U. C. T. boys are boosting. Remember, visitors are cordially invited.

Oh, joy, we are going to have a cracker-jack ball team this season. Think of it, Tracey Gillis is the President and Jack Gilchrist has been appointed the official kiddier. How about that Manistee team, Jack?

The home of Joe Robinson, who was at one time a resident of our city, but now of Toronto, Canada, was visited by a stork and they report the little baby girl is doing nicely.

We are in receipt of a letter from the office of the Secretary of the State Board of Health which in part reads as follows: "We believe that one of the worst form of nuisance prevalent to-day is the uncleanly depot and hotel outhouse or closet, and wherever such a nuisance is found the law should be enforced for its correction."

The State is willing to protect us if we will kindly bring these conditions to its notice. Secretary R. L. Dixon, of Lansing, is surely with us on the hotel regulation laws, etc.

Fred C. Richter.

#### What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Lakeside Board of Trade, Muskegon, will hold its first big booster banquet Feb. 28, and it is expected that 200 people will attend.

Detroit bankers are making preliminary plans to entertain the American Bankers' Association this year, the convention opening Sept. 9 and continuing five days.

The old Atlas Parlor Frame Co. plant at Muskegon, which has been idle for the past two years, has been purchased by Sheldon & Co., of Chicago, manufacturers of manual training and school supplies, who will occupy the factory, employing from seventy-five to one hundred and fifty men.

The new railroad in the Thumb, the Detroit, Bay City & Western, with rails laid from Bay City to Wilmot, plans to extend the line south through Snover, Peck, Crosswell and Lexington to Pt. Huron.

Flint is now being supplied with electric power furnished by the hydro-electric plant at Cooke's dam on the Au Sable River. The supply is approximately 140,000 volts brought

in over three lines of cable. Bay City and Saginaw are being supplied with power from the same source.

Prospects point to active building operations in Battle Creek this year. Two local contractors have ordered a trainload of building material through one of the lumber companies, or enough to build about fifty houses.

The Flint Board of Commerce wants 2,000 members on its roster before the close of the year. The membership fee is \$1 and an active campaign is on.

Saginaw is now included in the list of cities with bank clearings published weekly, this recognition being secured largely through the efforts of Joseph P. Tracy, Secretary of the Saginaw Board of Trade.

Automobiles evidently are not the whole thing—not even at Flint—for the Flint Wagon Works has orders enough in sight now to insure the busiest year in the history of that concern.

Plans are out for two new hotels at Escanaba this year.

Efforts are being made by the South Haven Board of Trade to bring about the joining of tracks of the Michigan Central and the Fruit Belt tracks in that city for the full interchange of traffic.

Despite a deficit of nearly \$2,000 the Calhoun County Fair will be held again this year at Marshall, and good weather is being prayed for.

The business done at the Petoskey postoffice during 1911 was \$1,600 ahead of any previous year and is a good index of what the city as a whole is doing in a business way.

The date of the Reed City Booster Club banquet is Monday evening, Feb. 19, and it is expected that at least 250 men will feel sufficiently interested in the welfare of their town to buy the one dollar tickets and attend.

The new industry at Big Rapids, the broom factory, is in operation now, employing thirty girls and two men.

Petoskey has secured a new industry, the piano bench factory of the Bon Ton Manufacturing Co., now located at Wolverine. The plant will be located in the Ramsdell building, Mitchell street and Woodland avenue.

Marquette is promised a modern freight station this year by the South Shore Railroad. The building will be 40x126 feet, brick, with concrete floors.

Kalamazoo aims to bring its police and fire departments up to more modern standards and data on the public safety departments of 150 cities throughout the country is being secured with this end in view.

A new milk ordinance will go into effect at Flint May 1 and nearly 100 milk dealers met with the Board of Health recently to discuss its measures. The tuberculin test is required, also the cooling of milk to 50 degrees in summer, and some of the milkmen claim that the latter requirement can not be complied with.

The Kalamazoo Park Commission has received from a landscape gar-

dener an extended report with plans outlining a course of treatment in the development of the city parks. Kalamazoo has eighty-five and one-half acres of parks, or one acre for 500 people, while the average for cities between 30,000 and 50,000 population in the United States is one acre of park for every 200 people.

A number of the leading cobblers of Calumet have organized under the name of the Northland Shoe Manufacturing Co. and will build a factory in Calumet this summer for the manufacture of miners' boots. It is estimated that about 50,000 pairs of these boots are sold locally every year, the average life of these boots being about four months. The company will send out salesmen to cover all of Upper Michigan and Minnesota.

Kalamazoo will endeavor to clean up and regulate its rooming houses, after the manner adopted in larger cities.

A new and permanent museum has been opened in Manistee in connection with the public library.

The Benton Harbor Development Co. is planning an active campaign this year to secure new industries. Officers elected for 1912 are: President, L. L. Filstrup; Vice-President, S. E. Daigneau; Secretary, H. S. Gray; Assistant Secretary, F. H. Ellsworth; Treasurer, O. B. Hipp.

A new \$50,00 hotel and bath house will be completed at Benton Harbor early in June.

A curfew ordinance is under consideration at Saginaw.

Almond Griffen.

#### Woman Drumming Up Trade.

Huron, S. D., Feb. 12—Mrs. C. A. Keeler, wife of a well-known traveling salesman of this city, is making a good commercial traveler.

Several weeks ago Mr. Keeler, who represents a wholesale grocery house, fell upon an icy sidewalk, receiving injuries that disabled him from visiting his trade. Realizing that her husband's business would suffer in his absence, Mrs. Keeler took his sample cases and has been making all trips regularly for him. She has been eminently successful, her order book showing an increase in many instances.

Mrs. Keeler says she enjoys the work, finding it far less disagreeable than expected. She receives courteous treatment everywhere. In spite of the intensely cold weather, she experienced no discomfort.

#### Traveling Men Quarantined.

La Crosse, Wis., Feb. 12—Fifteen traveling men, representing mainly Chicago houses, have been quarantined at the City Hotel at Blair, Wis., for a week, and will be obliged to remain at least another week, according to an announcement of attending physicians to-day. A case of small-pox is the cause. A constable guards the place to prevent the escape of the commercial travelers, none of whom has been attacked by the disease.

A dog's bark may be worse than his bite, but give us the bark every time.

**News and Gossip of the Traveling Boys.**

Grand Rapids, Feb. 13—The owners of the Downey House, at Lansing, are waiting to see whether Ingham county again favors local option or not at the spring election before deciding whether they will rebuild. If the county goes dry they have decided not to rebuild. Although we have always favored local option, by all means they should have a new hotel for Lansing.

Drink and the world drinks with you. Swear off and you drink alone.

About a month ago the State Board of Health gave the Committee to understand that they were in hearty accord with their work to abolish the roller towels and other questions of hotel sanitation, and they would notify all hotels and public places to discontinue the use of the much talked of roller towel. To date the writer has not found a hotel that has been notified.

Which brings to mind that Lord Tennyson may have referred to the roller towel when he wrote:

For men may come  
And men may go,  
But I go on forever.

