

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, MARCH 20, 1912

Number 1487

Galatea

A moment's grace, Pygmalion! Let me be
A breath's space longer on this hither land
Of late too sweet, too sad, too mad to meet.
Whether to be thy statue or thy bride—
An instant spare me! Terrible the choice
As no man knoweth, being only man;
Nor any, saving her who hath been stone
And loved her sculptor. Shall I dare exchange
Veins of the quarry for the throbbing pulse?
Insensate calm for a sure-aching heart?
Repose eternal for a woman's lot?
Forego God's quiet for the love of man?
To float on his uncertain tenderness,
A wave tossed upon the shore of his desire,
To ebb and flow whene'er it pleaseth him;
Remembered at his leisure, and forgot,
Worshipped and worried, clasped and dropped at mood,
Or soothed or gashed at mercy of his will,
Now Paradise my portion, and now Hell;
And every single several nerve that beats
In soul or body, like some rare vase, thrust
In fire at first, and then in frost, until
The fine protesting fiber snaps?

Oh, who,
Foreknowing, ever chose a fate like this?
What woman out of all the breathing world,
Would be a woman could her heart select;
Or love her lover, could her life prevent?
Then let me be that only, only one;
Thus let me make that sacrifice supreme
No other ever made, or can, or shall.
Behold, the future shall stand still to ask
What man was worth a price so isolate?
And rate thee at its value for all time.

For I am driven by an awful Law.
See! while I hesitate it moldeth me,
And carves me like a chisel at my heart.
'Tis stronger than the woman or the man;
'Tis greater than all torment or delight;
'Tis mightier than the marble or the flesh.
Obedient be the sculptor and the stone!
Thine am I, thine at all the cost of all
The pangs that woman ever bore for man;
Thine I elect to be, denying them;
Thine I elect to be, defying them;
Thine, thine, I dare to be, in scorn of them;
And being thine forever, bless I them!

Pygmalion! Take me from my pedestal,
And set me lower—lower, love—that I
May be a woman and look up to thee;
And looking, longing, loving, give and take
The human kisses worth the worst that thou
By thine own nature shall inflict on me.

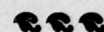
Elizabeth Stuart Phelps.

The House of Never

The House of Never is built, they say,
Just over the hills of the By and By.
Its gates are reached by a devious way,
Hidden from all but an angel's eye.
It winds about and in and out,
The hills and the dales to sever.
Once over the hills of the By and By
And you're lost in the House of Never.

The House of Never is filled with waits,
With just-in-a-minute and pretty-soos.
The noise of their wings as they beat the gates
Comes back to earth in the afternoons,
When shadows fly across the sky
And rushes rude endeavor
To question the hills of the By and By
As they ask for the House of Never.

The House of Never was built with tears,
And lost in the hills of the By and By
Are a million hopes and a million fears,
A baby's smile and a woman's cry.
The winding way seems bright today,
Then darkness falls forever,
For over the hills of the By and By
Sorrow waits in the House of Never.



The Man Who Wins

The man who wins is the man who works—
The man who toils, while the next man shirks;
The man who stands in his deep distress
With his head held high in the deadly press,
Yes, he is the man who wins.

The man who wins is the man who knows
The value of pain and the worth of woes,
Who a lesson learns from the man who fails
And a moral finds in his mournful wails;
Yes, he is the man who wins.

The man who wins is the man who stays
In the unsought paths and the rocky ways;
And, perhaps, who lingers now and then,
To help some failure to rise again.
Ah! he is the man who wins!

And the man who wins is the man who hears
The curse of the envious in his ears,
But who goes his way with his head held high
And passes the wrecks of the failures by—
For he is the man who wins.

For Mail Carriers, Policemen, Truckmen, Railroad Men



The Gold Seal

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.

“White House” Coffee — W I N S —

And, speaking “full and by,” WHITE HOUSE” is the cleanest, most honest and genuinely high-grade, straight coffee that was ever continuously marketed. There isn't another coffee, canned or uncanned, that begins to have the record for uniformity “White House” has, nor anywhere near its exquisite flavor and smooth, slick palatableness. MAKE a BUYING NOTE OF THAT. It's FACT.

DWINELL-WRIGHT CO.
PRINCIPAL COFFEE ROASTERS
BOSTON CHICAGO

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

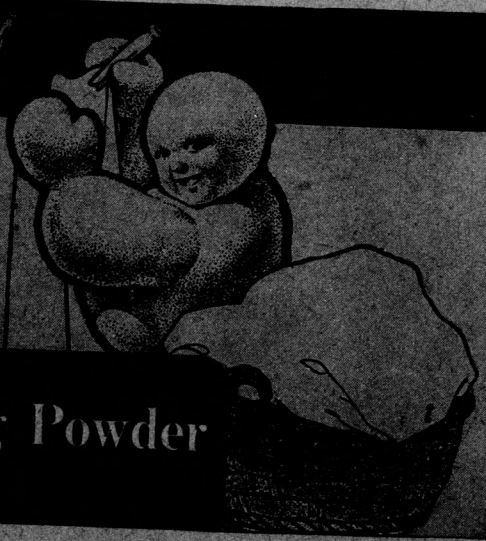
Tradesman Company
Grand Rapids

next time

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

Lautz **Snow Boy** Washing Powder

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



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GIVE FT. WAYNE A PARK.

Col. David N. Foster, formerly of this city and brother Samuel M. Foster, have immortalized their names in the city of Ft. Wayne, Indiana, by the gift of a strip of wooded river land from Broadway to Stellhorn's Bridge for park purposes, the land being dedicated to the public forever. The river frontage is approximately one and three-quarters miles. Announcement has been made by the brothers that the remaining two miles between their present gift and Stellhorn's bridge will be purchased by them and given to the city as quickly as the necessary deeds can be made out. The single restriction placed upon the gift is that the park be known officially as Foster Park. When the brothers have completed their purchase and turned over the land to the city they will have made a gift to the people of about 155 acres of ground and will have expended very nearly \$35,000, certainly a princely gift. A great many millionaires use their money in a selfish sordid way, quite out of keeping with the altruistic spirit of the times, which teaches us that a surplus wealth beyond the needs of self and family should be held by its possessor as a trust fund to be wisely administered during his life time and not after his death, for the benefit of mankind or more particularly for the community in which he lives. The Foster brothers went to Indiana in 1870 and have been prominently connected with the furniture building industry since that time. They have been active in the formation and management of many of the more successful enterprises of Ft. Wayne and are probably among the largest tax payers of the city.

BATTLE WITH PNEUMONIA.

Disease, as surely as fashion, moves in cycles. In the spring it is mumps and measles; in the autumn, typhoid, and now it is pneumonia. Once we thought that to battle this disease we must keep away from the air. But now trained nurses regard fresh air as a necessity to its cure.

A board of health in a Pennsylvania city has recently published a

statement which is equally true in all parts of the country and may be a revelation to some. The gist of it is that: "Pneumonia, like tuberculosis, is a house disease. You get it in a closed room instead of in the open air. It goes up with the doing down of the windows, rather than of mercury. The fouler the air the higher the pneumonia death rate. Dirty air is far more deadly than dirty water. Ventilate. Keep your windows open a little all the time; or at least throw them open wide for twenty minutes twice every day, especially the sleeping rooms. A house temperature of 68 degrees is recommended—better lower than higher."

The store room has every facility for the culture of pneumonia unless precaution is taken; although, as will be seen by the rules outlined above, the remedy is simple enough. Infinitely greater is the need for ventilation than in the home. There are many people entering who have come from homes of disease—not necessarily that known as contagious, yet still the contact is not wholesome. Colds, grippe in mild form and various other germs are striving for mastery. Ventilation is the single word which insures the salesman. Even if the room is a little cool, get the windows down from the top, or swing the doors wide open and take a few long breaths every time you commence to feel tired and dull. Remember that all the clean air you can get now is apt to be cold, and that it repels instead of inducing pneumonia. If the wind blows, try John D. Rockefeller's remedy, a newspaper chest protector—and a most effectual one. Fortify yourself with this and sufficient clothing to resist cold air, instead of trying to dodge it.

NEW FIELDS FOR CONQUEST.

Peary visited the North Pole and Amundsen has reached the South Pole. Does this mean that the work of exploration is finished, that the brave sailors and explorers must fold their hands and sigh that they have no more worlds to conquer?

Sir Ernest Shackleton points out in a most timely article in view of the Amundsen exploit, that "no more foolish mistake could be made and none more disastrous in its consequences" than to conclude that the work of exploration is done in our little globe. Writing in the North American Review on the future of exploration, he shows that in the polar regions and elsewhere tasks await the men of science and spirit who are worthy of their best qualities. There are many unread chapters in the book of geographical adventure.

To mention only a few: Central Labrador is practically untrodden;

Greenland is little known; the opening up of Thibet will be a slow process; the mountains and forests of New Guinea are still closed to their nominal owners; the Czar's Asiatic dominions will provide plenty of work for pioneers and explorers; the study of Africa is only just commencing; almost every kind of geographical research is urgently called for in South America, and, finally, there is the exploration of the marvelous submarine world.

It may be added that polar exploration is still in its infancy. A "dash" is dramatic, but it does not satisfy science; the poles have been "reached," but their regions have not been "explored" in the proper sense of the term. Much remains to be done by Arctic and Antarctic expeditions. The worlds have not all been conquered, annexed, mapped, described. There are thrills left in the business of scientific exploration, to say nothing of utility, interest, beauty.

The Bean Market.

A dull, dragging market in beans has remained with us during the week. There is just a fair demand for strictly choice hand-picked pea beans that are perfectly dry and sound. The off grades and screened beans are without purchasers, except at a long discount. There seems to be an inclination on the part of those holding beans to move off their lower grades before the coming of warm weather, and hold the strictly choice stock, and I am rather inclined to believe that when the time comes to get the long price for the good beans that the movement will be such that an advance will hardly be possible. The condition of most beans is seriously against their being shipped into a warm climate, and just at present those who are equipped with dryers are getting most of the business.

The red kidney bean market is practically at a standstill, and buyers at any price are hard to find. The demand for beans from now on will be limited on account of the coming of green vegetables from Southern markets.

E. L. Wellman.

Don't Smoke Here.

The Louisiana State Society for the Reduction of Fire Waste has issued posters for use in places where smoking might be dangerous. The posters are in red letters and announce, "Please don't smoke here. You would not steal our purse, but your carelessness with matches, cigarette or cigar or pipe might rob the owner of his business or his building."

The Woodhouse Co. has increased its capital stock from \$25,000 to \$100,000.

The Lansing Moving Van Ordinance.

We give below a copy of the Lansing moving van ordinance, which is operating very successfully in that city. The advantage of such a measure is obvious and in cities where it has been tried, notably Detroit and Lansing, it has proven a decided advantage to merchants, who are thus enabled, by a perusal of the reports of draymen on file with the chief of police, to keep track of undesirable customers, many of whom move to new locations when their credit has been destroyed, and thus evade payment of just claims. It will have the ultimate effect of eliminating this class. Such an ordinance would be of value in every city:

An ordinance requiring common carriers of goods and chattels to register the names and residences of the owners and to provide for a penalty for failing so to do.

Be it ordained by the Common Council of the city of Lansing:

Section 1. Every common carrier of goods and chattels within the city of Lansing operating any moving van, transfer wagon, express wagon, or delivery wagon, who may haul, move or cause to be hauled or moved any articles of household goods, trunks or personal effects in the possession or custody of any resident within the city of Lansing shall within twenty-four hours after such goods be so moved file with the chief of police of said city a full and correct statement of the movement of such goods and chattels, which statement shall include the full name of the owner or person in possession or custody of such household goods, trunks or personal effects, together with the address of the place from which and to which such hauling or moving has been done with the date thereof, and the name of the owner of the common carrier or person in charge of such vehicle.

The chief of police shall keep a book for recording of such statement and shall cause such statement to be recorded in such book, which shall be open for inspection of the public at all times.

Sec. 2. That it shall be unlawful for any person to give a fictitious name to deceive the person in charge of any vehicle hauling household goods, trunks or personal effects as to the ownership thereof.

Sec. 3. Any person violating any of the provisions of this ordinance shall upon conviction thereof be punished by a fine not exceeding ten dollars and in default of the payment of such fine shall be imprisoned in the city penitentiary until such fine is paid not exceeding fifteen days.

PLAN FOR MERCHANTS WEEK.

Discuss Various Problems at Wholesalers' Banquet.

The annual meeting and banquet of the wholesale department of the Association of Commerce occurred Monday evening, March 18, at the Pantlind Hotel and was attended by about one hundred persons. The program was more in the nature of an experience meeting than anything else, although matters of vital importance were touched upon from time to time, and the net result will be more concerted efforts in the furtherance of the plans of the Association.

The meeting was in charge of Chairman William B. Holden, who made a few introductory remarks regarding Merchants Week, explaining that the primary object of the meeting was to discuss plans, listen to suggestions and to adopt the most feasible ones.

Lee M. Hutchins called attention to the influence of travel in broadening the mind, believing that the trade extension trips and Merchants Week excursions served a useful purpose in taking men from the drudgery of office work, expanding their horizon of thought, enabling them to cultivate friendships that would result in increased business and a more harmonious feeling between wholesaler and retailer.

Guy W. Rouse voiced similar sentiments, stating that his experience had proven the worth of such projects and he was willing to back up his faith with a liberal contribution to carry on the good work. He suggested seeking the influence of the Retail Merchants' Association in an effort to have their annual meeting occur during Merchants Week, believing that it would be of mutual benefit; that credits, fire insurance and other questions that were of interest alike to wholesaler and retailer could be profitably discussed in a joint meeting. He advocated carrying a sample car of Grand Rapids products on the trade extension trip with the view of popularizing this city as a jobbing center. He suggested that the excursion should reach the Saginaw and Bay City territory, known as The Thumb, recommending an invasion of Detroit territory.

Lester J. Rindge supplemented these remarks by saying that it was our own fault if we did not succeed in interesting patrons in coming to Grand Rapids. He said that a great deal of enthusiasm had resulted from taking a band with the party on a previous trip.

Minor D. Elgin, of the Musselman Grocer Company, believed that the trade extension excursion was of more value in an advertising way than Merchants Week. He suggested that the merchants be shown a good time when they came to Grand Rapids and that they also be given an opportunity to hear some good speaking, believing they would be interested in talks on credits and insurance. He pledged the support of his company in making a success of the plans of the Association.

Hon. Charles Belknap declared that he had been boosting Grand Rapids since 1862 and called upon the young men of the Association of Commerce to emulate the example of the Civil War heroes in their fight for the commercial supremacy of Grand Rapids. He said, among other things, "Make friends among your customers, inspire their confidence—the dollars will come, never fear."

A. B. Merritt opposed the use of a sample car on the excursion train, believing it should be run as a separate exhibit.

Every one present seemed to be in favor of the plan of having another trade excursion and a Merchants Week and short talks were given by G. W. Cramer, Wm. Logie, Daniel Patton, Samuel Krause, Heber Knott, H. C. Cornelius, Henry Vinkemulder, C. J. Litscher, Frank Coleman, Frank Raniville, H. B. Alexander, W. J. Kennedy, J. B. Junkins, John D. Hess, Jr., John Bertsch, E. B. Seymour, R. P. Irish, Charles McQuewan and Messrs. Prendergast, Shields, Clark, Todd and Jarvis.

A committee had been appointed at a previous meeting to submit suggestions for the entertainment of visitors during Merchants Week and its report was read by the Secretary. A part of the plan was a trip to Otawa Beach, a ride on the lake, followed by a dinner at the hotel, an automobile ride about Grand Rapids, a theater party, a dinner at the Coliseum, followed by a ball. The report was adopted and referred to a Committee, who were given power to act. Transportation problems were discussed by Mr. Hutchins, who explained the work of the Transportation Committee and Traffic Manager E. L. Ewing in their efforts to better transportation facilities. He stated that the railroads had welcomed their co-operation and that much good had already been accomplished.

Heber Knott spoke of the advantages of an interurban line between this city and Kalamazoo and Battle Creek and stated that it would serve to give an impetus to jobbing interests. He announced that such a line was practically assured and at his suggestion the chair appointed a committee composed of Messrs. Knott, Hutchins and Rouse to co-operate to the best of their ability in completing the project.

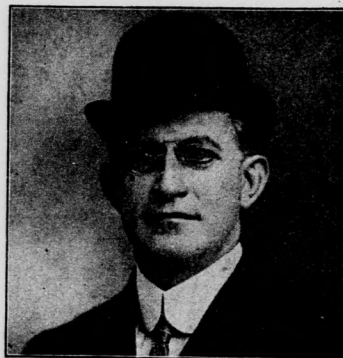
Secretary Huggett read interesting figures regarding the amount of jobbing trade of Detroit and Grand Rapids. Proportionately Grand Rapids is far ahead of the metropolis. Detroit, with a population of 485,000 in the year 1910, did a jobbing business of \$80,000,000; Grand Rapids, with a population of 112,000, or about one-quarter of that of Detroit, did a jobbing business the same year of \$40,000,000. The illness of Walter K. Plumb was announced. It was voted to send him a letter of condolence. The next meeting of the wholesalers will be held in April and the subject for discussion will be transportation.

The Eternal Question.

"My wife made me what I am!"
"Have you forgiven her yet?"