Frank Hutchinson (A. Krolik & Co., Detroit) gave a dinner party to a few of his gentlemen friends in Detroit last Saturday. Among the gentlemen who attended were Ed. Mayers, Walt. Fuller and Mike Clarkin. Others who attended were Ed. Sovereign, Joe Kain and the writer. While we stated that Mr. Hutchinson gave the party, each paid for his own lunch—a regular Dick Smith affair.

In order to keep abreast of the times and also give the type puncher more work, we are going to give a list of the twenty greatest traveling "smear" players of all time:

- Ed. Sovereign.
- John Califf.
- H. B. Wilcox.
- Mrs. H. B. Wilcox.
- Sam Simmons.
- Dan Zant.
- Cliff Herrick.
- Jake Johnson.
- Bill Berner.
- H. L. Proper(?).
- Louie Firzlafl.
- Barney Stratton.
- Howard Damon.
- Walter Shellington.
- Harry Winchester.
- Wally Wendell.
- Terry Barker.
- Malcolm Winnie.
- C. Ben Hansen.
- Walter Ryder.

The Downey House, at Lansing, went up in smoke last week. Bet the smoke didn't go any higher than the rates did after the place was remodeled a couple of years ago!

Referring to Fred Richter's request of last week that we mention a Traverse man in our bachelor's list, we wish to state that, owing to the great scarcity of girls and old maids in this section of the country, we would ask Freddy to look after his own territory. We have taken the lower half of Michigan and Wisconsin and now take pleasure in presenting the north-

ern half of each state to the Traverse City correspondent.

We met Ed. Sovereign one week after he had been in a Pere Marquette Railroad wreck and he was still shaking and he had a great bunch of white hair added to his top piece as a result of the catastrophe.

There have been several complaints from the boys about the hotel at Marion—roller towels and unclean lavatories. Get busy, hotel management.

We were very much surprised to hear of the announcement of our friend, Dave Hoogerhyde, P. Stekettee & Sons' representative, as candidate for alderman of the sixth ward. Well, some traveling men keep dropping back in spite of all.

Harry Schlanger, the popular merchant of Omer, after thinking over the matter very carefully for two years, has finally decided that Omer is about as good as any town in the State—hence he has withdrawn his stock from sale.

Joe Iseman, of Detroit, the Old Colony rubber man, has been elected chief of the Ananias Club of Michigan for the year 1912.

Wm. A. Lovelace, with Barclay, Ayers & Bertch, has resigned and accepted a position with the Chicago Machinery Exchange. Mr. Church will fill the position left vacant by Mr. Lovelace.

Geo. Sanford is manager of the Bellaire House, at Bellaire. This information in itself is nothing out of the ordinary. Everybody who gets anywhere near Bellaire knows Geo., either by face or sound. Geo. brought in a lame duck the other day and put it in a basket to care for it. A bunch of ruffianly traveling men, headed by Chief Ruffian John Hondorp, procured a dead duck and exchanged it for the live one. Of course, Sanford thought his duck had died, but when he stepped from the office the boys would change ducks again. Finally Sanford concluded the duck had been sleeping and after several switches he decided that he would never take another drink.

Bill Cook and wife, of Kalamazoo, attended the U. C. T. dance Saturday night.

The 5:30 P. M. train going north Friday was held up at Alpine, twelve miles north of Grand Rapids, for a long time waiting for a couple of freight trains that were stalled in the snow. The boys would much rather stay in Grand Rapids than Alpine and the P. M. should certainly know where their freight trains are.

Harry Hydorn, notorious Secretary of Grand Rapids Council, No. 131, celebrated his 27th birthday anniversary on St. Valentine's day. A surprise party was given in his honor by a number of his friends.

Has your wife ordered her new dress for the banquet? We've quit worrying about ours.

We were very sorry to hear that our bald headed friend, Tom Trinder, became jealous of Joe Kain as soon as we published Joe's age in the eligible bachelors' list. We are not jealous of Joe on account of his age.

We're jealous because he's a bachelor.

Norman Eggeman writes that we made a mistake in giving his age. It should read 19 instead of 21. We're both liars.

Just to show we're not naturally grouchy and have it in for all hotels, we wish to state that the Marsh Hotel, at Boyne Falls, has discontinued the roller towel and has made everything as strictly sanitary as possible. We wish to congratulate Brother Marsh and his estimable wife and we think the example should be a good one to be followed by a few other hotels. They are bound to do it sooner or later anyway.

The first signs of spring appeared at the regular meeting of Grand Rapids Council, No. 131, on Saturday, Feb. 13, when John Martin and Wilbur Burns appeared in their minstrel vests.

John D. Martin is guilty of the following:

"We can daffodil on Hydorn,  
Hondorp or Hanifin—gee, it's fierce;  
But we freely confess, it's a mighty bad mess  
To daffodil on Franklin Pierce."

The meeting Saturday evening, Feb. 3, of Grand Rapids Council was Past Senior Counselors' night; and it was a fine sight to see the "hasbeens" occupying the different stations and conducting the meeting, and they all "came back" good. Walter S. Lawton, acting as Senior Counselor, Wilber S. Burns, Past Counselor, Will Holden, Junior Counselor, John Hondorp, Conductor, Walter F. Ryder, Page, and John Kolb, Chaplain, conducted the initiatory work of a large class of candidates in splendid shape without a ritual in sight.

"Tommy" Driggs, who occupied the seat of honor at the right of the Senior Counselor at the U. C. T. meeting on Feb. 3, added a beautiful touch to an enjoyable evening. "Tommy," as he is lovingly called by his associates, is the oldest as well as one of the most beloved members of No. 131.

Joe Jacobson, Greenville, has just returned from an extensive trip through the Eastern States. Joe, who is a member of Jacobson Bros., department store, reports that the business outlook through the East seems much brighter.

The Michigan Central and the Pere Marquette are showing keen rivalry as to which can lose the most time. Sunday the M. C. pulled in four hours late. Not to be outdone the P. M., due at 9:45 p. m. on Monday, arrived in Grand Rapids at 4:45 a. m. Tuesday.

John Hach, Jr., of Coldwater, for Grand Sentinel, United Commercial Travelers.

J. M. Goldstein.

**A New Commandment.**

Evidently the local bank had been a party to an embarrassing incident, for, over the Cashier's wicket, in fresh black letters, hung the following, "Honor thy father and thy mother, but not a stranger's check."

**Lower Values Ahead For Potatoes.**

Toledo, Feb. 13—Prices on potatoes have been so high that trade is not taking hold very freely. I expect to see a gradual decline in the market and it is possible that we will see a sharp decline.

Hundreds of cars have arrived in market frozen, and this alone has damaged the market very materially. Diverting points have quite a supply of cars which have been held and fired and are in good condition to go forward; and these dealers are already shading the asking price in order to move some of the accumulation. In addition to this feature, a good many of the Michigan shippers are anxious to move their warehouse stock on present market, weather permitting, and I can see nothing in sight but lower values.

George Wager.

**His Offense Was Light.**

Grand Rapids, Feb. 12—Miss Smith, the young lady in the office of our official scribe, J. M. Goldstein, Saturday morning called several of the members of No. 131, U. C. T., and asked of each some contributions for the Tradesman, for she had received word that Mr. Goldstein was "unavoidably" detained in Detroit. The boys, feeling some apprehension, immediately called Detroit by phone, and after getting Capt. O'Connor on the line, was told the offense was light and that Mr. Goldstein could return to his home early the coming week.

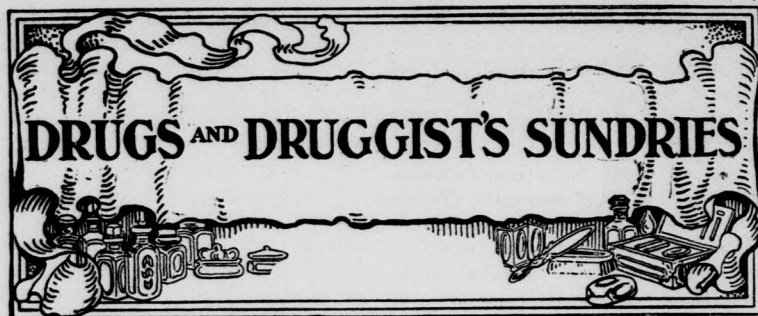
One of J. M. Goldstein's Helpers.

Marquette Mining Journal: Jim Harden, traveling out of Chicago with a line of mining supplies, has received from Walter Yeazel, of Frankfort, an announcement of the opening of the new Hotel Yeazel at that place. All of the traveling men then in the Douglass House were interested as Walter Yeazel once was the friend of every one of the fraternity. Mr. Yeazel was for a number of years clerk of the Hotel Marquette at Marquette, and later of the Andrews Hotel at Minneapolis. About two years ago he bought a fruit farm at Frankfort and moved there. In the village was the old Hotel Truesdell. Mr. Yeazel sometimes had to stay at the Truesdell when going into Frankfort to sell his fruit, and the old passion for pounding a bell and yelling "Front" came back to him. He purchased the house and has transformed it into a modern hostelry.

John W. Simmons, aged 57 years, formerly traveling salesman for the Globe Knitting Works, died yesterday of paralysis at his country home on the Michigan avenue road. He is survived by a widow and one son, Irland Simmons, of this city. He had resided in Grand Rapids for many years. Private funeral services will be held to-morrow.

The Michigan Sorter Co has erected a factory at Madison avenue and the P. M. tracks for the purpose of manufacturing a potato sorter.

If wishes were wings good works would soon cease.



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

**Michigan Retail Druggists' Association.**  
 President—D. D. Alton, Fremont.  
 First Vice-President—J. D. Gillo, Pompell.  
 Second Vice-President—G. C. Layerer, Bay City.  
 Secretary—R. W. Cochran, Kalamazoo.  
 Treasurer—W. C. Wheelock, Kalamazoo.  
 Executive Committee—W. C. Kirschgessner, Grand Rapids; Grant Stevens, Detroit; R. A. Abbott, Muskegon; Geo. Davis, Hamilton; D. G. Look, Lowell; C. A. Bugbee, 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. Fanchboner.  
 Secretary and Treasurer—Wm. H. Tibbs.  
 Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

#### The Physician and the Pharmacist.

Physicians need pharmaceutical advisers, those whom they may consult concerning desirable methods of preparing medicines for administration, their incompatibilities and similar questions, upon which it is difficult for physicians to keep posted. During recent years many physicians have been inclined to forsake their corner druggist, because he has been tried and too often found wanting, and have pinned their faith to pharmaceutical manufacturers and promoters of specialties and their detail men. Dependence on the specialty proprietors has, however, been disastrous—so disastrous that well-informed physicians will have no more of the detail men.

The recent reports of the Council on Pharmacy and Chemistry of the American Medical Association and of the Association's chemical laboratory demonstrate amply that entire dependence can not be placed on manufacturing pharmacists and their endless assortments of ready-made tablets, elixirs and syrups.

While it has not been the aim of the American Medical Association in its propaganda for honest medicines to specially favor the retail pharmacist and to work in his interests, its publications are such that the retail pharmacist could use a large part of them as arguments that he deserves the confidence of the practicing physician. The recent reports from the Association's chemical laboratory giving the results of examinations of

tablets of bismuth, phenol and opium and of certain compound digestive tablets might well be used by the pharmacist as an argument to physicians, that instead of using the thousand and one ready-made tablets offered by manufacturers, it would be to the advantage of the physician as well as the patient, if, instead, he would prescribe remedies to be put up by the pharmacist. Again, the reasons given by the Council on Pharmacy and Chemistry for not recognizing the chemical substance, quinine arsenate, can be used by the pharmacist as another argument why the physician should write prescriptions. Quinine arsenate, it should be stated, was rejected by the Council because it was held that this compound containing both quinine and arsenic was such that it could not be used in quantity to get an efficient dose of quinine without getting too much arsenic, or if used for its arsenic value, its quinine content was too small to be of any use. Instead, it was suggested that physicians had better combine quinine and arsenic in their prescriptions in the quantities that are adapted to the needs of the individual patients. While quinine arsenate is a definite chemical substance the arguments given against its use will apply to most proprietary mixtures.

As another illustration of the possibilities which lie before pharmacists, a recent discussion in the Journal of the American Medical Association regarding the investigation of ergot preparations carried out by Edmunds and Hale, in the Hygienic Laboratory of the United States Public Health and Marine Hospital Service, may be taken. This examination showed in the first place that the proprietary preparations of ergot claimed to be wonderfully reliable, potent and permanent, possessed none of these qualities. The examination further showed that fluid extracts made by different firms, although claimed to have been standardized physiologically, on the other hand did not compare favorably with a fluid extract made in a small way by the authors. It is interesting to note that the Journal of the American Medical Association, in commenting on this work editorially, suggested that:

"Such results suggest that a reliable pharmacist following the official method may be able to supply the physician with as good preparations as the large manufacturing houses, or even better."

In other words, the editor evidently believes that the time when the

pharmacist might with advantage make his own fluid extracts has not passed, even in the case of such a drug as ergot.

Happily, there are signs that pharmacists are awake to the tendency of the times and are making efforts to devote more attention to the professional side of their profession; and, as a result, there is a tendency on the part of physicians to go back to the old times, and once more get in touch with their druggist. The pharmacist, however, must realize that physicians need real pharmacists as advisers and not druggists, who, while prominent at "Get-together-dinners" with talk of U. S. P. and N. F. Propaganda, neglect their prescription counters to prepare grewsome "patent medicine" displays and advertising dodges in their front windows.

An illustration that pharmacists do not always appreciate the needs and demands of physicians was given some time ago by an editorial discussion in a drug journal in which was lauded as a shining light one of the class of druggists who would "work" the doctor as did the detail men in the past. This drug seller decorated his front window with a sign which read:

"If You Have No Family Physician, Let Us Recommend One." To supply the desired name of the proposed physician to the unwary passer-by who might be attracted by the sign, this seller of drugs placed the names of all doctors in his neighborhood on cards, shuffled them, and then "deal," so to say, "from the top of the deck" when his advice was asked. The drug journal says:

"The list of doctors in the store includes about a score of names and addresses of efficient physicians residing in the vicinity of the store, and, in recommending them, a system of rotation and alternation is employed. Having recommended one doctor, the clerk crosses off that physician's name, and when the next request for a good physician is made, he selects the doctor whose name appears next on the list."