For Grand Secretary

It is currently reported that John A. Hach, Jr., chairman of the Legislative Committee of the U. C. T., has withdrawn his name as candidate for the office of Grand Sentinel and will become a candidate for the office of Grand Secretary. This action was taken after careful consideration, upon the advice of friends, Mr. Hach believing no doubt that the best interests of the order will be subserved thereby. It is understood that F. J. Moutier, of Detroit, has aspirations for the position of Grand Sentinel and that Mr. Hach appreciates the fact that Mr. Moutier is entitled to the honor and withdraws in his behalf out of courtesy to the latter.



Mr. Hach is eminently qualified for the position of Grand Secretary and will have the support of a host of friends. He has had considerable experience as chairman of the Legislative Committee and has a wide acquaintance with the boys all over the State. Important matters have come up during the past year and the faithful attention given them by Mr. Hach proves the fact that he never undertakes anything that he does not do well. His election as Grand Secretary is almost a foregone conclusion and it is certain that he will administer the affairs of the office in a manner that will not only be highly satisfactory to the members but will reflect credit upon the order.

Conan Doyle's New Story.

Something new in romance—so absolutely original that it will thrill the most hardened novel reader! Such is Conan Doyle's "The Lost World."

Did you know that in the unexplored wilderness between the Andes and the Amazon there still exist many of the monster animals that walked the earth before man was created? It has remained for Sir Arthur Conan Doyle—and the irascible Professor Challenger—to discover this lost world and take you right into it. How does it feel to be chased by a dinosaur as big as a house, or attacked by a pterodactyl as large as a biplane? You will know before you finish this fascinating story, for the author makes you see and believe. At the same time you will learn more about the prehistoric world than a dozen scientific treatises could tell you, for the story makes you live in it.

The action is leisurely at first. Don't let that deceive you. Challenger is a terrific and captivating hero, and when he gets away on his expe-

dition look out for danger unequalled in modern romance. The story is told with the imagination of Kipling or Jules Verne and the masterly skill of the creator of Sherlock Holmes.

"The Lost World" will appear exclusively in the Sunday Magazine of The Record-Herald, beginning March 24. Tell your friends to read it and enjoy a new sensation.

News From Auto City Council.

Saginaw, March 18—Brother F. D. Engle was called home Thursday from the northern part of the State because of the serious illness of his wife. Mrs. Engle is now somewhat better and continued improvement is expected.

Brother C. S. Watters has returned from Columbus, Ohio, where he was recently called because of the serious illness of his aged mother. He reports a decided improvement in her condition and believes she will ultimately recover.

Brother E. H. Simpkins has been appointed chairman of the Transportation Committee for the Lansing Chamber of Commerce.

Frank Marquette has bid farewell to the road and engaged in the real estate business.

Brother A. E. Krats has severed his connection with the M. Rumley combination and secured the Aultman Taylor line for Michigan. Two carloads of his samples have arrived, and it is understood that he will occupy the same headquarters as before.

The newsboys of Muskegon are not far behind the small town hotel men who charge traveling men double the price they do their home people for the same service. The writer was there a short time ago and in passing from the hotel to the depot hailed a "newsy" and asked for a paper. After passing up the dirtiest one in the bunch he proceeded to make change for the quarter tendered. Noticing the dilapidated grip was adorned with a U. C. T. tag, he asked, "Are you a traveling man?" The reply was, "What difference does it make to you, son?" "Well, if you are it's five cents." He got it. H. D. B.

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

Buffalo, March 20—Creamery butter, 27@31c; dairy, 23@28c; rolls, 23@25c; poor to good, all kinds, 20@24c.

Cheese—Fancy, 18@18½c; choice, 17@17½c; poor to good, 12@16c.

Eggs—Choice fresh, 22c.

Poultry (live)—Turkeys, 17@20c; chickens, 16@17c; fowls, 16@17c; ducks, 17@19c; geese, 13@14c.

Poultry (dressed)—Geese, 13@14c; turkeys, 18@22c; chickens, 15@17c; fowls, 14@16c.

Beans—Red kidney, \$2.75; white kidney, \$2.75@2.90; medium, \$2.65@2.70; marrow, \$2.90@3; pea, \$2.65@2.75.

Potatoes—\$1.35.

Onions—\$2. Rea & Witzig.

Gilt Edge.

"Is his credit good?"

"Good? I should say it is. Why, his grocer trusted him for a pound of butter yesterday."

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, March 18—We have a stronger coffee market to talk about this week, and while business generally in this line is quiet and of a character which shows no buying requirements, there is a firmer feeling, some concerns reporting quite a satisfactory trade. In a few cases roasters have advanced quotations about 1/8c. Mild grades move in about the same rut, although there is a strong feeling. Stocks are not large and drouth in producing regions is having its effect. In store and afloat there are 2,346,185 bags, against 2,432,778 bags at the same time last year. At the close Rio No. 7 is worth 14 1/2c; Good Cucuta, mild, 16 1/2c.

No change worthy of note has taken place in the tea district. There is something doing all the time, but it is of the routine sort, and sales are usually of rather small lots. However, there is a good strong tone, and dealers anticipate a more active campaign later on.

The refined sugar market shows a quiet appearance, and the rate of 5.60c named by one refinery seems to have no attraction for buyers. The trade generally is well stocked up throughout the country, and no great rush of orders will appear until the weather and roads are more settled.

Rice is quiet, but quotations are well sustained. Stocks are not especially large, but there is no scarcity. The range of quotations shows no change whatever.

Spices are unchanged in any respect. There is simply the usual every-day demand, with cloves and spices attracting perhaps more attention than other things.

Molasses is steady, and new Ponce is being taken readily and about 36@37c for choice. Syrups are in light supply and unchanged.

With a sign or two of spring we have a better outlook for canned goods, with corn attracting rather more attention than other goods—corn of the cheaper sort, and it is intimated that quotations of recent dates have been somewhat shaded. Hardly anything is being done in future tomatoes. Packers want 85c for standard threes, and buyers are not tumbling over each other to buy. Spots are selling with a degree of activity at about unchanged rates. Other goods are moving perhaps as well as ever at this time of the year.

Butter is quiet, with about 1c advance. Creamery specials, 30@30 1/2c; firsts, 29@29 1/2c; held, 28 1/2@29c for firsts; imitation creamery, 26c; factory, 24@25c.

Cheese is very high and no relief in sight until we have something in the way of new make. Whole milk, either white or colored New York State make, is worth 19c.

Eggs are quiet. Receipts are not quite as large, but the supply is sufficient to keep quotations about as low as at present. Not over 25c can

be quoted for the very best, and from this the drop is down to 19@20c.

In Southern Climes.

New Orleans, March 13—The great United Fruit Company, composed of capitalists of Boston, is managed by a former resident of Grand Rapids, F. L. Forbush. He was interested financially during a number of years in the Stow & Davis Furniture Company and sold the company's goods on the road. His wife was a daughter of the late Captain H. N. Moore. Mr. Forbush sold his stock of the Stow & Davis Furniture Company upwards of twenty years ago and engaged in the produce commission business. While so employed he conceived the idea of organizing the fruit importing business and his corporation now handles two-thirds of all the tropical and semi-tropical fruits imported by the people of the United States. These facts were given to me by Gregory M. Luce, of Mobile, who is intimately acquainted with Mr. Forbush.

The following item, copied from the New Orleans Times-Democrat of March 1 will be read with interest by many subscribers to the Tradesman:

"Mrs. J. D. Lacey is at the Blackstone Hotel, in Chicago, for a visit of six weeks and will not go West to join her son-in-law and daughter. Mr. and Mrs. Victor Thrane, as she had planned. Mr. Lacey is in the far West and, upon his return to Chicago in the late spring he and Mrs. Lacey will go to their home on the Hudson, near New York, for a season. Mr. and Mrs. Lacey have disposed of their winter home here, but spent a part of the winter season in New Orleans as guests of the St. Charles Hotel."

Mr. Lacey is a native of Pennsylvania. He came to Grand Rapids about forty years ago and entered the employ of O. N. Shepard, a druggist. Mr. Lacey was highly skilled in the science of chemistry and during his years in the drug trade in Grand Rapids Mr. Shepard employed among others, H. B. Fairchild, George R. Perry, Stanley W. Parkhill, all scientific men, and others of lesser prominence in business and politics. Mr. Lacey's first experience in business in Grand Rapids was as an associate of B. R. Stevens, under the firm name of Stevens & Lacey. Their drug store was located on Canal street, east side, a few doors south of Crescent avenue. After several years profitably spent with Mr. Stevens, he sold his interest in the business to the late Samuel B. Jenks, who later acquired the Stevens interest and conducted the store successfully a decade or more. Mr. Lacey subsequently entered into a partnership with Charles W. Mills and purchased the stock of James Gallup, located on Canal street, opposite the Pantlind and at present occupied by J. C. West & Co. A profitable business was quickly established. During its development Mr. Lacey commenced a series of experiments with various chemicals with the purpose in view of compounding a fluid that would preserve the bodies of the dead. The ancient art of

the Egyptians embalming had been lost. Mr. Lacey conceived the idea that dead bodies could be preserved by removing the contents of the arteries and injecting into the same a fluid preservative. For the purpose of conducting its experiments scientifically the firm purchased a cadaver, by the use of which Mr. Lacey was enabled to prove the virtue of the fluid he compounded. The pump and instruments necessary to apply the fluid were the invention of Mr. Lacey. Undertakers throughout the world quickly recognized the value of the system and the firm sold a great many outfits and the materials necessary for using the same. The business proved very remunerative. About forty years ago Mr. Lacey formed a partnership with William A. Robinson and engaged in the timber business, both as principals and as agents. Mr. Lacey's record as a timberman is well known and need not be repeated here. Mrs. Lacey was a daughter of Jacob W. Winsor, a pioneer resident of Grand Rapids. She was born and grew to young womanhood on the Winsor farm, and lived in the house located on the southeast corner of East street and Fifth avenue, now owned and occupied by J. G. Alexander. She received her education in the public schools of Grand Rapids.

William D. Mann, the publisher of "Town Topics," was a resident of Michigan "befo' de wah," to employ the words of men of the South when speaking of the unpleasantness between the states of the Union that existed fifty years ago. He commanded a regiment of cavalry raised in the State and thereby gained his title, "Colonel." He owns a piece of property near Citronelle, Ala., that is unlike anything known to mankind. Citizens of Citronelle inform the sojourner that about fifteen years ago a brother of Colonel Mann purchased a fine tract of land at Sidney, a suburb of Citronelle, and proceeded to improve it in a decidedly original way. Mann was, at the time he acquired the property, an operator in Wall street and the possessor of ample means. The land was covered with pine, oak, magnolia and other trees and is rich in natural beauty. In the center of the tract an artificial lake nearly one-half mile long and of about the same width, was dug and the banks set with ornamental trees and shrubs. The sloping hillsides were terraced and bridle paths, lovers' lanes and like attractions constructed. On the crest of a beautiful plateau the foundations were laid and the superstructure partly

erected of a large and a very unique building. It might have been designed for a casino or a hotel and casino combined. The superstructure had been covered with a roof of fanciful design and the walls partly enclosed when the work suddenly stopped and has not been resumed. The structure is fast becoming a ruin; the terraces are disappearing under the influences of the rains and the bridle paths are filled with growing brush wood. The owner had failed and the place is now the property of Colonel Mann, who refuses to sell or save it from ruin. Forty thousand dollars had been expended upon the property before the work of improvement ceased. The park is the home of hundreds of quail and the mocking birds saucily repeat the whistled notes of the sojourners who ramble over the tract at will.

The colored people of the South are a very pious but not a strictly moral class. They love form and ceremony in giving expression to the faith they profess in an all-saving Father. A great deal of jealousy exists among the different sects. In the erection of church structures the negroes are enterprising and, taking into consideration their very moderate earnings, liberal. In the negro quarter of Citronelle three church societies occupy buildings of their own, although the numerical strength of the colored community is less than two hundred. Three miles northward an aged darkey, who earns a precarious living by chopping wood, planned, built and owns a church, the work of his own hands. His income does not average three dollars per week. When asked why he built the church, involving such a sacrifice on his part, he replied: "Oh, de Lord he tole me to build it." "How do you intend to support a preacher?" "Well, you see, Captain, there is but three nigger families living near de church now. After a while some more niggers will come out dere to live, then we will hire a preacher." Arthur S. White.

Michigan Printers' Cost Congress.

The first Michigan Printers' Cost Congress will be held in Detroit April 11-13, and there are good prospects for a large delegation from this city. It is expected that the affair will be one of special as well as business importance and that the delegates will appear in Detroit wearing a blue fez. All printers and publishers will be urged to attend. Speakers have been engaged from Boston, New York, Philadelphia, Chicago, Detroit, Grand Rapids and other cities. The meetings, social and business, will be held at the Hotel Cadillac.

Acme Automatic Printer

Prints your ad on your wrapping paper in one or more colors. **JUST PULL THE PAPER**—machine does the rest. Fits any paper rack—also good for printing sacks, etc. Used by up-to-date merchants everywhere. Write for sample of work.

American Specialty Co.
Grand Rapids, Mich.

Price \$6.00 Complete



Movements of Merchants.

Holland—Peter Zalsman has opened a furniture store here.

Ionia—Henry R. Nelson, grocer, has been discharged from bankruptcy.

Cloverdale—Elmer Kelley, formerly of Delton, will open a general store here April 1.

Mendon—Wallace A. Hill is closing out his stock of shoes and will retire from business.

Ann Arbor—A. R. Cole & Co. succeed Koch Bros. in the wall paper and decorating business.

East Jordan—Richards Bros. have sold their meat stock to Ashland Bowen, who has taken possession.

Charlotte—Lawrence Robinson has added a line of shoes to his stock of clothing and men's furnishing goods.

Concord—Gary J. Dunn, formerly engaged in the dry goods business at Hudson, has opened a general store here.

Marquette—J. P. Hemmingsen has opened a meat market at the corner of Presque Isle avenue and Center street.

Climax—W. H. Soule, formerly engaged in general trade at Pittsford, will engage in similar business here April 1.

Olivet—A. H. Covey will add a line of automobiles and a garage to his stock of implements, farm tools and harness stock.

St. Johns—E. J. Pierce is closing out his stock of groceries and will devote his entire attention to his Lansing and Ionia stores.

Pittsford—W. H. Soule has sold his stock of dry goods, groceries and shoes to Fred Wadsworth, who will continue the business.

Reed City—Brockway & Gillett, meat dealers, have dissolved partnership, M. A. Gillett taking over the interest of his partner.

Kalamazoo—Tazelaar & Witters, shoe dealers at 119 North Burdick street, are closing out their stock and will retire from business.

Freeport—Miller & Rensch, who succeed S. R. Ware in the hardware business, will add a line of machinery and vehicles to their stock.

St. Louis—James A. Burgess has sold his meat stock and slaughter house to Mr. Porter, recently of Wheeler, who will continue the business.

Hastings—The Loppenthien Co. has been reorganized, Mr. Loppenthien having taken into the firm J. Harrison Brace, recently of Sparta, who will have charge of the men's furnishings and grocery departments. The business will be continued under the same style.

Gaylord—Shepard & Martindale, grocers, have dissolved partnership, A. T. Martindale taking over the interest of his partner, Willis C. Shepard.

Buckley—George Clement has purchased a one-third interest in the Farmers' Mercantile Co. stock. The business will be continued under the same style.

Gaylord—Marcus M. Demerest has purchased the grocery, feed and grain stock of F. C. Leonard and will continue the business at the same location.

Lowell—V. R. Wolcott has sold his grocery stock to John O. Clark and Edward Pottruff, who have formed a copartnership and taken immediate possession.

Stanwood—C. F. Barnard has sold his stock of general merchandise and undertaking outfit to John Gogo, who will continue the business at the same location.

Kalamazoo—The Johnson-Howard Co., 119-121 East Water street, has taken over the Commercial Milling Co.'s flour and feed business at 330 East Water street.

Birmingham—The Bloomfield Land Co. has been incorporated with an authorized capital stock of \$10,500, all of which has been subscribed and paid in in property.

Lansing—W. P. Mathews has sold his interest in the women's clothing stock of Sprowl & Mathews to Sprowl Bros. and the firm name has been changed accordingly.

Berrien Springs—Charles King and Roy Aldrich have formed a copartnership under the style of King & Aldrich and purchased the Frank L. Latta grocery stock.

Fowlerville—John Major and Robert Ling have formed a copartnership and purchased the meat stock of Dingman & McWithey and will continue the business.

Adrian—A. M. Luther has sold his interest in the meat stock of Wenzel & Luther to his partner, George Wenzel, who will continue the business under his own name.

Pt. Huron—The McDonough Motor Sales Co. has been incorporated with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Ionia—John Hicks and Geo. Hackett have formed a copartnership under the style of Hicks & Hackett and engaged in the vehicle and implement business at 323 Main street.

Sherman—Louis Rothstein has sold his stock of general merchandise to Myron Morrell and W. T. Lyle, who have formed a copartnership and will continue the business.

Owosso—D. E. Hickey has sold his stock of cloaks and women's furnishings to New York men, who will continue the business under the style of the Cash Margin Store.

Marquette—The Smith & Peterson Lumber Co. has been incorporated with an authorized capital stock of \$16,000, all of which has been subscribed and paid in in cash.

Otsego—Frank Webster and Frank Palmer have formed a copartnership under the style of Webster & Palmer and purchased the coal, feed and cement business of Frank Fairfield.