It appears that the drug seller feels proud of his Paris-like judgment, and the drug journal apparently believed that physicians were devoutly thankful for the recommendation thus given! This much may be said of this seller of drugs: His advice is on a par with that which he gives when he recommends a "patent medicine" of the composition of which he is ignorant, for a disease that he does not understand.

The plan proposed by this druggist is, of course, an insult to the medical profession, and it is evident that this has been generally appreciated,

for the scheme does not appear to have found favor.

I am convinced that physicians fully appreciate the help which pharmacists can give them, and it only remains for the individual pharmacist to go to the individual physician and demonstrate that he is the one that may be relied on. This plan of procedure, I am sure, promises much good both for the pharmacist and the physician, and is my excuse for presenting this thought at this time.

W. A. Puckner.

#### The Boss Says:

1. Don't lie. It wastes my time and yours. I am sure to catch you in the end, and that is the wrong end.

2. Watch your work, not the clock. A long day's work makes a long day short; and a short day's work makes my face long.

3. Give me more than I expect, and I will give you more than you expect. I can afford to increase your pay if you increase my profits.

4. You owe so much to yourself you can not afford to owe anybody else. Keep out of debt, or keep out of my shop.

5. Dishonesty is never an accident. Good men, like good women, never see temptation when they meet it.

6. Mind your own business and in time you will have a business of your own to mind.

7. Don't do anything here that hurts your self-respect. An employe who is willing to steal for me is willing to steal from me.

8. It is none of my business what you do at night. But if dissipation affects what you do the next day, and you do half as much as I demand, you'll last half as long as you hoped.

9. Don't tell me what I'd like to hear, but what I ought to hear. I don't want a valet for my vanity but one for my dollars.

10. Don't kick if I kick. If you're worth while correcting you're worth while keeping. I don't waste time cutting specks out of rotten apples.

#### The Drug Market.

Quicksilver—Has advanced.  
 Mercurials—Are tending higher.  
 Soap Bark Cut—Is advancing.  
 Oil Anise—Has advanced.  
 Oil Lemon Grass—Has declined.  
 Oil Bergamot—Has advanced.  
 Short Buchu Leaves—Are higher.  
 Golden Seal Root—Has advanced.  
 Ipecac Root—Is lower.

#### A Definition.

Little Nell—What's a widower?  
 Little Bess—Why, a widower is the husband of a widow, I suppose.

Any man can prove that he is right—from his own point of view.



**C. P. B.**  
 STANDS FOR A SATISFACTORY  
**BLUING**  
 See Price Current  
**Jennings Manufacturing Co.**  
 Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Table listing various drugs and their prices, including sections for Aceticum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrups.

Table listing oils and other products, including sections for Oils, Paints, and various chemical compounds like Saccharum La's, Salacn, Sanguis Drac's, etc.



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

LOWNEY'S COCOA

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



Our New Home

Corner Oakes and Commerce

Only 300 feet from Union Depot

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

Respectfully,

Grand Rapids. HAZELTINE & PERKINS DRUG CO.

GROCERY PRICE CURRENT

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

Table with columns ADVANCED and DECLINED. Items include Coffee, Roasted Cheese, Rolled Oats, Dried Fruits, Farinaceous Goods, Jelly, Provisions, Brooms, Chocolate, Pickles, Playing Cards.

Index to Markets

By Columns

Table listing market categories A through Y and their corresponding column numbers. Categories include Ammonia, Axle Grease, Baked Beans, Bath Brick, Brooms, Butter Color, Candles, Carbon Oils, Cereals, Cheeses, Chicory, Chocolate, Cider, Sweet, Clothes Lines, Coconut, Coffee, Confections, Crackers, Cream Tartar, Dried Fruits, Farinaceous Goods, Fishing Tackle, Flavoring Extracts, Flour, Fresh Fish, Fruit Jars, Gelatine, Grain Bags, Grains, Herbs, Hides and Pelts, Horse Radish, Jelly, Jelly Glasses, Mapleine, Mince Meats, Molasses, Mustard, Nuts, Olives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Soused, Spices, Starch, Syrups, Table Sauces, Tea, Tobacco, Twine, Vinegar, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

Table listing market categories 1 through 3 and their corresponding column numbers. Categories include Arctic Ammonia, Axle Grease, Baked Beans, Bath Brick, Brooms, Butter Color, Brushes, Canned Goods, Candles, Carbon Oils, Cereals, Cheeses, Chicory, Chocolate, Cider, Sweet, Clothes Lines, Coconut, Coffee, Confections, Crackers, Cream Tartar, Dried Fruits, Farinaceous Goods, Fishing Tackle, Flavoring Extracts, Flour, Fresh Fish, Fruit Jars, Gelatine, Grain Bags, Grains, Herbs, Hides and Pelts, Horse Radish, Jelly, Jelly Glasses, Mapleine, Mince Meats, Molasses, Mustard, Nuts, Olives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Soused, Spices, Starch, Syrups, Table Sauces, Tea, Tobacco, Twine, Vinegar, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

Table listing market categories 4 through 8 and their corresponding column numbers. Categories include Cheating Gum, Confections, Chicory, Chocolate, Cider, Sweet, Clothes Line, Cocoanut, Coffees, Roasted Rio, Cough Drops, Nuts-Whole, Peanuts, Cereals, Breakfast Foods, Beans, Blueberries, Clams, Clam Bouillon, Corn, French Peas, Gorseberries, Hominy, Lobster, Mackerel, Mushrooms, Oysters, Peas, Peaches, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Carbon Oils, Perfession, Gasoline, Gas Machine, Deodor'd Nap'a, Cylinder, Post Toasties, CatSUP, Snider's pints, Sinder's 1/2 pints, Breakfast Foods, Bear Food, Cream of Wheat, Egg-O-See, Post Toasties T No. 2, Post Toasties T No. 3, Appetizo Biscuit, Grape Nuts, Malta Vita, Maple-Flake, Pillsbury's Best, Ralston Health Food, Saxon Wheat Food, Shred Wheat Biscuit, Vigor, Voigt Corn Flakes, Washington Crisps, Rolled Oats, Steel Cut, Monarch, Pillsbury's Best, Quaker, 18 Regular, Quaker, 20 Family, Cracked Wheat, Cheese, Acme, Bloomingdale, Carson City, Hopkins, Riverside, Warner, Brick, Leiden, Limburger, Pineapple, Sap Sago, Swiss, domestic, Baker's, Cleveland, Colonial, Epps, Huyler, Lowney, Lowney, Van Houten, Van Houten, Webb, Wilber, Cocoanut, Dunham's, Giggles, Fan Corn, Azulkit, Putnam Mental, Smith Bros, Nuts-Whole, Almonds, Drake, Almonds, California, soft shell, Brazils, Filberts, Cal. No. 1, Walnuts, sft shell, Walnuts, Marbot, Table nuts, fancy, Pecans, medium, Pecans, ex. large, Pecans, jumbos, Hickory Nuts, per bu., Ohio, new, Cocoanuts, Chestnuts, New York, State, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy H P Suns, Roasted, Choice, raw, H. P. Jumbo, National Biscuits Company, Butter, N. B. C. Sq. bbl. 7 bx., Seymour, Rd. bbl. 7 bx., Soda, N. B. C. boxes, Premium, Select, Saratoga Flakes, Zephyrette, Oyster, N. B. C. Rd. boxes, Gem, boxes, Shell, Sweet Goods, Animals, Atlantics, Atlantic, Assorted, Avena Fruit Cakes.

6

7

8

9

10

11

Table of commodity prices for items like Soda Crackers, Uneeda Biscuits, and various oils and flours.

Table of commodity prices for items like Jaxon Terp. Lemon, Jennings (D. C. Brand) products, and various flours.

Table of commodity prices for items like O P Laxo-Cake-Meal, Cottonseed Meal, and various meats and oils.

Table of commodity prices for items like Smoked Meats, Sausages, and various oils and fats.

Table of commodity prices for items like Hemp, Russian, Mixed Bird, Mustard, and various oils.

Table of commodity prices for items like Sweet Mist, Tiger, Uncle Daniel, and various oils and fats.

# 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
  - 2-hoop Standard ..... 2 35
  - 2-wire Cable ..... 2 10
  - Cedar all red brass ..... 1 25
  - 2-wire Cable ..... 2 30
  - Paper Bureka ..... 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 ..... 85
  - Rat, wood ..... 80
  - Rat, spring ..... 75
  - Tubs
  - 20-in. Standard, No. 1 ..... 7 50
  - 18-in. Standard, No. 2 ..... 6 50
  - 16-in. Standard, No. 3 ..... 5 50
  - 20-in. Cable, No. 1 ..... 8 00
  - 18-in. Cable, No. 2 ..... 7 00
  - 16-in. Cable, No. 3 ..... 6 00
  - No. 1 Fibre ..... 10 25
  - No. 2 Fibre ..... 9 25
  - No. 3, Fibre ..... 8 25
  - Washboards
  - Bronze Globe ..... 2 50
  - Dewey ..... 1 75
  - Double Acme ..... 3 75
  - Single Acme ..... 3 15
  - Double Peerless ..... 3 75
  - Single Peerless ..... 3 25
  - Northern Queen ..... 3 25
  - Double Duplex ..... 2 90
  - Good Luck ..... 2 75
  - Universal ..... 3 00
  - Window Cleaners
  - 13 in. .... 1 65
  - 14 in. .... 1 85
  - 16 in. .... 2 30
  - Weed 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 ..... 2
  - Butchers' Manila ..... 2 25
  - Wax Butter, short c't 13 ..... 20
  - Wax Butter, full count 20 ..... 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. .... 55


**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 ..... 31
- El Portana ..... 33
- Evening Press ..... 32
- Exemplar ..... 32
- Worden Grocer Co. Brand
- Ben Hur
- Perfection ..... 35
- Perfection Extras ..... 35
- Londres ..... 35
- Londres Grand ..... 35
- Standard ..... 35
- Puritanos ..... 35
- Panatellas, Finas ..... 35
- Panatellas, Bock ..... 35
- Jockey Club ..... 35

**COCOANUT**

Baker's Brazil Shredded



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

**COFFEE**

Roasted

Dwinell-Wright Co's B'ds



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

**JENNINGS**

**CONDENSED PEARL BLUING**



- 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

- Lattz 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, 100 blocks 4 00
  - German Mottled ..... 3 50
  - German Mottled, 5 bxs 3 50
  - German Mottled, 10 bx 3 45
  - German Mottled, 25 bx 3 40
  - Marseilles, 100 cakes ..... 6 00
  - Marseilles, 100 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. Wrisley
- 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
  - Kirkoline, 24 4lb. .... 3 80
  - Pearline ..... 3 75
  - Soapine ..... 4 10
  - Babbitt's 1776 ..... 3 75
  - Roseine ..... 3 50
  - Armour's ..... 3 70
  - Wisdom ..... 3 80

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

- Scouring**
- Enoch Morgan's Sons
- Sapallo, gross lots ..... 3 50
  - Sapallo, half gro. lots 4 25
  - Sapallo, single boxes 2 40
  - Sapallo, hand ..... 3 40
  - Scourine Manufacturing Co
  - Scourine, 50 cakes ..... 1 80
  - Scourine, 100 cakes ..... 3 50

**G. J. Johnson Cigar Co.**

S. C. W. El Portana  
Evening Press Exemplar

**These Be Our Leaders**

**Carbon Coated Sales Books**

Every Size and Style

Prices ranging from .02 to .05 per book

Send us your sample and get our priced on your book

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

**Wilmarth Show Case Co.**

Show Cases  
And Store Fixtures

Take Division St. Car Grand Rapids, Mich.

**Mica Axle Grease**

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It increases 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.

**MACAULEY SAID**

Those inventions which have abridged distance have done the most for civilization.


**USE THE BELL**

And patronize the service that has done most to abridge distance

**AT ONCE**

Your personality is miles away

Every Bell Telephone is a long distance station.



**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**

**AXLE GREASE**



- 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.

I have 800 acres of land on Kalamazoo River near New Richmond, about 500 acres are heavily timbered with soft maple, ash and elm, on river bottoms, balance is high and dry and right in the fruit belt. I will trade this for a stock of general merchandise located in a live town. Harry Thomasma, 433 Houseman Bldg., Grand Rapids. 973

Wishes To Retire—Owner of a general stock that will invoice about \$30,000, wishes to retire on account of age and offers stock for sale. Located in Wisconsin's best farming community in a live country town of about 1,000 inhabitants. Only those in position to handle a proposition of this kind need reply. Address The Janssen-Ruedebusch Co., Real Estate, Mayville, Wisconsin. 972

Would a monthly income of \$50 to \$200 interest you? Have you at least \$50 and nerve enough to take a reasonable risk where there is every reason to expect tremendous profits? Act quick. Address M. E. Perkins, P. O. Box 245, Spokane, Washington. 971

Business For Sale—Live ready to wear store for men, women and children's clothing, doing \$36,000 a year. Fine location, stock will invoice about \$7,500, located in a good farming and manufacturing town of 20,000. Business has netted \$3,500 to \$4,000 for past three years. Good reason for selling. Grand chance for some one who is looking for an established business. Address Lock Box 95, Peoria, Ill. 969

Wanted—A place of not less than 600 population, in which to locate a weekly newspaper. Have a complete newspaper and job office outfit. Address S. care Michigan Tradesman, Grand Rapids, Mich. 968

For Sale—Stock farm implements, invoicing about \$4,000. First-class farming country. Only stock implements in town. Address 966, care Tradesman. 966

For Sale—One Toledo springless, self computing scale, new, weighs 12 pounds. For sale cheap. Reynolds Bros., Fenntville, Mich. 965