Detroit—The Macomb Hardware Co. has engaged in business with an authorized capitalization of \$2,000, of which \$1,500 has been subscribed, \$100 paid in in cash and \$700 in property.

Leslie—The Bunker Hill Telephone Exchange has been incorporated with an authorized capital stock of \$10,000, of which \$250 has been subscribed and \$150 paid in in cash.

Battle Creek—The hardware stock of Hayes & Hemstead, bankrupts, was sold by Deputy Sheriff Corwin for \$69 to C. T. Allen, who had a claim for rent and was the only bidder.

Allegan—H. M. Meneray has sold his interest in the Baker-Meneray drug stock to Clarence G. Messinger and the business will be continued under the style of Baker & Messinger.

Blissfield—Ralph Pletcher, recently of Adrian, has purchased an interest in the tailoring and men's furnishing stock of Bancroft Bros. The business will be continued under the same style.

Escanaba—Fred Hoyler and Fred Baur have formed a copartnership under the style of Hoyler & Baur and will open a bakery and confectionery store at 413 Ludington street April 15.

Wolverine—Harry D. Wyman and Frank Carpenter, recently of Gaylord, have formed a copartnership under the style of Wyman & Carpenter and purchased the Charles Peterson meat stock.

Detroit—The Continental Insurance Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed, \$1,000 being paid in in cash and \$9,000 in property.

Battle Creek—The Keyes-Davis Co. has merged its business into a stock company with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed and paid in in property.

Lansing—The Excelsior Land Co. has been organized to do a real estate business, with an authorized capital stock of \$15,000, of which \$10,100 has been subscribed and \$2,000 paid in in cash.

Kalamazoo—J. D. Dowie and C. C. Koehler have formed a copartnership and purchased the bakery and ice cream factory of C. W. Vanderbilt and will continue the business at the same location.

Durand—Henry Hutchinson has retired from the hardware firm of H. Hutchinson & Sons and the business will be continued under the style of Hutchinson Bros., E. J. and F. M.

taking over the interest of their father. Mr. Hutchinson has been engaged in business here for the past twenty-two years.

Morenci—A. C. La Rowe has purchased the interest of the Lena M. Rorick estate in the E. B. Rorick & Co. hardware stock and will continue the business under the style of the La Rowe Hardware Co.

Jamestown—Henry Van Noord has sold his stock of general merchandise to J. Vander Swaay, who will continue the business at the same location. Mr. Van Noord will devote his entire attention to his grain elevator.

East Jordan—Frank Bender has sold his meat stock to Eber Burdick, who has formed a copartnership with E. A. Lewis, grocer, and the business will be consolidated and continued under the style of Burdick & Lewis.

Stanton—B. L. Gaffield has sold his interest in the Stebbins-Gaffield Co., hardware and implement stock, to Delos Baker, recently of Walled Lake, and the business will be continued under the style of Stebbins & Baker.

Tustin—The Central Michigan Produce Co., which is a branch of Swift & Co., of Chicago, has leased the William Buckley warehouse and will convert it into a produce warehouse under the management of Jas. Cawley.

Pt. Huron—Richard Foreman and Farrand Ballentine have formed a copartnership and purchased the W. J. Wellwood shoe stock. The business will be continued under the style of the Foreman-Ballentine Shoe Co.

Sunfield—The administrator of the estate of the late David Stinchcomb has sold the stock of groceries, dry goods and shoes to F. J. Welch and son, Ray, recently of Lake Odessa, who will continue the business at the same location.

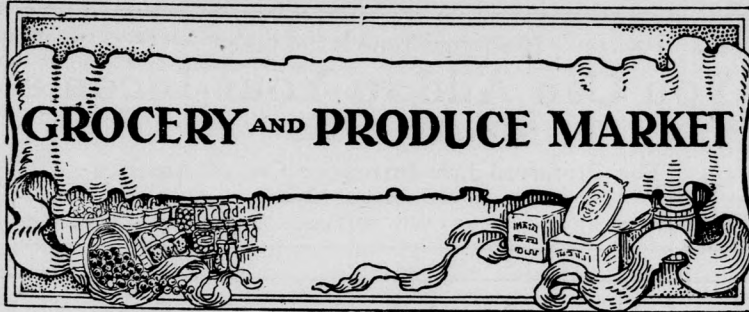
Wayland—F. A. Burlington and J. F. Latourette have formed a copartnership under the style of Burlington & Latourette to engage in the buying and selling of wool, hides, potatoes, etc.

Benton Harbor—W. H. Wanamaker, formerly traveling salesman for the National Biscuit Co., has purchased the Charles Brandebourg drug stock and will continue the business at the same location.

Good Supply of Potatoes.

Toledo, March 19—Farmers and dealers have been falling over themselves the past week to see how many potatoes they could put on the market and the consequence is trade is pretty well supplied and dull; markets are also a few cents lower. It will probably take a week or ten days to recover and receipts will have to drop off some to allow markets to clean up. George Wager.

H. T. Hartwell will succeed Edgar P. Carpenter as agent for the Ralston Purina Co. in the Western Michigan territory. Mr. Hartwell is a capable young business man, thoroughly conversant with modern methods of business, and the company have made a wise selection.



The Grocery Market.

Sugar—Raws have taken another slump during the week of 10 points but refined has not as yet followed, although it is expected to almost any time. The demand is fair.

Tea—The market is devoid of special interest. Prices continue to hold firm with fair demand. The new crop standards have not yet been announced but are expected next week. The China tea situation remains in an unsettled state and the future is uncertain as to the production and financing the new crop. Ceylons and Indias are more in demand and a slight growth in the new Javans is noticeable. Local trade is fair and the principal demand is for high grade cup quality teas.

Coffee—The market is fully maintained, but without change for the week. All grades of Rio and Santos are steady to firm, and have shown a good demand during the week. Milds are unchanged and moderately active. Mocha is scarce and firm. Java is dull and unchanged.

Canned Fruits—There has been quite an increase in the demand for most lines of canned fruits and the market is firm, but on no line have prices advanced during the week. The supply of canned pineapple is small and the demand is gradually increasing each year. Gallon apples are meeting with better success from the retail trade, who report that consumers are also buying them more freely than a short time ago.

Canned Vegetables—There has been little change in the canned goods situation during the past week. Spot tomatoes are held firmly with but little buying. Future orders are principally confined to well-known brands for buyers' labels. While it is slightly easier to secure future goods, packers of reputation are not inclined to shade prices. Peas are very scarce on the spot, with prices fully maintained, and future offerings are extremely limited. Quite a little trading has been done in cheap grades of corn; in fact, on account of it being the only moderate priced article on the list, corn is receiving much more attention than the other two staples. If selling continues for several more weeks, it looks as if corn will be in a strong position. Other lines of canned goods remain unchanged and in very light supply. There is no change in California canned goods.

Dried Fruits—California prunes are moving slowly, but there is no decline for the week. Some of the trade are acquiring a little confidence as the stocks are not heavy and it

would not be at all surprising to see them all cleaned up long before new crop is obtainable. There is some little activity in evaporated peaches wherever buyers can obtain a little concession. Apricots are dull and unchanged.

Rice—A good business has been transacted in all grades and while prices are still cheap the market is very firm and a slight advance in rough rice is shown in the South. With most of the mills closing down an advance of from one-half to a cent per pound in cleaned rice is looked for by some.

Syrup and Molasses—Glucose has advanced 10 points during the week and compound syrup 1c per gallon. Sugar syrup is unchanged and quiet. Molasses is dull at ruling prices.

Cheese—The market is firm at ½c per pound advance over last week. The stocks are extremely light and decreasing very fast. The season for making cheese is likely to be backward and there is not likely to be enough reserve stock to supply the trade in the meanwhile. The consumptive demand is very good considering the extreme price.

Fish—Salmon is unchanged. In domestic sardines quarter mustards are about cleaned up. Oils are not overly plentiful, but there is probably enough to carry the trade into the next season. Mackerel is firm and slightly higher.

Provisions—The market on everything in the smoked meat line is steady at unchanged prices, with a seasonable consumptive demand. Both pure and compound lard remain unchanged, with a somewhat increasing consumptive demand, but not enough to affect the price. The stocks are reported to be fairly large. Dried beef, canned meats and barrelled pork are in slow demand at unchanged prices.

The Produce Market.

Apples—Pound Sweets, \$4.25 per bbl.; Jonathans, \$5.50; Baldwins, \$4.50; Spys, \$5.50; Russets and Greenings, \$4; Western box apples, \$3 per box.

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

Beets—50c per bu.

Butter—Creamery extras command 28@29c in tubs and 29@30c in prints. Local dealers pay 25c for No. 1 dairy and 19c for packing stock.

Cabbage—3½c per lb. New cabbage, California, per crate, \$3.50.

Celery—California, \$1.10 per doz.

Cranberries—Late Howes, \$6 per bbl.

Cucumbers—\$1.50 per doz. for hot-house.

Eggs—Local dealers are paying 19c on account of a shortage, but do not consider they are worth that much. Grape Fruit—Choice Florida, \$6 per box of 54s or 64s; fancy, \$7.

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

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

Lettuce—Hot-house, 10c per lb.; head, \$2 per bu.

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

Onions—\$2 per bu. for home grown; \$2 per crate for Spanish.

Oranges—Floridas, \$3.50 per box for all sizes. Navels, \$3.25@3.50.

Potatoes—\$1.25 per bu.

Poultry—Local dealers pay 12c for fowls; 12c for springs; 7c for old roosters; 10c for geese; 13c for ducks; 16@18c 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—Six basket crates, \$5.25.

Turnips—50c per bu.

Veal—5@10c, according to the quality.

Desirable Promotion for a Grand Rapids Boy.

Edgar P. Carpenter was born in Grand Rapids twenty-five years ago and for so young a man has achieved more than ordinary success in his undertakings.

His first business experience was as a newsboy, and this gave him an opportunity to develop his ability as a salesman. He sold papers for seven years and made a good record for reliability and honesty.

As a youth he entered a mercantile establishment, where he remained for a year at the modest salary of \$5 per week. It served, however, to give him business experience, and later on, when he engaged in newspaper work in the advertising field, his knowledge of storekeeping served him in good stead.

He lived with his parents in Newaygo for a number of years and when he came to Grand Rapids entered the employ of Charles Trankla, with whom he remained for three years. A year ago he was offered an excellent position with the Ralston Purina Co. as agent in the Western Michigan territory, with headquarters in Grand Rapids in the brokerage office of Sumner M. Wells, and now, after an exceedingly prosperous year, he has received another promotion and has been appointed Manager of the Chicago office of the Ralston Purina Co., with a substantial increase in salary. He enters upon his new relation full of courage, realizing that although the path to success is beset with difficulties, they can be conquered by close application and that a good motto for every young man is, "Perseverance Wins."

President Geo. E. Shaw wishes to announce that at the regular meeting of the Grand Rapids Retail Grocers Protective Association on April 2, everything will be in readiness for the

banquet to be held at the Pantlind Hotel, April 11. It will be necessary for the members of the Association to secure their tickets early as the number is limited to 250 tickets this year, as the Pantlind Hotel can only take care of that number of people. The ladies are also invited so that it will be necessary for those wishing to attend to get their tickets early. Several prominent speakers have been invited, among whom are such men as Fred Mason, Vice-President and General Manager of the Shredded Wheat Co., Niagara Falls, N. Y., and Charles B. Hamilton, Berkey & Gay Furniture Co., and several others. The price of the tickets is \$1. There was a heated discussion at the meeting last night as to the advisability of adopting means of increasing the membership of the Association and there was a committee appointed to devise some method of accomplishing the purpose. The committee is composed of Frank Gaskill, O. L. Barber and A. A. Wood. A. L. Smith, secretary, and E. L. May, credit man for the Retail Grocers' Association, left for Lansing this morning to attend a meeting of Secretaries of Retail Grocers' and General Merchants' Associations to be held there March 20 and 21.

Three of the oldest and best known insurance agencies in the city have merged into a co-partnership to be known as the Grand Rapids Insurance Agency. The parties to the merger are Heath & Byrne, founded in 1870 under the style of Heath & Bates, the C. W. Watkins agency, dating from 1879, and the Grand Rapids Fire Insurance company, successor to Fred W. McBain. The active parties in the copartnership will be Ferry K. Heath, Chas. G. Watkins, John T. Byrne, George C. Blicke, and Kathleen H. McBain. The associated agencies will represent about 80 of the leading insurance companies in the world and nearly everything in the form of insurance business will be done. Particular attention will be given to automobile insurance and adjustment and surety bonds will be made a specialty. The associated agencies will have offices in the quarters now occupied by the Grand Rapids Insurance company in the Houseman building, at Pearl and Ottawa streets.

The Metal Office Furniture Co. has been organized with an authorized capital stock of \$75,000, of which \$54,000 has been subscribed and \$14,350 paid in cash. The stockholders and the number of shares held by each are as follows: A. W. Hompe, 500 shares; James Bayne, 500 shares and P. M. Wege, 2,500 shares.

The Grand Rapids Motor Truck Co. has been incorporated to manufacture and deal in motor cars and trucks and to own and operate garages, with an authorized capital stock of \$350,000 common and \$250,000 preferred, of which \$493,256 has been subscribed, \$50,000 being paid in cash and \$368,256 in property.



Banking Law Amended.

The amendment to the State banking law, enacted at the special session of the Legislature, is to permit State banks to pledge their assets as security for postal savings deposits that may be placed with them by the Government. The banking law as it stood forbade discrimination as between creditors, and this amendment makes the Postal Department a preferred creditor, with the first lien on assets in the event of trouble. This amendment makes it possible for the State banks to do direct what some of them have been doing in a round-about way ever since the postal banks were established. Directors of the banks desiring the postal deposits have been putting up the required bonds as a personal matter, the banks, of course, standing back of them. Now the banks can act in their own behalf and as principals. This is a desirable change if for no other reason than that it is an open and above board proceeding instead of an evasion of the law. The change also makes it possible easily to carry out one of the purposes of the postal banking system, which is that the postal deposits shall be made available in the localities where such deposits originate. If a State bank can not be used as a depository in the absence of a National bank in that community the money would be sent to some other town and thus the postal bank would become a drain upon the community in which it is located.

The twenty-sixth annual meeting of the Michigan Bankers' Association will be held in Kalamazoo June 11-13. The program has not yet been arranged, but it will include entertaining as well as instructive features. Last year the Association met in Detroit and the closing sessions were held on the boat in a trip to Buffalo. A former convention was held during a boat trip to Mackinac. There will be no lake voyages this year, but Kalamazoo will no doubt offer entertainment that will be quite as interesting and which perhaps will be a novelty to many of the bankers. The Association headquarters will be at the New Burdick. The Grand Rapids delegation to the convention will be large and representative and will probably convey a cordial invitation to the Association to meet next year in Grand Rapids. It has been several years since Grand Rapids acted as host to this crowd and the local bankers think it is about time we tried it again.

One of the pleasant features about

employment in the banks is that the ghost walks with precision. For those not up in the dialect let it be said that an enquiry as to when the ghost walks is a mild and polite way to ask when pay day comes. Pay day in the banks is as cheerfully greeted by clerks, employes and officers as in the factory or the store or by the workers on the street. In the matter of making up the pay roll each bank has its own system and time. The Old National pays its clerks and subordinate employes every week, while the officers draw their stipends once a month. The Fourth National pays semi-monthly on the first and fifteenth. The Grand Rapids National City pays weekly. The Kent State pays semi-monthly. The Michigan Trust pays once a month. The old-timers can recall when the pay days came once a month in all the banks, and they also recall that it was not at all uncommon to find the drawer well filled with slips and tickets by the time pay day came, representing money drawn by clerks who lacked the ability to make what their envelope contained stretch over the entire month. With the more frequent pay days the ticket in the drawer is not countenanced. The employe who can not make his salary last over a week or two weeks is generally eliminated as lacking financial ability.

The Michigan Exchange private bank, of Grandville avenue, for a 3-year-old is certainly doing well. The bank has deposits of \$317,510.51, a gain of \$97,354.25 in the year, and its surplus and undivided profits account stands at \$8,207.35, a gain of \$5,524.13 compared with a year ago. Its surplus and profits now are 27 per cent. of its capital of \$30,000, and its earnings above the 8 per cent. dividend paid represented a return of 18.3 per cent. on its capital. The dividend is likely to be increased to 10 per cent. or better the coming year. Of the deposits \$243,200.86 are savings or certificates and \$65,308.65 commercial. This is certainly a handsome showing and the gratifying success of the suburban institution may be attributed largely to the skill in management and personal popularity of Gilbert Daane, who has been Cashier since the bank opened.