Money In Salted Peanuts. I have in stock number of salted peanut vending machines, best make. Put one in your store or on your candy counter. At price I make, you can pay for this machine in a month or six weeks. Better look into this. Wm. Winter, 9210-12 Erie Avenue, Chicago, Ill. 963

For Sale—Dry goods and shoe stock. Country town. Location only. Address H. J., care Tradesman. 975

For Sale—One of the freshest stocks of groceries in Michigan and located in the best town in the State. For further particulars address Lock Box 2043, Nashville, Mich. 976

For Sale—One of the best bakeries in Southern Michigan. Cheap if taken at once. Best of reason for selling. Population 2,500, two railroads, good schools and churches. Address Lock Box 372, Hudson, Michigan. 977

**GAS CONSUMERS.**  
Save 50c to \$5 on your gas bill every month with our gas governor. Great invention. Write for free circular today. Specialty Supply Co., Dept. G., Kewanee, Ill. 974

Free Tuition By Mail—Civic service, drawing, engineering, electric wiring, agricultural, poultry, Normal, academic, book-keeping, shorthand courses. Matriculation \$5. Tuition free to first applicants. Apply to Carnegie College, Rogers, Ohio. 959

Stock-Reducing Sales Agent—Every merchant has a stock of goods that does not move right and should be turned into money. As I have had 23 years' experience in this kind of work, please consult me, and I will come and look your stock over, and tell you what I can do for you. Address J. H. Brumm, Middleton, Wis. 961

For Sale—General merchandise store with hotel and corral in connection. Situated in Central Arizona. Address F. E. Marum, Hillside, Ariz. 960

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

For Sale—Stock of groceries and dry goods, located in town of 600. Doing \$20,000 business a year. Address No. 958, care Tradesman. 958

Patents of Value—Prompt and efficient service. No misleading inducements. Expert in mechanics. Book of advice and patent office rules free. Clements & Clements, Patent Attorneys, 717 Colorado Bldg., Washington, D. C. 957

For Sale—\$3,600 general merchandise, running stock, 80 cents takes it. Located, Hanover, Ill. Box 82, Miller, S. D. 956

For Sale—First-class shoe stock in lively manufacturing town, population 10,000. Excellent location, rent reasonable, liberal discount. I wish to leave the state. Address No. 953, care Tradesman. 953

For Sale—Shoe, dry goods and notion stock in Saginaw, doing a business of upwards from \$6,000. Invoices about \$3,500, stock all new. Corner store. Owner leaving city is reason for selling. Address Melze, Alderton Shoe Company, Saginaw. 952

To Exchange—Clear land and cash for general merchandise. Address Lock Box 147, Redfield, Kansas. 951

For Sale—Good, clean, up-to-date stock of general merchandise, invoice about \$5,000 to \$6,000; good reason for selling. Address Roby Orahood, Cooksville, Ill. 950

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

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—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

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 or Exchange—160 acres heavy virgin timber near railroad in Wisconsin. Want stock of clothing, shoes or good income property. Price \$3,000. 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

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

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

For Sale—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

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

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, 3/4 mile to best 2,000 city in Michigan, to exchange for general store. Address Exchange 428, care Michigan Tradesman. 774

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—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

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

## HELP WANTED.

High grade man to invest \$10,000 to \$20,000 and assist in management of Milwaukee, Wis. corporation, manufacturing farm implement, thousands sold annually. Large profits. Investment backed by bond. Good salary. Correspondence strictly confidential. Write No. 961, care Michigan Tradesman. 961

Wanted—A good honest steady young man of temperate habits, to work in hardware and implement store. Must be a good salesman. Good hand with machinery and good clerk. Neat and sober. E. Kirn, Henderson, Michigan. 962

Wanted—Partner with capital for incorporated real estate and farming company; large profits. Chisman & Conboy, Lisbon, N. D. 955

Free Tuition By Mail—Civic service, drawing, engineering, electric wiring, agricultural, poultry, Normal, academic, book-keeping, shorthand courses. Matriculation \$5. Tuition free to first applicants. Apply to Carnegie College, Rogers, Ohio. 959

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

Salesman Wanted—To carry line children's and infants' turn shoes and slippers on commission, through the following territory: Western and Northern States, tributary to Grand Rapids and Chicago. Send references with application. Address Box 131, Orwigsburg, Pa. 947

Wanted—Energetic salesman, calling on the department, variety, general, grocery stores, etc., to carry (as a sideline) a line of candies to be retailed from 10c to 25c per lb. Five per cent. commission. State territory desired. Binbauer Bros. Candy Co., 617 West 47th Street, New York. 954

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

Local Representative Wanted. Splendid income assured right man to act as our representative after learning our business thoroughly by mail. Former experience unnecessary. All we require is honesty, ability, ambition and willingness to learn a lucrative business. No soliciting or traveling. This is an exceptional opportunity for a man in your section to get into a big paying business without capital and become independent for life. Write at once for full particulars. Address E. R. Marden, Pres. The National Co-Operative Real Estate Company, L 371, Marden Building, Washington, D. C. 883

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

## SITUATIONS WANTED.

Wanted—By a man 33 years old, unmarried, a position as buyer of supplies and fixtures and systematizer in a large aggressive department store, or as assistant superintendent, together with above duties, in a smaller department store. Nine years' alert experience. Engaged with one of the most progressive department stores in the country. Desire a chance in order to enter a field of larger responsibilities, where superior executive ability is required. Highest credentials furnished. Address No. 964, care Tradesman. 964

Want ads. continued on next page.

# PRINTING

## For Produce Dealers

Letter Heads, Bill Heads, Business Cards

Envelopes, Statements

Shipping Tags, Order Blanks

In fact, everything that a produce dealer would use, at prices consistent with good service. \* \* \* \* \*

## TRADESMAN COMPANY

GRAND RAPIDS, MICH.

## SUCCESSFUL SALESMEN.

## J. M. Goldstein, Representing Edson, Moore &amp; Co.

James M. Goldstein was born in Grand Rapids March 12, 1879, being the eldest of a family of four children. His father was at that time a clerk in the clothing store of Houseman & May. He subsequently conducted a grocery store on East Bridge street. He also traveled on the road about twenty years for the wholesale dry goods house of Edson, Keith & Co., of Chicago. When James was 2 years old the family removed to Chicago and from the time he was 5 until he was 14 his attention was claimed by the public schools of that city. At the age of 14 the family removed to Lakeview, where the elder Goldstein engaged in the dry goods business. James worked behind the counter of this store three or four years, when he was invited to go to Detroit to take the position of house salesman for A. Krolik & Co. He remained with this house four years, when he was offered the position of Western Michigan salesman for Edson, Moore & Co., succeeding Ira M. Smith, who had long represented that house in this territory. He has filled this position for the past eight years with credit to himself and with satisfaction to his house. He saw his trade every thirty days at least, calling on the city trade of Grand Rapids once a week. For the last two years he has maintained an office here. A few weeks ago he was given an opportunity to acquire an interest in the Ira M. Smith Mercantile Co. and become manager of the Rye & Adams dry goods store at Ludington. After giving the matter due consideration, he accepted this proposition and very reluctantly bids farewell to the ranks of the traveling men, for a time, at last. He has closed up his accounts with Edson, Moore & Co. and is now engaged in installing his successor in office. His successor is Milo Whims, who has been covering the Upper Peninsula for the past three years for Edson, Moore & Co., with headquarters at Ishpeming.

Mr. Goldstein was married July 20, 1903, to Miss Josephine Berard. They have a son, 8 years of age, who has been given the cognomen of Gaylord Gillis Goldstein.

Mr. Goldstein is a member of the Elks and has won some distinction as chairman of the Entertainment Committee. He is official reporter of Grand Rapids Council, No. 131, U. C. T., and is also a member of the Knights of the Grip. For the past six months or more Mr. Goldstein has been a regular correspondent of the Tradesman, covering the U. C. T. field in particular and traveling men generally in a broader way. His work has been very satisfactory, because it possesses the marks of inherent genius. After Mr. Goldstein had sent in several letters, the editor of the Tradesman wrote him as follows:

"I desire to commend the character of the matter you are kindly contrib-

uting each week to the Michigan Tradesman.

"It is witty without being silly.

"It is sharp without being malicious.

"Your personal jokes leave no bad taste in the mouth and no bitterness in the heart.

"Many writers apparently labor under the impression that a joke should be rubbed in so deeply that it rankles—that personal matters should be publicly paraded until they hold



the victim up to scorn and ridicule. You do not belong to that class. You touch personal matters lightly and kindly, leaving smiles and sunshine in your pathway."

Subsequent acquaintance with Mr. Goldstein has increased the admiration the Tradesman has always felt for his work and his methods.

Mr. Goldstein has one hobby and that is athletics. There is nothing in the athletic line that he does not enjoy, either as a spectator or a participator. He attributes his success to giving everybody a square deal and if he carries into his new duties the same degree of energy and shrewdness and patience that he has given his old position, there is no question as to his complete success. Like many other men of a similar character, Mr. Goldstein has set his mark high and predicts that he will ultimately gravitate back to Grand Rapids to take a responsible position with an establishment where his duties will be broader and his opportunity for advancement greater. The Tradesman believes that a man who sets a mark like that and stays by it can surely achieve the highest measure of success.

## The Grocer's Grief.

A woman living in an aristocratic suburb a mile and a half from her grocer, goes to the phone:

"This you, Central? 454, please.

"This you, Mr. B?"

"Please charge and send ten cents' worth of animal crackers and pick out the elephants, as the baby is afraid of them."

Battle Creek—The Hayes Auto Starter Co. has engaged in business with an authorized capital stock of \$5,000, of which \$3,600 has been subscribed and \$1,100 paid in in cash.

## Local Exhibits Feature of Traverse City Convention.

Traverse City, Feb. 13—Traverse City is fully prepared to entertain the State convention of the Michigan Retail Grocers' and General Merchants' Association. Beginning last evening every train from the south has brought in delegates from the cities in the southern and eastern part of the State, the largest number arriving on special cars over the Pere Marquette this afternoon.

The country store and manufacturers' exhibit are now in position to be inspected by the general public at the garage of the Grand Traverse Auto Co. and the array of products made in Traverse City make a very imposing sight, which gives the people an accurate idea of the real position of the city as a manufacturing center. All the leading factories of the city are represented with a complete line of the goods they make, and careful inspection shows that everything is of the highest possible standard in the various lines.

The goods are tastily arranged on tables, each exhibitor being given a particular space in which to properly show off his products. The store is stocked with products from the factories and wholesale stores with which the local merchants deal, and everything on display was donated to the Traverse City Business Men's Association. At the close of the convention these articles will be sold to the local business firms at their wholesale price and the proceeds turned into the treasury of the Association to help defray the expenses of the convention. It is a unique idea and will prove a popular feature of the meeting.

The scene around the headquarters at the Park Place was a busy sight this forenoon, as this is the place where the delegates register and are assigned to their quarters that they will occupy while in the city. All the arrangements were made without any friction and by evening everything will be in ship-shape for the business sessions.

To-day the delegates were piloted around the city by local members and shown some of the sights, which made a very pleasant feature of the first day's gathering. The delegates represent the business interests of the State and the convention will prove a good thing for Traverse City, as it will for the visitors from the southern part of the State, who in many instances have no very clear idea of the real industrial importance of this part of the State.

In order to give the exhibits a touch of the Grand Traverse reputation, Frank Smith has an exhibit from his Peninsular fruit farm, consisting of fourteen boxes of different varieties that will attract a great amount of attention, as it is all select exhibition fruit and will show the delegates who have never seen a real Traverse City apple what is being raised in this section.

Both the store and exhibit can be seen by the general public, to whom an invitation is given to come at any

time and look it over. The doors will be open to-night and will continue open until Thursday night, when the convention will end.

President DeBats has appointed the following special committees:

Constitution and By-Laws—Chas. Wellman, Port Huron; Chas. W. Reck, Lansing; C. G. Hill, Jackson; Joseph Sleder, Traverse City; L. P. Strong, Vicksburg.

Resolutions—Fred W. Fuller, Grand Rapids; M. J. Maloney, Detroit; W. H. McMorris, Bay City; J. A. Lake, Petoskey; C. W. Grobe, Flint; Henry J. Scarberg, Kalamazoo.

Auditing—J. D. Avery, Tecumseh; E. A. Hudson, Rochester; E. W. Garner, Flint.

Credentials—T. C. Woods, Port Huron; Frank Merrill, Grand Rapids; W. J. Cusick, Detroit.

## Some New Resolves We Should Make.

To bear failure with courage and success with humility—to follow our judgment that judgment may not follow us—to whine a little less and work a little more—to defy duty rather than the dollar—to be a little less gratified and a little more grateful.

To consult the heart in charity and the head in business—to be lavish in praise and negligent in blame—to speak in small type and think in capitals—to measure men more by merit than by money—to keep the bank-roll in the pocket and out of conversation—and to remember that the dollar sign is the last and not the initial letter in success.

To be chary of giving advice and wary of accepting it—to stand pat in friendship, conviction and promise—to restrain habit and make a habit of restraint—to remember that duty, and not charity, begins at home—to carry a mirror to our own faults rather than a telescope to other people's—and to remember that the defects we see in others are but the reflection of our own.

To give a man his due before he is dead, because Providence will see that he gets it afterward—to remember that the echo of a knock reacts on the knocker—to reflect that men are better than they seem, and that we ourselves seem better than we really are—to stand on our merit and seek our ends independent of influence—to obligate neither our pockets nor our self-respect—to extend to others that same degree of mercy which has permitted us to live so long—and to remember that our enemies are just, whereas our friends are merciful.

And as an infallible guide to "where we get off," to remember that we are but petulant units in a billion humans, on a planet which is but an atom in a cloud of solar dust, in a universe whose worlds are more innumerable than the sands that girt the shores and line the depths of the unplumbed sea.