The Clearing House Association of Pittsburg in December adopted new rules relative to the collection of checks, drafts, notes, bills of exchange and other matters, and three member banks have brought suit by injunction against the Clearing House Association as a body and seventeen of its members individually against the

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Resources \$8,500,000

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

Merchants, Treasurers, Trustees, Administrators and Individuals

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

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Deposits

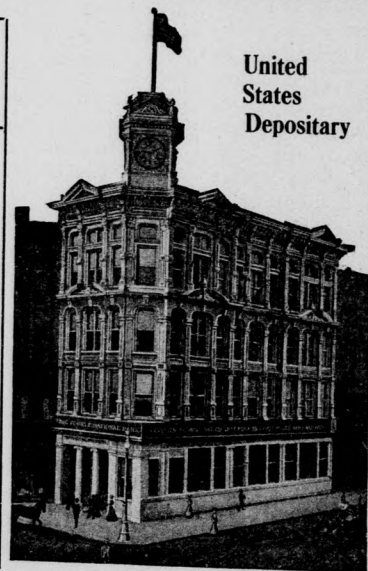
3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Capital
Stock
\$300,000

United
States
Depository



Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus
and Undivided
Profits
\$250,000

enforcement of the rules. The suit is under the Sherman anti-trust law, and the claim is made that the action of the Clearing House is in the nature of an illegal combination and conspiracy, that the plaintiff banks have been deprived of their individual rights and methods of conducting affairs, and that in such matters as charges on collections, interest on deposits, balances, etc., they are compelled to submit to the arbitrary rates and rules of which they do not approve. This litigation will be watched with interest by bankers and clearing house associations throughout the country, and the result will be of great importance as it brings before the courts for review and decision the validity of the clearing house associations, their right to employ independent examiners and the legality of the well formulated system of supervision as practiced by the associated banks in the larger cities. In answer to the allegations of the plaintiff banks the Pittsburg Clearing House insists that it has never been the aim of the associated banks of Pittsburg to adopt oppressive measures or to take action which would disturb individual control or which would interfere with the business of any single institution. It is also urged that the new rules adopted are in the interest of sound banking management and with the idea of reducing operating expenses, and that they represent a protective measure which applies to all banks alike. If persisted in the Pittsburg litigation will bring before the court of last resort the whole question of clearing house supervision, and it is possible that this may not be altogether undesirable. The clearing house is usually a voluntary association of the banks in a particular city. Their primary purpose is to facilitate daily settlements. From time to time this primary purpose has been elaborated, especially in the larger cities to supervisory powers over banks and their methods of doing business. In this city the clearing house does not exercise supervisory powers, but through the Clearing House the banks agree on certain general policies and in times of stress stand together in protecting mutual interests. In this city the Saturday half holiday, the interest rate on savings deposits and certificates and various other matters are the result of Clearing House action. Membership in the Clearing House is entirely voluntary and there is no way under the law to compel member banks to observe the rules adopted. Just as in any other voluntary association, however, the member that refuses to play fair can be eliminated and thus cease to enjoy the benefits of affiliation. The Clearing House is an exceedingly useful institution and a safeguard, but its status under the law is indefinite and its provinces have not been defined in judicial decisions. The Pittsburg litigation may serve a good purpose in putting the clearing houses on a more substantial footing, or at least in pointing out the need of legislation which will give them a proper standing. The Grand Rapids Clearing House Association is a smooth

working and harmonious institution, with meetings about once a year, when the officers are to be elected. To be President of the Association is justly regarded as an honor and it is an honor that is passed around instead of being made the object of campaign effort. There have been times in the history of the Association, however, when all has not been harmony. The last serious disturbance came three or four years ago. Under the Clearing House rules 2 per cent. interest is allowed on bank balances. One of the banks interpreted bank balances to be the active accounts and offered up-State bankers 3 per cent. interest on dormant accounts or time deposits. This was held to be a violation of the rules. The bank in question was cited to appear before the Clearing House and the demand was made that it either come under the rules or be expelled. After several somewhat heated sessions it became apparent that sentiment among the banks was so evenly divided that expulsion could not be enforced, and then the subject was dropped. Except for the most flagrant violation of the rules of safe banking it is questionable if any of the city banks could be expelled from the Association, and the extreme penalty is rarely even suggested. When differences arise among the banks, and to make eight banks think alike on every question is considerable of an undertaking, the customary way to reach a settlement is through negotiations and friendly arguments. The bankers realize and appreciate their mutuality of interest and almost any of them will concede almost anything if the matter be put up to them in the right way. In the instance cited a little diplomacy would have effected a harmonious settlement, but the mistake was made of trying to deal with the alleged offender too peremptorily, and he "backed up."

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	Bid.	Asked.
Am. Box Board Co. Com.	30	
Am. Box Board Co. Pfd.	92	
Am. Gas & Elec. Co., Com.	81	85
Am. Gas & Elec. Co., Pfd.	47	48½
Am. Light & Trac. Co., Com.	299	301
Am. Light & Trac. Co., Pfd.	107	108
Boyne City Lumber Co., Pfd.	160	180
Can. Puget Sound Lbr.	3	3¼
Cities Service Co., Com.	88	90
Cities Service Co., Pfd.	83	84½
Comw'th Pr. Ry. & Lt. Com.	64½	65
Comw'th Pr. Ry. & Lt. Pfd.	90	91½
Dennis Salt & Lbr. Co.		100
Fourth National Bank	190	195
Furniture City Brewing Co.		75
Globe Knitting Works, Com.	115	125
Globe Knitting Works, Pfd.	100	101
G. R. Brewing Co.		215
G. R. Nat'l City Bank	178	181
G. R. Savings Bank	185	
Holland-St. Louis Sugar, Com.	11	11½
Kent State Bank	250	255
Lincoln Gas & Elec. Co.	36	37½
Macey Company, Pfd.	98	100
Michigan Sugar Co., Com.	89	90½
Michigan State Tele. Co., Pfd.	100	101½
National Grocer Co., Pfd.	87	88
Pacific Gas & Elec. Co. Com.	67	69
Pacific Gas & Elec. Co., Com.	64½	65½
Pacific Gas & Elec. Co., Pfd.	91	92
Peoples Savings Bank	250	
United Light & Railway Com.	95	100
United Lt. & Railway 1st Pfd.	85½	86½
United Lt. & Railway 2nd Pfd.	75	77
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95 97
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	97 99
G. R. Gas Light Co.	1915	100½ 100½
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Sag. City Gas Co.	1916	95 99

March 19, 1912.
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E. A. STOWE, Editor.

March 20, 1912

SEASON AGAINST THEM.

This has been a disastrous winter for the glass farmers. Far from making any money, they have all lost it and in the case of the Grand Rapids Greenhouse Company the loss has been so severe that the appointment of a receiver has been necessary for the conservation of assets and the protection of its creditors. A year ago the glass farmers had an excellent season, the weather was favorable for growing, the demand for their products was good, the prices received were above the average and they all turned a good profit on the season's work. This encouraged several of them to expand. The area under glass was larger for this season than ever before, but almost from the beginning conditions were against success. From early November until far into January the days were continuously dark, with scarcely a glimpse of the sun to be had. Greenhouses can be kept warm but without sunshine the stuff will not grow as it should. Cucumbers, which in former seasons have been one of the most profitable of the winter crops, were a total failure, the young plants blighting on account of the lack of sunshine. Tomatoes, which usually bring good money, were failures for the same reason. Lettuce, which is the staple, instead of coming up strong and thrifty, grew thin and spindling and much of it blighted. Even the radishes fell short. The glass farmers had more than dark days to contend with. Beginning holiday week for two months there was a constant succession of blizzards and zero weather with scarcely a break. This called for heavy stoking and coal bills mounted up as never before. The blizzards interfered with traffic to such a degree that shipping was almost impossible. The blizzards reduced the demand also because with the temperature at zero or below there is no craving for green stuffs. When the worst of the troubles seemed to be over, with sunshine to aid the growth and shipments once more possible, new complications arose. The delayed crops came on with a rush. The stuff had to be marketed and with heavy shipments from Toledo, Ashtabula and other producing points the market became glutted and the prices sagged. Last year at this time lettuce easily brought 10 to 20 cents a pound and there was a good

demand for all that could be produced. The price now is 7 cents and even at this level it is hard to sell. These prices are not those quoted by the commission houses but what the growers receive, and out of this they have some marketing expenses to pay. With conditions as they have been described it is easy to see that the glass farmers have had a hard time of it, that they have had to work up a deficit on their season's work instead of scoring a profit. From now until the outdoor garden stuff comes in they will do better, but not to an extent to recoup their losses. The cucumbers which blighted early in the season were replanted and are also said to be doing well, but all the growers can hope from their lettuce is that they will be able to save something from the wreck.

A disastrous glass farming season means much to Grand Rapids. This is one of the largest glass farming districts in the world. There are about forty growers and they have much money invested and during the season employ much labor. The different plants range all the way from two or three small greenhouses to those so large that horses are used in cultivating the growing crops. The largest plants are those of the Grand Rapids Greenhouse Company and Yonkers, and these measure their glass area by the acre. The Greenhouse Company is a consolidation of four or five individual growers, effected several years ago, and it has two large plants, one for growing flowers and the other for lettuce, tomatoes and cucumbers. The company has done fairly well in former seasons although it has never been a big money maker. Experience has shown that more than big glass area and large capital are needed to win success. The real winner is the concern that is not so large but that one man thoroughly familiar with every detail and trick of the trade can run it.

FUTURE IS PROMISING.

The Grand Rapids-Muskegon Power Company is obtaining franchises to do business in Kent City, Sparta, Casnovia, Bailey and other small towns in Northwestern Kent. The main feed wire from the Croton dam to Grand Rapids passes near Kent City and the plan is to put in a transformer at this place and make this the distributing center to the towns within reach. It is likely that no great importance will be attached to the fact that these small towns are to have electric service for light and power, but nevertheless what is going on in Northwestern Kent is full of significance of what the future has in store for Michigan. The Commonwealth Power Railway and Light Company, which controls the Grand Rapids-Muskegon Company, is spending millions of dollars in developing the water power of the State. The dam on the Muskegon at Croton was its first large development. The dam on the Au Sable, just completed at a cost of nearly a million dollars, is its second great enterprise. A second dam is being built on the Au Sable, above the first. The waters of the

Grand and of the Kalamazoo have been dammed and their energy converted into electric power. Steam plants to supplement and reinforce the water power and to insure stability in the service have been or are being built in Grand Rapids, Kalamazoo, Flint, Saginaw and at other strategic points. In due time all these sources of power will be connected up to make one great system covering the entire State, and the energy of the Muskegon, the Au Sable, the Grand, the Kalamazoo and of the steam plants will be available wherever it may be needed. The physical development of this great system is already well advanced, but the distribution of the power is only just beginning. In the distribution to reach the large cities is of course the first object, for in the large cities will be found many consumers and easily reached. The second step in the distribution is well illustrated in what is going on in Northwestern Kent. Small towns will be grouped up and supplied from central stations fed from the main wires, just as Kent City, Sparta, Bailey and Casnovia will be supplied from Kent City. It will take time to group up all the small towns and villages within the Commonwealth territory, but it is easy to imagine that it is only a question of time when this will be done, the towns conveniently located being first reached and those more remote from the main lines later. The third stage in the development will be the extension of the lines from the small towns into the country for the farmers. When the development reaches completion, and this will take years of time and the expenditure of millions in money, the State will be a network of wires, as the human body is with arteries and veins. The big feed wires from the generating stations will be the main arteries, and from them in every direction will extend the innumerable small wires reaching into every nook and corner of the State tributary to the great system, and the flowing waters of the Au Sable, the Muskegon and other rivers in the State will furnish the light and power and, perhaps when invention has perfected methods, heat for the people. What has already been done is but a start, and it is likely that few realize what the future will bring in advantage and benefits to the State from this development.

The United States leads the nations in growth of population for the last forty years. Within that period its increase has been 52,500,000; Germany comes next, with 24,000,000; then Great Britain, with 13,500,000; while France's increase has been only 3,500,000.

The women are here and are here to remain. The high schools are graduating 30 per cent. more girls than boys, and everyone who knows anything about it will tell you that among college students women are much more intent on education than men.

Dare to be true. Nothing can need a lie.—George Herbert.

POLITICAL PROBABILITIES.

There seems to be a good deal of quick action in politics this season—more than usual. There are such swift changes of the scenery that it is more difficult to see all that is going on than to watch all three rings in the circus. It is off again, on again, gone again, and this applies alike to State and National affairs. A few weeks ago Roosevelt was really and truly not a candidate for the presidency; now his hat is in the ring, and so is he. Not long ago LaFollette, of Wisconsin, was earnestly campaigning for favorable consideration; he is out of the race now and admits it. Taft alone of the figures in the National game is unchanged, a candidate for another term and hopeful. On the Democratic side there is almost as much jockeying as among the Republicans, with first one up and then another and no certainty as yet who will stick to the finish at Baltimore in June.

In State politics the situation is even more kaleidoscopic. A few weeks ago Governor Osborn and Senator William Alden Smith were singing a beautiful duet of mutual love and admiration and the names of Taft, Smith and Osborn were always linked that the people of Michigan might speak of these great men in the same breath. But a change has taken place. Osborn is now for Roosevelt. Smith is said to be for Taft. And there is no duet singing any more and no exchanges of bouquets. Osborn's espousal of the progressive cause is certain to develop a candidate against him for the nomination for governor. Smith's adherence to ancient traditions will lose for him the clear field for re-election which a few weeks ago seemed certainly to be his. Who will be the candidate for governor has not yet developed, but Herbert F. Baker has announced that he will contest for the senatorial honors. Baker is Speaker of the present House of Representatives at Lansing. He stands high in the State Grange. He is prominent in several of the popular fraternal orders. He is a good speaker, with a wide State acquaintance and a good public record. He is a progressive and is not afraid to tell why. He is not so rich that questions will be asked as to where he got it. His home is in Cheboygan, which should appeal to the Northern Michigan vote and at the same time make the eastern part of the State feel kindly toward him. With Baker in the field William Alden Smith, even although he has the Federal patronage at his command and the Federal machine at his back, will have no easy race before him. Julius Caesar Burrows two years ago had all the advantages which Smith now enjoys and it is a matter of easy memory to recall what happened to him. The cases are not entirely parallel, but there is enough similarity between them to give one side worry and the other hope. The senatorial nomination will be made by the people direct, not by the politicians, and the people at times want changes in the high places.

UNION DEMANDS SCRUTINIZED

If work in the coal mines comes to a stop on April 1, as now seems probable, as soon as the situation becomes in the least distressing to the consuming public, it may be expected there will be a revival of the demand for compulsory arbitration, governmental interference or some other remedy. These demands will be encouraged, as usual, by labor leaders who have nothing to lose, politicians who hope to win votes, newspapers of a certain type and an easily led public sympathy. These demands will be manufactured or emotional, not such as would be based on common sense and a true understanding of the situation. The suspension of work in the mines hinges on the mine owners conceding an eight hour day and an increase of 20 per cent. in the pay. To show what this means, let a dollar represent the pay for a ten hour work day, which, of course, is much below the actual wage paid. At the dollar a day scale, however, the rate would be ten cents an hour. The demand is for \$1.20 for eight hours work, or at the rate of 15 cents an hour, equivalent to an increase of 50 per cent. in the wage scale. How many manufacturers in Michigan could stand such an advance in wages? What would the merchants and storekeepers say if their clerks came forward with such a request? Is it surprising that the mine owners should balk when such a demand is placed before them?

An additional clause in the miners demand is that the mine owners shall act as the collectors of the union dues; that what is due from members to the union shall be deducted from the payroll and handed over in a lump to the union officers. This would make the office of collector of dues a sinecure and would save the union from losses through members forgetting to pay; it would make the union a preferred creditor as against the grocer or the landlord in the handling of the union members' pay. This demand would not be insisted upon, but that it should be made illustrates to what lengths unionism would go.

To sympathize with the workers is almost a matter of habit in this country, and it is a habit that is creditable to the American kindness of heart. But sometimes this sympathy is misplaced and not understandingly given. What is really needed is public education not in sympathy but in justice. We should learn to submit demands that may be made in the name of labor to the same scrutiny of reason and right to which we give demands that come from other sources. In the case of the coal miners, the industry is "unionized." Leadership in the coal miners' union, as in the other unions, is gained not by those who are known for their wisdom, good judgment, honesty and prudence, but by the fellows who can talk the loudest, hit the hardest and promise the most. Uneducated, untrained, often unscrupulous and usually puffed up by a little brief authority, these leaders feel that they must justify their leadership, and a great industry may be tied up and the whole country be made to suf-

fer because employers can not see their way clear to conceding the extortionate demands that may be made. With the strike on, no matter how unjustifiable the leaders appeal for sympathy, the politicians with labor votes to win take up the cry, a certain class of newspapers join them and the impression is sought to be given that the employers are hard hearted oppressors. How this works was very well illustrated in Grand Rapids last summer during the furniture strike.

When a strike is ordered by the union it is proclaimed as a fight in behalf of labor, but the facts are that it is for the exclusive and sole benefit of that small portion of labor which may belong to the union. There may be a thousand men every bit as worthy and as needy of the employment willing to take the places of 100 who may be on strike and at the wages that are offered, but to let any one of these outsiders have a chance forms no part of the union philosophy. The non-union man may be hungry and his children in rags, but is he permitted to find work where it is offered? Not if the union man can prevent it. The American people need to be educated in the divine and what should be the constitutional right of every man to find employment for the support of himself and his family, and no small body of men under reckless and irresponsible leadership should be permitted to dictate to a whole industry or make terms which in results will be felt by the entire country.

Instead of demanding compulsory arbitration it would be more creditable to American good sense if the demand were for the open shop, the right of every man to work without dictation or interference and the suppression of leaders of the agitator class who make it their business to foment trouble between employer and employe. Honest toil is deserving of all the sympathy that can be bestowed upon it, but it should be borne in mind that non-union labor is as honest and as deserving of sympathy as union, and there is infinitely more of it and because it is not organized is the more reason why it should be protected and the square deal demanded for it.

SHORTAGE IN PROVISIONS.

The recent cold snaps have rendered shortage in fruit and vegetables in many markets, although there was an abundance of material within the radius of a dozen miles, simply because mercury maintaining a steady place below the zero point promised only frozen products as a reward for the enterprise required in marketing them.

One local dealer, however, determined that he would have potatoes, and offered to take all risk of delivery providing they were hauled according to his directions. His plan was simple and effective. Thick, heavy blankets were first laid in the bottom of the sled, and the bushel crates neatly packed in side by side. In the front and rear ends of the sled were left two vacant places large enough for a crate. In each of these

a lighted lantern was placed. Then the blankets, the sides of which were left to hang over the sled box, were gathered together and folded tightly over the potato crates, enclosing and distributing throughout the load the heat from the two lanterns. "One lantern will do," asserted the confident buyer; "but two are better."

No one who has given the lantern process a trial will doubt the efficiency of the plan. Yet it is wise for the man who knows what he is talking about to guarantee the risk. If he really wants the produce this is the quick way to secure it. The man who has his goods safe in the cellar and sees no probability of prices going down is not going to start out with his team just for the fun of floundering through snow banks or seeing how much cold his tubers will stand. But let the merchant signify that he wants the goods bad enough to take the risk, and it is a different matter. Show him how to deliver in perfect condition, and he will take pride in following directions, as you will take pleasure and find profit in supplying necessities when your fellow tradesmen only cry, "Potato famine." It is no light matter to allow a scarcity of the commodities of life.

It is a good thing that a man can change his mind without being obliged to change his clothes.

GROUND HOG VINDICATED.

At various times and in different ways the scientists have endeavored to discredit the ground hog as a weather prophet. Statistics have been cited and weather records have been brought forward to prove that the best the ground hog can do is to make a guess as to what will happen and that he guesses as often wrong as right. With no desire to take up the continued controversy between the scientists and the ground hog it will be pretty generally conceded that in so far as this winter has been concerned the hog has been vindicated. The sun shone the day he came out of his hole to look around, and taking this as a bad sign he ducked back for another nap. And the next day a blizzard came and the first blizzard was followed by another and then another, and they kept coming. The six weeks period set by the ground hog for his second nap expired last Friday and perhaps it was good guessing and perhaps just a coincidence, but the day before the time limit expired brought one of the wildest storms of the season, putting a fine finish to the prediction of February 2. The scientists may scoff, but this winter ought to establish the ground hog more firmly than ever in popular esteem as a prophet of character and ability. Incidentally it may be remarked that the Weather Bureau has been known to miss its guess.




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Detroit's Water Fete To Be Well Advertised.

Advertising matter on Detroit's Cadillaqua Carnival, which begins July 22 and continues for four days and nights, is being distributed throughout the United States and Canada. Newspapers are being asked to publish articles on the fete, with invitations to visit the city during the event. Here is part of the first official statement made by the publicity Department of the Carnival:

"Cadillaqua this year will commemorate the two hundred and eleventh anniversary of the founding of Detroit by Antoine de la Mothe Cadillac. The unique and significant history attached to the early days of the city affords an extraordinary opportunity for the presentation of land and water pageants of more than passing interest.

"Cadillaqua takes its name from Cadillac and the Latin noun for water. The name was chosen as a result of a competition to which more than 28,000 entries were made. They came from competitors in all of the states and territories of the United States, and most of the towns and cities of Canada. As the name would suggest, the carnival will take place on the water largely. For this purpose the ideally located Detroit River and the lagoon-laden Belle Isle will be utilized. Among the water events will be yacht and motor boat races, contested by the fastest craft in America and Europe, rowing races between world-famous crews, swimming races for both sexes, canoe races, a canoe carnival, a magnificent naval parade, and two gorgeous water pageants on which ingenuity and many thousands of dollars will be expended.

"Cadillaqua's historical and industrial parades on land will be larger, costlier and more representative than any similar pageant ever undertaken in this country. An automobile parade will include \$25,000,000 worth of beautifully decorated motor cars, and will serve to demonstrate Detroit's supremacy in this distinctive industry. The display of fireworks, which will start the carnival, will have a definite connection with Detroit's genesis and will be the most costly, the cost complicated and the most beautiful pyrotechnical arrangement ever touched off."

The relative efficiency of motor and horse drawn vehicles was tested recently by the Acme White Lead & Color Works. They have had in operation a five-ton truck, and since its installation have been keeping a strict account of its performance and

operating cost. A statement recently issued is a comparison with the horse-drawn system, and emphasizes the advantages of the motor truck. The truck took the place of two teams and two men, but for a month both were in operation in order to make the comparison. While the two teams were only able to carry 250 tons of material during the month, the truck, during the same period, carried loads aggregating 789 tons. The teams covered 1,144 miles, against 1,430 miles by the truck. The biggest surprise was regarding expense. It took \$229.16 to maintain the two teams—pay wages of drivers and feed for the horses. The motor truck involved an expenditure of \$152.10. This included the wages of the driver, gasoline and oil. It not only cost \$77.06 less to maintain the truck for the given month, but with it they were able to cover 286 more miles and carry 530 more tons of material. A record like this is convincing and conclusively proves the claims made by manufacturers.

How effective has been the campaign in behalf of Priscilla Inn and the great need which it will meet among young girl wage earners, is demonstrated by the response which is coming from all quarters. The members of the Finance Committee are jubilant over the fact that they are now in possession of \$80,000. One subscription was for \$2,500 worth of stock in the pretty new hotel which will be started at Cass avenue and Ledyard street as soon as the required \$100,000 is in. It is felt that with the extension of information concerning conditions that hamper the beautiful, life-loving young girl who spends her days in the service of others, little trouble will be experienced in acquiring the necessary funds.

The Elmer store announces the opening of seven new departments which have been added to this downtown store, which will make it distinctly a store for women and one of the most convenient shopping places in the city, inasmuch as the new departments are all located on the main floor and within easy access. The new departments are corsets, gloves, hosiery, underwear, muslin underwear, jewelry, neckwear, leather goods and umbrellas and parasols.

The Detroit Steel Products Company has received a large Government contract for fenestra windows, to go into all of the shop buildings of the new United States naval station at Pearl Harbor, Hawaii.

Building permits taken out last

week represent an aggregate estimated expenditure of \$246,565 for construction work. There were seventy permits issued for new buildings, the cost of which is estimated at \$215,210.

C. A. Barnes and J. Bader, two prominent young tailors, both of Detroit, have recently associated themselves in a partnership. The firm will be known as Barnes & Bader. The new tailoring establishment is located at 18 John R. street.

Two steamers have been chartered for the annual outing of the Retail Grocers' Association which will be held at Tashmoo Park July 31.

Asks For Courteous Treatment.

The life of a traveling salesman upon the road is not one continual round of pleasure, as some appear to think, but, rather, the contrary, therefore without being personal, the object of this appeal is to ask your co-operation in trying to alleviate some of the unnecessary evils that beset his path. This can be accomplished if buyers would recognize more fully the importance of a salesman's time by giving him their attention at the earliest moment consistent with their other duties, and also if they would fulfill all definite

promises made, so that the salesman may know what to look forward to.

Generally speaking neither of these evils are occasioned intentionally, but rather from lack of appreciation of their importance. The expenses of a road trip are a factor in the prices of merchandise, besides many of us have wives, children or sweethearts waiting for us at home, hence the advisability of conserving time.

Promises not fulfilled are far more common than you might suspect, and the bad feature of this is the loss of time, and disappointment to the salesman, and sometimes disappointment leads to other things. At any rate, it would seem that a good portion of these evils could be eradicated if buyers would be more considerate. We have no unions, and therefore are more or less at their tender mercy. Your assistance is asked.

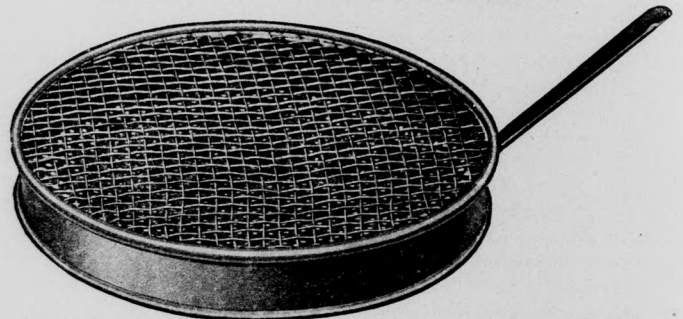
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Manufacturers **A. T. Knowlson Company, Detroit, Mich.**

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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 $\frac{1}{2}$ c per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.

PARCELS POST

Meets With Active Opposition on All Sides.

Washington, March 18—Advocates of parcels post have learned there is no likelihood of the Senate Postoffice Committee reporting a bill providing rates regardless of distance upon merchandise. Commercial clubs and similar organizations have represented that such carriage would be hostile to local industrial development. The big retail mail order houses have been anxious for a flat rate. They have grown upon this carriage up to four-pounds limit. They want to extend this now to eleven pounds and later place the limit much higher. The Senate Committee is working upon a zone system like Germany's. Opponents of parcels post say that, if we must follow European examples in our country of long distances, this would be far preferable to a flat rate.

Realizing this situation, emissaries of retail mail order houses have furiously bombarded the House. Not only members of the Postoffice Committee but many other representatives have been threatened with defeat if they did not strive to secure such legislation. The report now is that the House Postoffice Committee has bowed to the will of the retail mail order house, that the Committee has agreed upon a bill to be reported within a few days. Members of the Committee are pledged to secrecy regarding its contents. The first report was that this bill provided only an experimental rural route service and a Commission to investigate the operation and effects of parcels post systems abroad. Other information is that a general flat rate of 12 cents a pound is provided with the limit raised to eleven pounds and rural rates beginning with one cent for each two ounces and graduated upon a scale up to a carriage of eleven pounds for 25 cents.

This new legislation is said to be attached to the House appropriation bill for postoffices. The advocates of parcels post have felt that, although the Senate Committee has discarded the flat rate proposition by attaching it to an appropriation bill, the senators would have to surrender their convictions. Under the Holman rule of some years ago such measures might be attached to appropriation bills if they made reductions and not increases. Whether the rider sticks remains to be seen. It is said that these provisions were attached to the appropriation bill at the request of the Postmaster-General.

That the whole propaganda for parcels post aims at Government ownership and operation of railroads and other socialistic schemes, with the effect of wiping out state lines and local self-government, in the building of a huge centralized system is apparent. Advocates of parcels post claim that the whole tendency of the times is toward centralization of trade and government. Louis D. Brandeis recently showed the House Committee investigating the steel trust that centralization did not make for efficiency, but, that since the organiza-

tion of this trust, the United States had fallen far behind other nations in production of steel.

The Postmaster-General has used as argument a situation to which he has contributed, to say that our domestic rate must be brought down to equal international rates, made not by Congress but by the Postoffice Department. The average length of haul for each pound of merchandise under domestic rates is 687 miles. The average length of haul for each pound under the international conventions is less than 200 miles. Under the international rate a fraction of a pound is charged as much as a pound. The annual report of the Postmaster-General for 1902, page 535, stated: "Of the parcels received from Germany more than 35 per cent. are delivered in the cities of New York, Brooklyn, Jersey City, Hoboken, Boston, Philadelphia, Baltimore and Washington, and more than 72½ per cent. are delivered east of the Mississippi."

Congressman Griest, of Pennsylvania, has introduced a bill for providing carrier service in the smaller cities and towns not having the same. Many citizens of such towns complain that they have to pay box rent or frequently wait in line at the general delivery and believe they ought to have this service before parcels post is added. Only about half of the farmers yet have rural free delivery. Those yet deprived of it say that Congress should not add extras to routes now established before giving them this service.

Congressman Goeke, of Ohio, has introduced a bill for parcels express. This is said to eliminate many of the objections to the ordinary parcels post as a delivery system for retail mail order houses. It provides for condemnation of the express companies and fines against all railroad companies refusing to carry parcels at such rates as the Interstate Commerce Commission shall determine.

Advocates of parcels post have been calling wholesale and retail merchants parasites upon our economic system. Edward B. Moon, Secretary of the American League of Associations, demonstrated that the wholesaler enabled the manufacturer to use capital in production which otherwise he must employ in marketing his products; that the wholesaler by taking a consignment of manufactured goods frequently finances a meritorious struggling industry; and that his extension of credits to the retailer enables the retailer to credit his patrons. To bring the country suddenly to a cash business, necessary if concentrated in great retail mail order centers, would work hardship. He showed that the profits of these retail mail order houses were usually greater than those of wholesaler and retailer combined and that, if present methods of trade distribution were destroyed through parcels post the country might look for a trust of great retail mail order houses.

It has been argued before the Senate Committee that rural carrier wagons are now seldom filled and that lowering the rate and increasing the weight limit would fill these. Lower-

ing of rates upon second-class matter is not advocated to just fill each mail sack and no more. It has been shown that many rural carriers travel on horseback and use motorcycles, and that additional equipment would be necessary; that many postoffices would have to be enlarged or rebuilt and many employes added, if first and second-class matter is not to suffer continuously the delays of the Christmas season. Fred T. Loftin.

Ban on Saccharine in Foods.

By a vote of two to one the Board of Cabinet Officers charged with the enforcement of the pure food law has entered a final decision against the use of saccharine in prepared foods.

Secretary of Agriculture Wilson and Secretary of Commerce and Labor Nagel confirmed the decision that

food containing saccharine was adulterated. Secretary of the Treasury MacVeagh dissented.

One month's grace will be given manufacturers to arrange for the elimination of saccharine.

The decision settles a controversy of nearly four years' standing. Secretary of Agriculture Wilson, by direction of former President Roosevelt, having referred the question of the use of saccharine in foods to the Board of Scientific Experts for their investigation and report.



TRADE WINNERS

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

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



**The Coming Universal Staple—
HOLLAND RUSK**



To make its excellent qualities and many uses better known, we have now ready for distribution our beautifully illustrated booklet:

"The Dainty Dutch Delicacy"

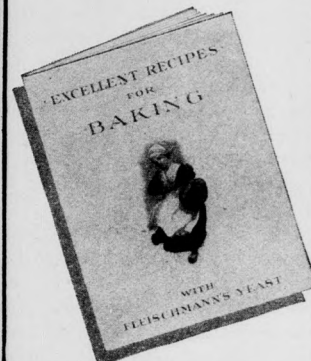
Will you help to place this in the hands of *YOUR CUSTOMERS*?

Send us a list of names of best customers and your rubber stamp and we will mail these booklets with your name stamped on inside cover page to each customer. Rubber stamp and list will be promptly returned.

SAMPLE OF BOOKLET SENT ON REQUEST

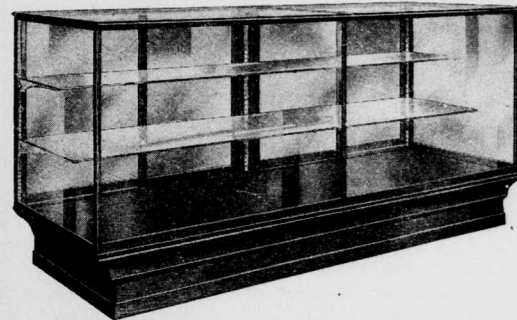


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INCREASE your sales by requesting your customers to write for one of these books. They are absolutely free.

THE FLEISCHMANN CO.
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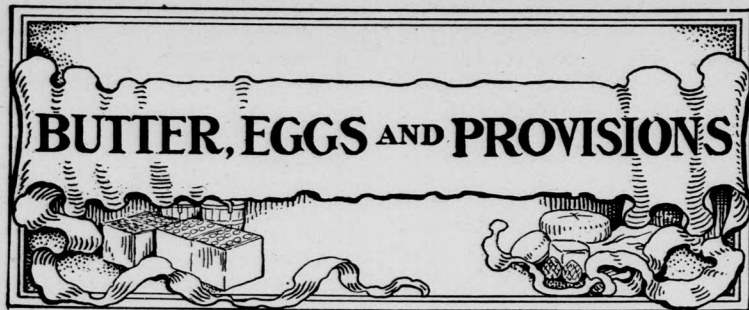


"Where Quality Rules"

Case No. 11

Our cases have many improvements—superior to all others. Prices lower. Why? Because we manufacture in reality only ONE STYLE in quantities and are satisfied with a smaller margin. Write for catalog and prices.

FISHER SHOW CASE CO., 886-888 Wealthy Ave. Grand Rapids, Mich.
(PROMPT SHIPPERS)



New Methods Displacing Old Style Henny.

The old-fashioned hen with headquarters in the barnyard and an improvised roost of rough poles under the shed, had the whole range of the farm. She would select her nesting place in the haymow, in the straw-stack, in unusual mangers, under out-buildings not set close to the ground, sometimes in orchard and meadow; and once selected it was hers by right of original entry and no vandal fowl dared disturb. Eggs in those days came to the table fresh, like the butter churned from cream of milk drawn from udders of healthy kine in the fields. No packing nor cold storage there, no musty taste, no suggestion that the eggs had come to us from the period of Rameses. The old-fashioned hen lived the simple life, and her eggs seemed to partake of lush, grasses, wild flowers and clover blossoms and the flesh of those fowls was as sweet and tender as that of the peaches and apples which grew in the old orchard.