## BUSINESS CHANCES.

I teach penmanship by mail. The position—securing salary-raising kind. Journal and pen free. Francis B. Courtney, Box 2174, Cedar Rapids, Iowa. 978

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



**There is No Stronger Proof of Merit than Continued Popularity**



**H**OLLAND RUSK has grown in popularity from year to year. The sales are constantly increasing. This can be due to but one thing The sale of one package means a steady customer. The merits and all-round usefulness make it a seller—a quick repeater. Are you getting your share of the sales? If not, order a case from your jobber today.



**Holland Rusk Co. ::: Holland, Mich.**

**Avoid Imitations**

**Look for the Windmill on the Package**



IMPORTED FROM HOLLAND

**Always Delights Consumers and Wins Friends for the Dealer**

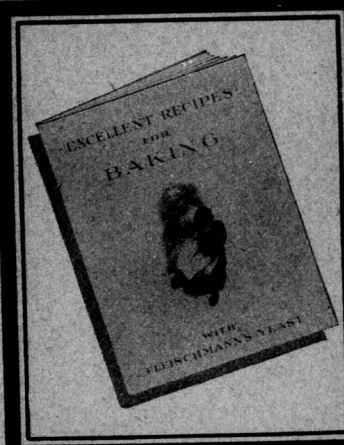
The wonderful success of FROU-FROU was assured from the start because a trial is all that is needed and the goods sell themselves. Write for samples and prices.

**BISCUIT FABRIEK "DE LINDEBOOM"  
AMERICAN BRANCH—CHICAGO, ILL.**

# Reasonable

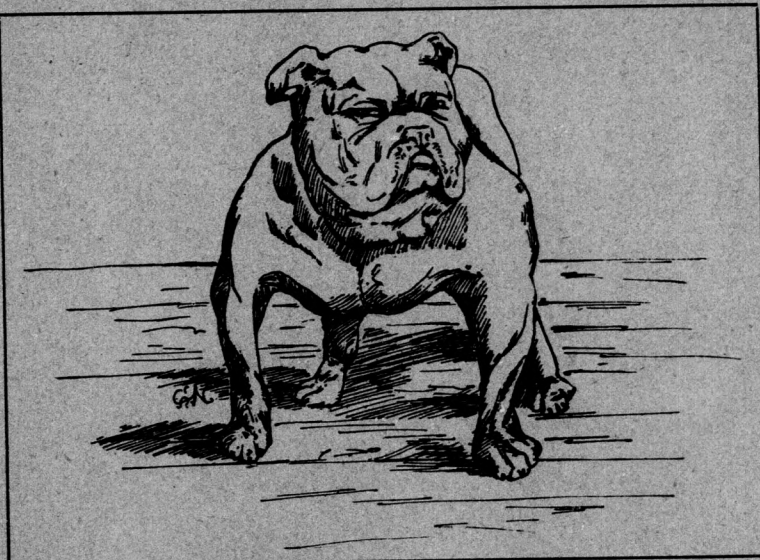
We make candy for profit which you can sell at a profit and which your customers can *eat* with profit. The profit is mutual and the Supreme court is satisfied. . . . .

**PUTNAM FACTORY, National Candy Co.  
Grand Rapids, Mich.**



**I**NCREASE your sales by requesting your customers to write for one of these books. They are absolutely free.

**THE FLEISCHMANN CO.  
427 Plum Street,  
CINCINNATI, OHIO.**



## Don't Depend On a Dog

We know it is mighty hard work to convince the owner that his particular dog isn't the best all around store protector and the most voracious

### Burglar Eater

on earth, but as a matter of fact thousands of stores have been robbed where nearly everything was taken except the dog—and they could prob-

ably have coaxed him off if they'd had any use for him. Dogs are all right for pets, but when it comes to protection for money, books and papers they don't stack up with a

### First Class Safe

We have the right kind, the kind you need. Write us today and let us quote you prices.

**Grand Rapids Safe Co. Grand Rapids, Mich.**

Tradesman Building

po- kind. our- 978 dem. g for East 904



# Are You Satisfied with your Windows?

If you are not, then you are Groping in the Dark

**ONKEN**  
INTERCHANGEABLE  
WOOD WINDOW FIXTURE  
**YOUNITS**  
TRADE MARK

My Set of Interchangeable Wood Window Fixture YOUNITS for the Retail Grocery Trade will Positively Revolutionize the Drawing Power of your Show Windows

E. D. STARBUCK & CO.  
SARATOGA SPRINGS, N. Y.  
Saratoga Springs, N. Y., April 11, '11.

The Oscar Onken Co.  
Cincinnati, O.

Gentlemen:—We recently bought from you a set of your "YOUNIT" Window Fixtures.

We have made many attractive window trims with same. They stand in a class by themselves, as we can do more with them than any other fixtures we ever had.

If it were not possible to secure another set, we WOULD NOT sell them for TWICE what they cost.

Yours truly,  
E. D. STARBUCK & CO.

Read the Above Letter  
Then Send for "A MESSAGE FROM HELL."  
It Has a Moral and Tells All About YOUNITS.

## Special Sets I Make

No. 14 Set. 125 YOUNITS PRICE \$26.00  
For two large grocery windows and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods.

No. 4 Set. 110 YOUNITS PRICE \$20.00 net  
This set is made for the general store trade. This set can be used for displaying groceries, hardware, shoes, clothing, dry goods and furnishings.

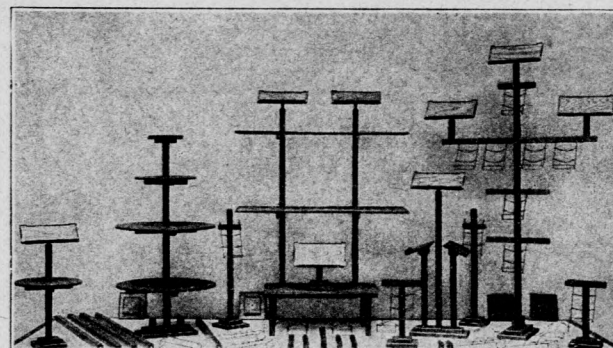
F. O. B. Cincinnati Factory.

Finish. Made of Select Oak in 1 Stock finish  
Weathered Oak, all in a soft mellow waxed finish.

Storage Chest. Each set is put up in a hard wood hinged-lid storage chest (oiled finish.) A place to keep the unused YOUNITS.

Book of Designs. A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

Every Set Guaranteed to Give Satisfaction.  
Shipments made at once.



Copyright, 1911 The Full Set Patented, 1911

The above illustration shows the entire set of No. 14 Grocery Window Fixtures, comprising 125 YOUNITS to the set. There are 10 oblong Display Slabs made of well-seasoned lumber for displaying box and package goods; they are fitted with detachable metal stop for holding box goods on slab when same are tilted. There are also 5 Square and circular disc slabs (assorted sizes) for displaying bottles, packages and making pyramid displays. The remaining 110 YOUNITS consist of Base Blocks, Uprights, Cross Arms, Individual Bottle Holders and extension YOUNITS in assorted lengths and sizes which will enable you to make fixtures to suit your requirements.

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