The old-time hen mother would turn her head aside and look with an eye of doubt at the royal ones which never knew the nest, the care of the mater and the proud strutting and crowing of the pater familias in the presence of a new brood hatched in the way that was an inspiration of the ancient days the patient, self-sacrificing sitting on the eggs; the delight of the first chipping of a shell; the place of accouchment being selected by herself; the initial chirp of the initial chick; the advent of the whole brood of little ones; the sublime guarding of them by the mother and the fierce, bellicose, defiant mien of the father against all that seems to be of predatory, whether human, animal or carnivorous bird, are features of the old methods, delighting, sentimental, poetic, that are unknown to blue-bloods produced artificially. The old-fashioned hen would cast eyes at these far more doubting, if not contemptuous, than any that take in the unfortunate figure of the incubator baby.

Of course the primitive kind of nesting that has come down from the ancient forbears of the gallinacious race is still in vogue on a million farms, but the invasion of the incubator and brooder may be said to be universal. Breeders for eggs and for the poultry market and for magnificent fancy fowls must use it perforce for production on any considerable scale. But the two artificial machines for forcing the creation of chickens and eggs has gone farther than this. Volumes have been pub-

lished telling how any person having a back yard to his dwelling may use the incubator and brooder with amazing profit, if all the stories are to be believed, which seem to be authentic. Although it doubtless marked the beginning of a wonderful evolution of the blue-blooded cock and hen, the primitive nesting would never produce a fascinating exhibit.

As a matter of course Noah selected the domestic fowl among the first of the feathered genus to enter his yacht, and not solely for the purpose of perpetuating their species, but also that the family might have chicken roast, stewed and saute, with waffles and griddle cakes; and eggs fried, poached, shirred, boiled three minutes by the ship's chronometer, or in the form of plain and fancy omelettes; but how long before that the domestication came of the wild birds no history tells.

At times it seemed that the propagation of the domestic fowl was waning, concludes the Pittsburg Dispatch. Hundreds of years ago in his "The Gouverneur," Sir T. Elyot wrote that "It is ryght lykely that within a short space of years our familiar poltrie shall be as scarce as be now patriche and fesaunt." Certainly the prophecy has been proven false.

Storing Table Grapes.

Six years ago the Department of Agriculture began to investigate the problem of storing table grapes. The importations of fresh grapes from Spain during the present season amount to nearly 900,000 barrels, which have sold at wholesale prices ranging from \$2.50 to \$7 per barrel. In the meantime the California, grape-growing industry has been making steady progress, and it is now clear that unless some way can be found either to broaden the area over which the fruit may be distributed, or to lengthen the marketing season, the industry will soon be face to face with the serious problem of over-production. The Spanish packers have heretofore had a great advantage over their American rivals in being able to secure at small cost the ground cork, without which, as a filler, the grapes will not ship or keep well. This material being both scarce and expensive in California, persistent efforts were made to find a satisfactory substitute. After a number of failures, the redwood sawdust, which is a waste product of sawmills, was found to be not only as good as the ground cork, but in some ways even better, provided it is dry and the finer particles are removed. Of the varieties of grapes experimented with last autumn, the Emperor was found

to possess the best keeping qualities; it may be held from ninety to one hundred and ten days. It might be well for the Department of Agriculture to keep an eye on Luther Burbank and follow his example of combining keeping qualities with flavor—a point too often neglected.

Plenty of Provisions.

A lumberman was wrecked on a desert island in the Pacific ocean, and was slowly starving. Each day he walked the beach and vainly searched the horizon for a sail. Then he had an inspiration. He decided to write a message on a piece of paper, place it in a bottle, and cast it adrift, in the hope that some vessel would find it floating and pick it up and come to the rescue. Being a lumberman he had the bottle. He went down into his pocket after a piece of paper on which to write the message, and all he found was a fire insurance policy. He started to read it, and found enough provisions in it to last six months.

A farmer does not need a medical diploma in order to be able to cure pork.

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

WANTED

Butter, Eggs, Veal and Poultry
STROUP & WIERSUM

Successors to F. E. Stroup, Grand Rapids, Mich.

All Kinds of

Feeds in Carlots
Mixed Cars a Specialty

Wykes & Co., Grand Rapids Mich.
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WM. D. BATT

Dealer in

HIDES, FURS, TALLOW AND WOOL

22-124 Louis St. Grand Rapids, Mich.

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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

Orders for Seed will have prompt attention. We are in the market daily for Fresh Eggs.

Moseley Bros.

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

Both Phones 1217

Grand Rapids, Mich.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

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.

SUCRENE

The ideal dairy feed. Palatable. Digestible, Nutritous; increases milk production.

Stands the test with the World's Largest Milk Producers.

A money maker for the dealer.

ROY BAKER, Agent

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

MINCE PIE IN HISTORY.

Originally Seasoned Pie of Shredded Mutton.

Apropos the Washington decision as to what constitutes real mince meat, the story of the career of the mince pie is worth relating. Its sway over the Christmas affections has been long, for its origin is lost in the midst of the cuisine of the Middle Ages. In the literature of the late Tudor times we often find it referred to under various names, such as mutton pye, shred pye, Christmas pye, December pye, as well as under variations of its present name, such as minced pie and mince pye. An English writer of the seventeenth century in a Christmas ode says:

"Without the door let sorrow lie,
And if for cold it hap to die
We'll bury it in a Christmas pie,
And evermore be merry."

But it is curious how the contents of the mince pie has changed. Originally its basis was mutton, shredded or minced, hence "shred" mutton or "minced" pie. This mutton, in honor of the season, was specially flavored with various sweets, such as raisins, currants and spices. The mixture was then baked in oblong crusts, the shape of which was supposed by some to refer to the manger in which the Holy Child was laid. This crust was not inappropriately known by the quaint name of the "coffin." By degrees the proportion of meat to sweetmeat diminished, and nowadays it is often wholly omitted and the mince meat is merely a conglomeration of currants, raisins and apples, with only suet to represent the animal world. In Puritan days the mince pie fell on evil days, for to the rigid ideas of the Roundheads:

Plum broth was popish and mince pie—

Oh, that was flat idolatry.

In 1647 the Parliament ordained that the nativity of Christ should be no longer observed. Christmas day was to be kept as ordinary days.

Naturally enough this edict caused a great outcry, among those who did not hold these ascetic views, and an Oxford scholar bemoaned that at his hall "the scholars came into the hall, where their hungry stomachs had thought to have found good brawne and Christmas pie, roast beef and plum porridge, but no such matter. Away, ye profane! These are superstitious meats. Your stomachs must be fed with sound doctrine." This very name of Christmas, with its hateful allusion to the "mass," was anathema to the Puritans, so the term Christmas pie quickly disappeared even when the pie itself was found, and "mince pie" alone it became, and remains to this day.

But with the Restoration the mince pie promptly came into its own again, and Pepys tells us that on Christmas Eve his wife sat up until 4 in the morning seeing her maids make mince pies. We might well apply here his

favorite epithet of her — "poor wretch."

Advantages of Refrigeration.

The use of the refrigerating plant, its conveniences and advantages toward economy and health have been impressed so forcibly on a member of the Pittsburgh meat trade that he has written the following:

"Electric-driven refrigerating plants for butchers, meat packers, grocers, bottlers and milk distributors have become a necessity in every city and practically every large modern plant in the Pittsburgh district is now using electric motors to operate this machinery in place of steam or gas engines.

"The economy and superior results obtained by mechanical refrigeration in stores and plants of this kind have displaced the old method of packing the storage boxes with ice. The dry, cold air where mechanical refrigeration is used has been found to be of much greater value in preserving meats and vegetables. In fact, fresh meats are found to have improved in flavor and tenderness by keeping them in cold storage for from one month to six weeks. As a result, higher prices are secured for such meats.

"Very attractive glass cases containing cooling coils connected to refrigerating systems are used in stores and shops for the display of meats, fish, vegetables and other perishable provisions. Eatables so kept look tempting to customers and the result has been that sales have largely increased and new customers have been attracted. Meat scraps trimmed and other waste that were formerly allowed to stand in barrels to attract flies to the store are now frozen in cans to prevent decomposition until the garbage man arrives to cart them away. This helps to keep down the fly nuisance and make the store clean, sanitary and wholesome."

American Apples in Norway.

Approximately one-half of the apples imported into Norway are American. The exact amount imported is not ascertainable owing to the large quantities transshipped from Germany and England and not in all cases credited to the United States.

Statistics show that in 1910 there were imported into Norway 3,279,056 pounds of apples and pears, mostly apples, pear imports being small. From Great Britain there came 1,425,732 pounds, valued at \$104,215; from the United States direct, 1,099,538 pounds, valued at \$80,373; from Germany, 676,236 pounds, valued at \$49,417; from Denmark, 41,206 pounds; from Australia, 14,102 pounds; and from Canada, 5,610 pounds.

Most of the American apples coming to Stavanger are purchased by local importers in Hull and Liverpool, through agents who generally buy the apples at auction and supply the Stavanger firms as the demand requires many of the Stavanger orders being sent by telegram, the apples reaching here in two days. The price paid wholesale to the English firms for the American apples is 20s. to 25s. (\$4.86 to \$6.07) per barrel of 60 kilos (132½ pounds.) The duty is 0.12 crown (\$0.03) per kilo or about \$1.97 per barrel.

American apples sell at retail in Stavanger at 11 to 16 cents per kilo, the choicest varieties selling later in the season at 21 to 29 cents per kilo. Importers all state they have lost money (some report losses of \$100 to \$400) on American apples this season because so many failed to keep. Notices have appeared (Feb. 17) in the local papers offering American apples, that are not choice and have begun to decay at 2½ cents per kilo.

The varieties of American apples sold in largest quantities on this market are the Baldwin, Kingston, Ben Davis, and Russet.—U. S. Consul at Stavanger.

When the wolf is at the door we are not likely to have any other callers.

Dandelion Vegetable Butter Color

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

G. J. Johnson Cigar Co.

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

Wilmarth Show Case Co.

Show Cases
And Store Fixtures
Jefferson and Cottage Grove Avenues
Grand Rapids, Mich.

PEACOCK BRAND

For Easter Display

Fill a window with

Ham, Bacon and Lard

Peacock Brand

The people will be drawn by its attractive appearance and your customers pleased by the excellent quality of the goods.

Place your order at once with

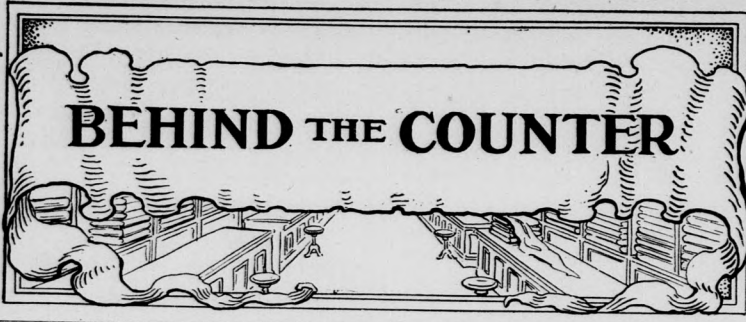
Cudahy Brothers Co.

Cudahy, Wis.

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.



Routine Makes Skill, Inspiration Needs Diversion.

The rule is: By Routine we gain Technique, and by Diversion, we gain Inspiration.

The human being needs both of these if he is to do his best work. And the secret of perfection lies in balancing the two properly.

It is routine, and routine only, that gives finish, polish and sureness in any craft. No one can be a music virtuoso, for instance, without infinite practice. The Abbe Liszt used to say that when he neglected his scales one day he noticed it in his performance; two days his friends noticed it; three days and the public noticed it.

That absolute precision, that machine-like and almost uncanny accuracy, which amazes you in Kubelik or Pachmann or Paderewski, simply means hours upon heaped-up hours of going over the same things. There is no other road to such efficiency.

"Repetitio mater studiorum," goes the adage; repetition is the mother of learning. This is the secret of learning a foreign language if you want to know. It is not an aptitude for strange tongues, it is not learning grammar and vocabulary, it is the selecting of a number of the most unusual forms of speech and repeating them often enough.

So a skillful carpenter, butcher, painter, cabinetmaker, golf player, engineer, cheese expert or what-not; the number of times is the answer to the mystery.

We are quite right, therefore, in seeking experienced workmen. Even in the subtler arts this is true. Take writing, for instance. The general public do not realize to what extent good writing is mere practice; how little of it is divine afflatus and how much of it is regular daily grind. Dr. Johnson went so far as to say that any man could write well if he set himself doggedly to it. Jack London says the same thing, and if any reader of this has the cacoethes scribendi, or writer's itch, let him produce, produce, produce, every day, just as he would go about learning wood-carving or typewriting. That easy, flowing, fascinatingly careless style you so much fancy in your most admired author is the result of boundless pains and practice.

But routine is not enough. You must have diversion. You can do much better work if you go away and come back to it again. In some strange way, when we lay a thing by and then return to it, we bring to it a peculiar illumination. Robert Louis Stevenson advised that one write his stuff, then leave it alone

for a week or a month and let it simmer, and then take it up again.

Many a woman would be a better mother if she could go out awhile and play. The parson ought to go fishing often. The learned judge and bishop ought to have some pasture where they can retire and romp and kick their heels.

So that whenever you find any inefficient or unbalanced or cranky or morbid or slipshod work, you may rest assured it is due to one of two things—either the man has not routine enough, or he has not diversion enough.

It is so even in character. Consistency is a fetich that has spoiled many a worthy soul. Anyone who tries unremittingly to live up to some ideal he has marked out for himself becomes in a measure false and artificial. Be yourself. Be as different from your reputed self as you feel. Give yourself scope. Let yourself go. Go out into the woods, if necessary, and whoop and yell. Then you can come home and do your little task of living up to your reputation much better.

And, of course, the contrary is true. If a man is all whoop and yell, and freedom, and doing as he pleases, he will never get that technique that comes only from self-control and routine. One must mix routine and diversion to make life, just as a woman mixes sour milk and soda to make biscuit.

Talent in the kitchen and a balance in the bank should form a combination for generating domestic bliss.

Learn To Do Better.

There are undoubtedly thousands of mediocre stenographers employed in the world. Why do they not become experts? There are offices where not more than fifteen or twenty letters a day are turned out. Why do not the women employed in such offices use their spare time to perfect their shorthand? Yet they complain of the monotony of their work, but monotony does not travel in the company of the expert. It is more often the companion of the inefficient and discouraged woman.

The woman whose soul is truly pierced by the iron of monotonous and uncongenial work will use all her powers to fit herself for something better. She may have to endure the iron for a time, but only for a time. She soon rises to better things.

It is the same on other spheres of life. It is rarely the excellent and perfect housekeeper who complains of the monotony of domestic life, but the woman who is an incompetent and careless housekeeper nearly always does.

That monotony*is deadly every one acknowledges, but so are complaints.

The best way to avoid both is to work up and out of them.

To Help Out at Lunch Hour.

Nearly all merchants, and especially those who employ but a few clerks, usually find themselves short of help at lunch hour, and lose trade thereby. A good plan made use of by some retailers to remedy this difficulty is to keep a record of each clerk's time out during the lunch hour, and give them credit, either in cash, or in holidays, for the time they save for the store by returning in less than their allotted hour. You will, with this arrangement, find most clerks will have from one to two weeks holidays coming to them as a result of time saved at lunch hours. These holidays they can take during the dull seasons, and it will simplify the handling of your noon hour trade. As a rule, clerks are glad to adopt this plan, and to make either extra pay or holiday time.

Particular.

"Is she proper?"

"Proper? She's so darn proper she won't even accompany a man on the piano without a chaperon."

Brecht's Sanitary Steel Meat Racks
Tin or Nickel-plated, with Detachable Hooks

These Racks are perfect in construction, ornamental in appearance, and superior to anything heretofore offered to the trade. Hooks are detachable and can be removed and replaced quickly. Rails are locked in brackets and can't be lifted out when in use, but are quickly unlocked and easily removed. Wood uprights, nicely varnished, with screws in place to receive brackets, furnished with each rack. Brackets can be lifted off post or uprights. Uprights are fastened to the wall and brackets hung in their respective places. The rails with hooks attached are laid on the brackets. There are not any Racks made finer in appearance and finish. They are nickel-plated by the Electric Process also go through a process of fire plating which makes them durable. Our tin-plated racks are tinned in strictly pure tin and will not rust. They will improve the appearance of any market, and on account of their construction are strictly sanitary and easily cleaned, and are always bright and shining.

WE CAN MAKE TO ORDER ANY COMBINATION OF RAILS DESIRED
Write us for prices and any information regarding market outfits, etc. Dep't "K."

THE BRECHT COMPANY
ESTABLISHED 1853
MAIN OFFICES AND FACTORIES 1201-1215 Cass Ave., ST. LOUIS, U. S. A.
New York Denver San Francisco Hamburg Buenos Aires

Just Try One in the Brown Sugar Bin

No More Sticky Fingers to Wash a Dozen Times Every Day. If it Does Not Save You More Than Fifty Cents Worth of "Cuss Words" the First Week, Send it Back to Your Jobber.

Smith's Sanitary Scoop Does the Work

It is made of the best quality steel, heavily nickel-plated, 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 every scoop** if you are not perfectly satisfied with it.

YOUR JOBBER SELLS THEM AT FIFTY CENTS EACH. Add one or two to the next order you give the salesman. **THE RESULTS WILL PLEASE YOU.**

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.

Activities in the Hoosier State.
Written for the Tradesman.

Smyth's general store at Grayville has been removed to Enfield, Ill.

Jasonville will vote on the question of becoming a city.

The Ft. Wayne Park Board has ordered 4,000 seedling shade trees at a cost of a cent and a half apiece and they will be cultivated at the city greenhouses. It is figured that in the course of two years the trees will be worth a dollar apiece.

The Kendallville Commercial Club, which was organized sixteen years ago, will soon dissolve, owing to waning membership and lack of interest.

A Commerce Club to look after traffic matters will be formed March 28 at a meeting of the Ft. Wayne Commercial Club. The new body will co-operate to some extent with the Indiana Manufacturers' and Shippers' Association. There are sixty-three members of the latter organization in the city.

The City Inspector of Weights and Measures at Evansville met with the berry growers and market gardeners of that section recently to instruct them regarding the ruling of the State Commissioner on short weights and measures.

The H. J. Ash stove store at Ft. Wayne, one of the oldest exclusive stove concerns in the country, has been purchased by the Pickard House Furnishing Co., of that city. Mr. Ash retains the furnace end of the business and his son, Fred H. Ash, has accepted a position as traveling salesman for the Michigan Stove Co., of Detroit.

The alfalfa train, a farmers' institute on wheels, will be operated over the Erie Railroad in Northern Indiana March 27-29, with lectures and exhibitions at the principal towns by experts from Purdue University.

Negotiations between Ft. Wayne and the Pennsylvania Railroad regarding track elevations appear to be at a standstill.

The Merchants' Grocery Co., a wholesale house of Evansville, has plans for erecting a brick building, three stories and basement, near the L. & N. depot.

The Eli D. Miller folding bed and chifforobe plant at Evansville will be doubled in size by the addition of a three story building this year.

Construction work on two new traction lines at Evansville, the Evansville, Henderson & Owensboro and the Evansville, Chrisney & Eastern, will be started soon. These roads will open up important trade territory.

Secretary Biederwolf, of the Ft. Wayne Commercial Club, reports an increasing number of enquiries as to the city's advantages as an industrial center. While Ft. Wayne has nine steam railroads, low shipping rates, freedom from labor troubles and many other advantages, the civic awakening there and the progress made toward a more beautiful city seems to have made an even stronger impression on outside manufacturers looking for new and better locations.

A corn improvement train will be operated over the Baltimore & Ohio Railroad in Northern Indiana April 2 and 3, under the auspices of the Purdue University.

The sum of \$11,397 is paid out weekly to workers in the twenty-nine factories of Kendallville. The city has 5,000 population.

School gardening will have an auspicious start in Ft. Wayne this spring. The Director of the School Gardens in Cleveland is assisting in the start-off and vacant lots in the vicinity of the schools are being donated for the work.

Allerton & Co., formerly of Ft. Wayne, will open a store on South Michigan street, South Bend, handling a complete line of leather goods, trunks, etc.

Ft. Wayne is going into the smoke nuisance problem very thoroughly. The General Committee has been broken up into five sub-committees, and each one is taking up some phase of the subject.

The Manufacturers' Club of Ft. Wayne recently discussed the alleged unfair methods of manufacturers of plumbing supplies and fixtures in refusing to sell the non-union plumber supplies at wholesale rates.

Almond Griffen.

Mill in Operation.

There has just gone into operation at Winona, Minn., a flour mill which that city and the owners claim is the finest milling plant on the American continent. This mill is the property of the Bay State Milling Co. and was built to replace their plant, which was totally destroyed by fire last July. The mill, fire and vermin proof throughout, stands on the banks of the Mississippi and is eight stories in height. It is capable of turning out 4,000 barrels of "Wingold" daily and has flour warehouse storage capacity of 50,000 barrels.

All that modern architecture and construction could offer by way of sanitation both for workmen and for product, seems to be embodied in this mill, and the machinery and

equipment are the finest and most modern that could be procured.

The pride and show place of the entire plant, as well as one of the sanitary and ornate features, is the fourth, or grinding, floor. Standing on a pearl white, blue-bordered tile floor and surrounded by walls covered from floor to ceiling with glazed white tile, are fifty-six nickle-trimmed stands of rolls. Within each of these stands is concealed a double set of rolls; it is between these rolls that the grinding or crushing of the wheat takes place. The men (millers) on this floor are clothed in uniforms and caps of white duck, as are also the packers and truckers on the floors below. These uniforms are furnished and kept freshly laundered at the expense of the mill.

It takes about 18,000 bushels (eighteen cars) of wheat daily to keep this big mill going, every kernel of which is washed and scoured before being ground.

In the construction and equipment of this milling plant a time record

was broken by half. Without sacrificing thoroughness to haste the work was accomplished in the unprecedentedly short period of six months. For a mill of this size and character a record even approaching this is unheard of.

Starting with a capacity of 1,600 barrels in 1899, the business of the Bay State Milling Co. has grown until at the present time it is regarded as one of the largest and foremost milling concerns of the country.

No Chance For Him

A Kansas City man has obtained a divorce because his wife insisted on keeping thirty-five cats in the house. It was a physical impossibility for him to kick them all around at once.



CORN MEAL

Michigan Yellow Granulated

Packed for Shipment

1 doz. 3 lb. sax

Bales of 5-10 lb. sax

100 lb. jutes

Illinois White Granulated

Packed for Shipment

1 doz. 3 lb. sax

Bales 5-10 lb. sax

100 lb. cotton sax

JUDSON GROCER CO.

GRAND RAPIDS, MICH.

Are YOU Selling

WINGOLD FLOUR?

IT REPEATS

Distributed by

LEMON & WHEELER CO.

Grand Rapids



Shoe Store Incident Showing Good Salesmanship.

Written for the Tradesman.

"Yes," said the customer, as she glanced approvingly in the full length mirror and turned about to get different views of the modishly-built plain gun metal pumps on her feet, "I think they are perfectly beautiful; and so far as the fit goes I am sure you can not beat it. How much did you say they are?"

"Four dollars," replied the clerk.

"Very well, then, I'll take this pair."

After the customer's old shoes had been neatly buttoned by the salesman, and as the latter held the sales slip and the crisp five dollar bill in one hand, and the gun metal pumps in the other, the salesman said:

"Now, Mrs. Brownfield, these pumps are very attractive just as they are; and some ladies prefer to wear them plain. At the same time the attractive qualities of the pumps can be greatly enhanced by some simple ornament. Buckles are going to be worn this season by the very best dressers in the country. Let me show

you some buckles that would be appropriate for these pumps of yours." And without waiting for an answer the clever young salesman proceeded down the aisle to the jewelry case where this class of goods was kept. Instinctively Mrs. Brownfield followed the lead, and presently found herself on one side of the case with the salesman opposite.

"Now this," said the clerk, "is a simple, yet very attractive, buckle of the Colonial type. This is a very durable enamel—and, of course, we have it in other colors. This buckle is intended for street wear."

While the customer was examining the Colonial buckle, the salesman had procured some other kinds.

"Now this," he said, "is the rhinestone buckle of which you have heard so much recently. It is more appropriate for dress purposes. That enameled buckle will cost you \$2.50; we get \$4.50 for the rhinestone. But now I want to show you something a little different from either—something that really combines both dress and street-wear possibilities in the one ar-

tle. It is an imported buckle that we get direct from France." And by this time it was apparent even to the casual observer that the customer was becoming interested in buckles.

"How do you like this?" And the customer held up the buckle, from which the salesman had carefully unwound many folds of snow-white tissue paper. "Now that is a cut steel buckle of the very highest grade of workmanship. Isn't it rich? Well, I should say so! Now, that is really beautiful! Let me show you how it would improve the looks of these pumps of yours." And it was evident from the way the customer's face beamed that she saw.

"Now," continued the salesman, "I want to show you just one more buckle. Also an imported buckle. We get it from France—and we have the exclusive sale of it in this city. Here is a chased buckle in a dull, gold finish. You'll observe that the style is Colonial; but it is so refined and rich. Now the price of this buckle and the cut steel one also is \$6.50 per pair. Of course I can show you cheaper buckles; but I am sure you appreciate the value of an ornament that really adorns."

The customer did not exactly demur at the price named by the salesman, but it was evident that she was for the nonce just a bit feazed at the price. But the salesman talked on breezily while the obvious charms of the buckles were given time to awaken corresponding wants.

"Now, as I said, either the cut steel or the gold buckle are rich

enough for any dress occasion; and they are so durable that they will outlast the usefulness of many different pairs of pumps. And not only that, but you can wear them on the street with perfect propriety. So, if I were you, unless I bought two pairs of buckles—which many of the ladies are doing—I would buy one of these pairs of imported ones."

"I believe I will take this pair," said the customer, indicating the Colonial buckle finished in gold; and Mrs. Brownfield opened her purse and handed the salesman an additional ten dollar note, while the salesman made the additional entry on the sales slip.

"Shall I send these pumps out to you, Mrs. Brownfield?"

"Yes, please," answered the customer, "and be sure to have them out this afternoon."

"You shall certainly have them this afternoon, Mrs. Brownfield, and I thank you ever so much."

When the customer had taken her departure I laid the newspaper down, sauntered over to the salesman and said:

"Neat work, Billy!"

"Oh, nothing so wonderful about it," replied Billy, who is extremely modest about his selling abilities. "You see our line of pumps are so attractive it is no trick to sell them plain; and after you have sold the pumps, it is the easiest thing in the world to show some ornaments to go with the pumps, and—well, after that they want the ornaments, you understand."

"Now, these buckles cost real

HAPHAZARD BUYING OF SHOES LEADS TO HAPHAZARD RESULTS

MERCHANTS should select a dependable line and stick to it. Shopping around doesn't pay. Our goods have been favorably known by the leading merchants throughout the Middle West for a generation and there has been a steady improvement. Our line has been kept strictly up to the minute in every respect and has given more real satisfaction to the merchants than they ever got out of any other line.



ONE HUNDRED and twenty samples—ladies, misses, children's, little gents, also makers of the celebrated QUEEN OF EASE, which is the only strictly cushion sole shoe ever made. There has been felt put into the bottom of shoes but the best of them have been a botch job. See the QUEEN OF EASE before buying cushion soles for ladies' wear.

WE SELL TO
RETAIL MERCHANTS ONLY

TAPPAN SHOE MFG. CO. :: Coldwater, Mich.

money, you know; and being novel- ties we have got to put the price right. But suppose I'd shown her gunmetal pumps with imported Colonial buckles on them—pumps, \$4; buckles, \$6.50; total, \$10.50—that would have looked too big. Chances are forty-nine to one she wouldn't have bought. But buying a commodity at a time, it made it easier for her, see?"

"Sure thing," I replied, "you've got the right idea. By the way, Billy, if it isn't divulging a secret, what's your P. M. on that sale?"

"No P. M. on the pumps, but 10 per cent. on the buckles. Figure it for yourself." And then, apropos of nothing in particular, Billy remarked:

"It's the women that keep this store going. Of course our men's department figures big in the advertising; and we have bench made shoes in there running as high as twelve bones the pair—but, say, it is lady customers for mine. They are the big buyers in these diggin's. Men are given to sporadic fits of economy; and they seem to be getting into the habit of waiting until something extra special is doing before they will buy; but you bet the dear women folks get what they want; and she must be mighty hard up before she will economize and skimp when it comes to foot- wear.

"You see," continued Billy effusive- ly, "nifty footwear is so darned es- sential to fetching sartorial effects, they have to have it in order to be well dressed at all. And when it comes to selling the shoes beautiful—the kind of shoes that accentuate the good looks of the rest of her togger— well, you know, that's our long suit. Of course you understand we are mighty glad there are men in this community; for women dress for men, you know. But as far as mak- ing our real money off the shoes we sell—well, it isn't made in the men's department like it is in here."

Just how much more to this effect Billy might have said, I have no means of knowing, for just at this juncture another customer claimed Billy's attention; so I sauntered to see what might be going forward in the children's department.

Cid McKay.

Reaching Out After a Bigger Shoe Business.

Written for the Tradesman.

Of course you want more busi- ness.

The shoe dealer who is satisfied with the trade he now has is a dead one.

That the trade is to be had for the reaching is a matter we are ordinarily justified in assuming.

That any shoe dealer already has a practical monopoly on the shoe busi- ness of a community—whether that community be large or small—is an assumption we can hardly make.

This is apparent when we stop to reflect that the American people are wearing more and more shoes per capita year by year. This perhaps belongs to that series of interesting facts which President Taft is going to have investigated very shortly by the economists of the world.

Just what the President is going to do about the average person's want- ing more shoes per year than used to be the case, remains to be seen; but the probability is that he won't be able to do much. The fact is peo- ple want seasonable shoes—and you can not legislate against the sea- sons.

Therefore we are justified in as- suming that this potential shoe trade lies round about the shoe dealer— thick and inviting. This being the case the shoe dealer is justified in getting up and gong after the busi- ness.

This brings us to the wherefore of this article. My subject concerns this interesting business of getting after this potential trade and converting in- to actual sales. This surely ought to be a subject of interest to every re- tail shoeman.

We have frequently been remind- ed of the alertness with which the big city stores are going after business in their communities—and some of us have seen how they go about it. Now there ought to be both instruction and inspiration in the tactics of these big metropolitan concerns. They are ver- itable pace-setters. They—these big fellows in the merchandising world— show the little fellows how to do it.

Now for several considerations it behooves the retail shoe merchant to get up and bestir himself. He has competitors of a most aggressive and de- termined sort. There are the retail- ing manufacturers with their branch stores in numerous cities throughout the country, the big mail order con- cerns (and they are boasting that they will ultimately control the re- tail business of the entire country), and the fraud sample stores.

What is to be done with this trium- virate of competitors? They can not be legislated out of existence; and the man who can bluff them off the map has not cheeped yet. The only way to head them off is to develop up-to-date and efficient methods. Hold your own ground by develop- ing what has been well phrased, "per- sonal efficiency;" and then strive to increase your merchandising activi- ties in every direction. Let us at this time focus our attention particularly on the last-named feature—reaching out after more business.

Cover your field with good ad- vertising. I have known county-seat shoe dealers to look upon their en- tire county as their field; and I be- lieve I have already told through the Tradesman how some of these men cover their county by metal and par- affined cardboard signs—some using stock shoe signs, some getting out individual signs, and some using both stock and individual signs. These are nailed or tacked up throughout the county on trees, fences, barns, scales, telephone poles—any old place where a nail or a tack can be driven.

Other shoe dealers contend that a circle with a six-mile radius (their store as the center) just about cov- ers the retail shoe dealer's productive field. Such merchants therefore look upon everybody within that circle as a possible customer of the store. All without it are barbarians—and hope- less so far as that store is concern-

ed. I am not particular to fix for you the boundaries of your territory, I assume that you know the field better than I do; so you fix it for yourself. But one thing is pretty apt to be the case—and that is that you'll not ex- tend it too widely. It is better to aim far than not to aim at all.

Having spied out the land round about you that you desire to enter and possess, proceed to build up a mail order trade. But first you must know the citizens of that country. Somehow you must get their names and addresses. And usually this is a very simple matter. When you have a mailing list large enough to begin with, begin with it. Mail out some- thing. If you are a seasoned hand at the game, you will maybe want to get out a store paper or bulletin and there is a whole lot to be said on the score of a good shoe bulletin. You can display a lot of excellent cuts and relieve your system of a lot of effective talk by means of the store paper. And you can hand them out at the store as well as mail them out from the store. I know shoe merchants who "cover" both their town and their county with the same paper.

If your advertising appropriation will stand the strain, you may want to get out a booklet. If the booklet is not quite pretentious enough to be- long to the deluxe and aristocratic classes, at all events a folder. And this also is good advertising for the man who aspires to reach out after a bigger shoe business.


The circular or form letter (if well done) is not without results, although the results are not quite as apt to be as gratifying as with some other forms of advertising. The form letter is so hopelessly over-done nowadays it really takes a lot of ingenuity to get any returns from it.

But the main point in this discus- sion is not so much to deal with mi- nute details as to point to general principles. And the first of these is

to first of all get a vision of the busi- ness to be had; and then to realize that this business may be rounded up if one is determined to go after it.

It does not do to sit down and wait for it to come in automatically. It won't do it. And while you are sit- ting down the other fellow will be up and doing. Invade the field and leave the gleanings for these other three—the retailing manufacturer, the mail order concern and the fake sample vender. Chas. L. Garrison.

Old Elm Short Boot



If you want the very best Rubber Boot you can buy, this is what you want.

"Old Elm" is the standard of quality: you can offer it to your customers with the positive assurance that there is none better.

One of many styles in our complete stock of rubber boots and shoes. We make shipment day order is received.

If you haven't our illustrated price list, ask us to send it.

The Maumee Rubber Co.
224 226 SUPERIOR ST.
TOLEDO, OHIO.

Our Spring and Summer Catalog of the "BERTSCH" AND "H. B. HARD PAN" SHOES

is about ready. Is your name on our books? If not, drop us a card for a copy of this catalog. It will surely be of big interest to you. Dealers—successful dealers—in every section of the country are today handling the "Bertsch" and "H. B. Hard Pans" with the most profit and the best business they have ever had. Become a "BERTSCH" and "H. B. HARD PAN" dealer this season.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Manufacturers
GRAND RAPIDS, MICHIGAN



Catering To the Taste of the Ultimate Purchaser.

Written for the Tradesman.

In times of tariff discussion we hear a great deal about the rights and interests of the ultimate consumer. In the dry goods business, all the way from manufacture to retail selling, success or failure lie in the correctness or the incorrectness of the estimate of the taste and pocketbook of the ultimate purchaser.

For her the silkworm spins its cocoon of fairylike delicacy; the bleating sheep submissively gives up its coat of wool; countless acres of blue-flowered flax furnish the matchless fiber of their stems; and the cotton bolls from a million sunny fields yield their downy contents. For her are performed all the processes of spinning and dyeing and weaving; until finally, perhaps thousands of miles from the place where the raw material was produced, the finished product is spread out on the counter for her inspection.

Upon the buyer for the retail store falls the heaviest part of the responsibility of pleasing the ultimate purchaser.

If the ultimate purchaser were only one woman, it would be an easy task to make a close study of her needs and fancies and her fancied needs, so as to be able to guess accurately as to what would please her. But the ultimate purchaser, even of the small retail store, is several hundred women; of the larger establishment, several thousand. In either case there is a small proportion of men scattered in, but in selecting dry goods, catering to the men is not the important issue. These hundreds of thousands of possible customers are likely to have the widest imaginable diversity in taste, education, social standing and means. The clientele of a store may embrace on one extreme blue-blooded aristocrats who are the very elite of the most exclusive circles of society, together with the wives and daughters of millionaires; and on the other people of various nationalities in the poorest circumstances, and possibly squaws from some neighboring Indian reservation.

It is a wise business maxim that one person's money is as good as another's. While it may not be practical to humor all the whims of each individual customer, where there are enough in a particular class to make it feasible to do so, it is a wise policy to get for them what they want.

I recently saw a comment regarding the work of women as buyers: "Women generally in their purchases buy what they would like to wear

or see others wear. The result is that there is likely to be too much sameness in a stock selected by a woman. It is not varied enough to suit the infinite variety of tastes, or lack of taste, of the general public."

Whether this criticism may be an impartial conclusion arrived at from the concordant experience of a large number of dealers who have employed both men and women buyers, or merely the hastily formed opinion of the individual who wrote it, I am unable to say.

Having never seen such a statement before, I am inclined to the latter view. But since it is so serious a fault to be governed by one's own preferences rather than by those of one's customers, it may be well for every woman buyer to notice particularly as to whether she is allowing her own likes and dislikes to influence her unduly. She must learn to look at things through the eyes of her customers.

Nature endows the shrewd, practical woman who knows the dry goods business, with many capabilities as a buyer. She is observing, patient and painstaking as to details. A bright girl of 18 who has a natural liking for materials, trimmings and styles, will acquire swiftly and almost unconsciously a knowledge of the minutiae of the dry goods business such as it takes a man long years to attain. In many respects the sex of the woman buyer is decidedly in her favor. Let her not offset her advantage by obstinately and stupidly refusing to subordinate her own tastes and preferences to those of her customers.

Following the criticism quoted above there is an account of an amusing incident in buying. A merchant just married took his wife with him to market. To please her, he let her select his prints. "Out of a total of fifty pieces, she picked twenty-seven pinks!"

This illustration does not prove anything one way or the other as to women buyers, for this lady who loved pink was not a buyer at all. Such happenings as this merely go to show that no one, whether man or woman, who does not know closely the demands of a trade can safely be trusted with any part of the buying.

Sometimes a merchant's wife will make it a point "to go down to the store" with some of her friends when a traveling man is there with his samples and select the purchases in one or two lines of goods. It is done just for fun—in fact, is looked upon as quite a little lark. This is not good business.

The woman buyer who is ambitious to be successful in her work should guard against a perfectly natural tendency to hold all that is low-priced in contempt. A person who handles dry goods for any length of time comes to have a great liking for the real thing, and to regard cheap silks, cotton velvets and imitation fabrics of all kinds with disdain. The taste tends inevitably toward elegance and simplicity.

But the buyer must not relax her vigilance when she is done selecting the expensive lines in which she personally delights. Just as much care and conscience should go into securing the best values and prettiest patterns in the cheaper goods. The right thing in the inexpensive is often hard to find and may require long and painstaking search.

Do not make the mistake of assuming that those customers who can afford to buy the better goods have a monopoly of taste and discrimination. The woman of slender means appreciates most keenly offerings of beautiful things that are within the range of her purse. Buy for all. The factory operative and the servant girl, the wife of the common laborer, even the poor squaw from the reservation—all want the full worth of their money, and it is the business of the

buyer to provide for each the goods that will attract and hold her patronage. Fabrix.

Passing of the Hobble Skirt.

Hailed with joy by the jokesmith and with dismay by the very thin or overplump of the fair sex, the hobble skirt will soon be no more, for Paris has decreed for garments constructed on more liberal lines. Now that it is doomed its merits may be appreciated more than they were when it appeared. It at least had the advantage of being a more sanitary garment.

A Philosopher at Times.

Howell—Does he take things philosophically?

Powell—Yes; but he does not part with them philosophically.

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.



Empire Brownie

Overalls Are Always Sure to Fit. Ask the Boy if it isn't so?

This is not only true of this item but applies to our entire line of Overalls, Jackets and Trousers. Every garment is guaranteed satisfactory or money refunded. Try the "Empire" brand as a trade winner.

Grand Rapids Dry Goods Co.
Grand Rapids, Mich.

On March 25th All Prints Will Advance a ¼ of a Cent

Our prices are now 3¾, 4, 4¼, 4½ and 4¾ cents per yard. MAIL your order NOW while assortments are good.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

A GLANCE INTO THE PAST.

The Influence of I. M. Weston in Politics.

A petition was filed in the Probate Court last week that the estate of the late I. M. Weston be closed with the acceptance of a final report showing cash assets remaining of \$3.50 and a few odds and ends of personal property. Mr. Weston has been dead several years, but in his day he played an important part in the affairs of city and State and died in poverty. Mr. Weston was one of the three sons of Col. Wm. Weston, of Milwaukee, who amassed a large fortune in Michigan and Wisconsin pine. He operated extensively, among other places, at Whitehall, and in 1879 I. M. Weston came to Michigan to be Cashier of the Lumberman's State Bank at Whitehall, of which his father was President and principal owner. Two years later, following the death of his father, he moved to Grand Rapids to become Cashier of the old Farmers and Mechanics Bank, and it was under his direction largely that this bank was changed to the Fourth National. From his father's estate he inherited a substantial fortune. He was reputed to be wealthy and sought to live up to that reputation. He had a ready check book for all sorts of business and industrial propositions. He invested in timber lands, in mines, in manufacturing enterprises and in real estate. Some of his investments panned out well, many of them did not. In 1892 he purchased the old Grand Rapids Democrat, then a morning paper, the chief organ of his party in this section of the State, and he proceeded to pour money into it by the bucketful. He made it a great newspaper, but it was conducted with little regard to expense during a period of panic and depression when prudent business men were cutting every possible corner. In five years the paper was sold under foreclosure, and this practically wiped out the last of what Weston had left of the fortune his father left him. A few months later he went to Chicago and an old newspaper friend secured for him a place on one of the Chicago papers. He died ten or twelve years ago, with his resources exhausted and his family bore the expenses of his funeral. He left some equities in Grand Rapids real estate, and it is these that have been in the court so many years and the final report of the administrator will cover these.

The business career of I. M. Weston represents the least interesting part of his life and has been passed upon briefly. It will be his private life and political activities that will be longest remembered. Coming to Grand Rapids a young man reputed to be wealthy and certainly in the enjoyment of a substantial income Weston took up quarters at the old Sweet's Hotel and with Willard Kingsley, unmarried like himself, had rooms which were the marvel of the inhabitants for luxury and comfort. Associated with them as boon companions were Col. Stewart Ives, then a well known lumberman, and Nathan Church, the brilliant editor of the

old Grand Rapids Times. The friends soon became known as "the big four," and stories are still told of the things they did, of the fun they had and of the practical jokes they ulayed. They entertained many distinguished visitors in town and to be invited to their rooms was esteemed an honor. This companionship lasted several years, but with a gradually narrowing circle. Ives was the first to drop out, and then Church went away, and then Kingsley and Weston moved to the Morton House, and Kingsley is there yet, the last of the old "big four."

In politics Weston was a Democrat and early in his Michigan life took a hand in political affairs. He was chairman of his County Committee at Whitehall and he had not been in Grand Rapids long when his wealth and willingness to contribute brought him to the front. He was elected a member of the State Central Committee and he served in this capacity for ten years, much of the time as Treasurer of the State organization. In 1886 he was elected chairman of the Democratic State Central Committee and two years later was re-elected. Grover Cleveland was elected President in 1884, the first Democratic president the country had had since the war, and Weston was one of the recognized distributors of the offices in Michigan. It was to show the administration at Washington that he was a big man at home that in the spring of '88 Weston became candidate for mayor of his home city. Those were the days of the old ward caucuses for the election of delegates to the city nominating convention. Edmund S. Dikeman was then Mayor and he wanted re-election that he might be in office for the dedication of the new city hall which had been built during his administration and which was then nearly completed. Weston tried to conciliate Dikeman and to get him out of the way by friendly methods, but Dikeman was insistent. The matter had to be fought out in the caucuses and convention. It was one of the hottest and most picturesque political fights the city had ever seen, with no trick untried whereby points could be scored, and with unlimited cash resources available. Weston won the nomination, but the Dikeman forces were sore and revengeful. The city in those days was Democratic by 800 to 1,200. Weston was so severely cut at the polls that the election returns gave him a majority of only three over Charles E. Belknap, his Republican opponent. Mr. Weston served his term, which was then one year, and he made a good mayor, public spirited and popular, but did not run for a second term. In the next election John Killean was elected Mayor by a majority of only nine. The city campaign of '88 served to bring Chas. E. Belknap into prominence, even although he were defeated and led to his nomination for Congress in the fall of that year and in his election over the late Melvin H. Ford.

Following the defeat of Cleveland in '88 the old guard of the Michigan

Democracy fell back in some disgust and let the younger man run the machine. Dan J. Campau, of Detroit, was foremost among the younger men of the day and in '92 he organized a campaign which elected Governor Winans and gave a portion of the Michigan electoral vote to President Cleveland. Don M. Dickinson, Weston and others of the old guard hastily got back into the game, demanded the recognition of the administrations both at Lansing and Washington, and the fight over the patronage which ensued was the start of the bitterness which led to the reduction of the Democracy in Michigan to a reminiscence. Weston received recognition from Lansing in the form of appointment to the presidency of the Michigan Columbian Exposition Commission. He arranged the splendid exhibit which Michigan made at the big show. He entertained lavishly, spent his money with freedom and did his full share toward holding up the Michigan end among the states. This hastened his financial downfall. With the drain upon his resources made by his newspaper and his extravagance at the Exposition, he had little left to weather the financial storms then gathering.

With all his failings Weston was a good man for Grand Rapids and for Michigan. He spent his money freely when he had it, whether to en-

courage an enterprise that looked good, to back a speculation that promised a profit or to help some worthy charity or cause. He was public spirited and generous. His greatest failing was lack of business judgment and the faculty of keeping what he had.

Cultivate the Best.

Cultivate the best—not the worst things. Is that difficult? It seems so as one reads the daily news of people in distress through doing the worst things. Men will play poker and women go crazy over bridge whist. The human race will use artificial stimulants, preferring whisky to ozone; tobacco to a sweet breath and strong nerves; debauchery to decency; dirty stories to clean wit and humor; crowded assemblies in foul air to golf in the open; chasing fashion and folly at the expense of income; rotten literature to standard works of instructive and elevating character. Is it any wonder youth of both sexes seek illegitimate pleasure, indulge in late hours, drift into a fast life, "whose god is their belly, and whose glory is their shame," and who thus lose appetite for the best things?



Bachelors' Friends
TRADE MARK
HOSIERY

Registered U. S. Patent Office and Canada.

Greater Value Cannot Be Put Into a Stocking

We could easily cheapen Bachelors' Friend Hosiery. We could use, in the heel, *yarn that costs half as much*. We could stint on the use of the fine material that goes for reinforcement.

But we make these hose—to give you maximum comfort—as good as they can be made. Combed Sea Island Cotton only is used.

Heels are reinforced up the leg far enough to protect friction points. Foot in front of the heel is double strength. The top is the genuine French welt—the best welt ever put on a seamless stocking. Two-thread looping machines make the toe doubly strong. You will find this a far better wearing, more comfortable stocking than the ordinary kind. It will save you money and trouble. Six months' guarantee.

FOUR GRADES: 6 Pairs, \$1.50; 6 Pairs, \$2.00; 6 Pairs, \$2.50; 6 Pairs, Gauze Weight, \$2.00.

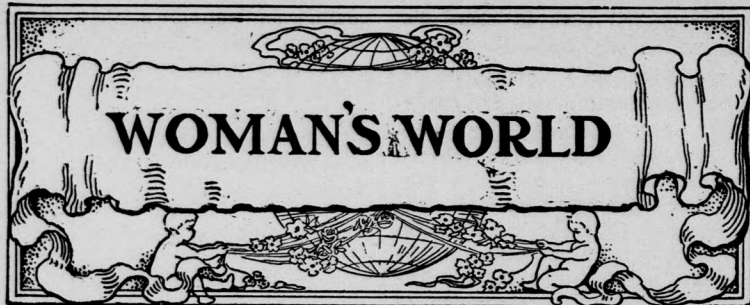
Sold by leading jobbers and retailers throughout the United States. We do not supply Bachelors' Friend direct. But if no dealer in your town has them, send money order covering the amount and we will send you an introductory lot.

Notice to the Retailers:—The manufacturers are doing extensive national advertising to the consumer, which will undoubtedly create a demand for Bachelors' Friend Hosiery, in such well known periodicals as The Saturday Evening Post, The Associated Sunday Magazines, The Monthly Magazine Section, etc.

JOSEPH BLACK & SONS CO., Manufacturers, York, Pa.
The two-thread looping machines give double strength at this point.

No need
of this
since he
wears
Bachelors'
Friend.

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



Unrest Among Women—Mental Science To the Rescue.

Written for the Tradesman.

No one attempts to deny that there is a spirit of unrest among women, increasing as we ascend the scale of intelligence and education. The intellectual woman is more uneasy than her ignorant neighbor. This spirit of unrest does not have its counterpart among men. Men as individuals and as classes have their troubles, but we do not among them find the feeling that exists among women that some indefinable something is the matter with their whole side of creation, and that this something must be set right before ever they can be happy for a day or an hour.

The great mass of girls who earn their own living, shop girls, office girls and factory operatives make no bones of it that they are eager to shift the burden of their support to shoulders broader and stronger than their own. Women who have done the shifting act and for some years have had husbands who paid their dry goods and shoe bills are many of them frank to say that their souls long for their old-time pay envelopes, even as the Israelites while wandering in the Wilderness hungered (and murmured) for the flesh-pots of Egypt.

Housewives and mothers engaged in the work of the home are many of them envious of the women in business or professions who are out in the world "doing things;" women who are pursuing careers experience many days of discouragement and weariness when they secretly long for sheltered lives, less stress and strain, and a lightening of responsibilities.

Most women seem to be afflicted with an obsession of the mind which makes them believe that they have a right to wear nice clothes and enjoy a good time and ought not to be burdened with any cares nor be expected to do any hard or unpleasant work. Not finding a workaday life to her liking the unmarried woman is apt to look upon matrimony as a means of escape from her present ills; while the married woman, by an equally inscrutable logic, is likely to lay the unpleasant phases of existence in toto to her husband, and to feel that had she married some one else, or not married at all, her lot would have been far brighter.

A man, unless he is a regular sissy or else one of Fortune's few pets, expects to take hard knocks without grumbling. From babyhood he is brought up to know that he must. Very few men are engaged in work that is entirely to their liking, or find the pathway of life altogether

smooth and pleasant; but men seem to be better contented than women, or else they do not raise so big a howl if they are not contented. Perhaps they have learned to make less of the annoyances of life and more of its everyday comforts and blessings.

The present age is one of transition for women. Doubtless this is the root of the difficulty we are considering. Inasmuch as none of us are likely to see the woman question settled during our present incarnation, may it not be best to get what enjoyment and happiness we can out of life, without waiting for the final adjustment of the momentous problem? Since it seems to be impossible to find out as yet exactly our right place in the scheme of existence, the present affords no better solution of our difficulties than for each one to do her best in the situation in which she now is, until she can consistently better herself.

Get pleasure out of daily work. This can be done, but women are failing woefully to do it. Of the great army of girls and women who work for pay, one who shows real enthusiasm and liking for her task is so rare as to be noticeable. Many do fairly good work because they are naturally conscientious and painstaking in whatever they do; others because they are afraid of losing their jobs. But they manifest no enthusiasm—the only thrill they feel from one week's end to another is the momentary joy of getting their pay.

The same work may be pleasure or drudgery—it depends on the spirit in which it is done. The mental attitude which now so generally prevails among women and girl workers is wrong and should be corrected.

Since most of our waking hours are spent in work, it is important above all things that our minds be cheerful and our hearts light and buoyant as we go through our daily routine. Discontent and uneasiness increase the wear and tear and friction of living—they cause a needless waste of energy.

Vacations, social pleasures, innocent diversions of every kind—these are all right in their place; but they are no fit substitute for wholesome pleasure in honest toil. The mind while one is at work should be tranquil and serene, not on the stretch looking forward to an evening at a play or a trip down town, nor silently grumbling because life is not a continuous holiday. All these strictures are as applicable to many home women as to working girls. They do their work—perhaps thoroughly and well—but almost wholly from a sense

of duty or compulsion. They have gotten into the habit of discontent and dissatisfaction.

I have spoken of the longing for the pay envelope of earlier days. This is natural and by no means wholly unreasonable. For one, I hope that

IMPORTANT Retail Grocers



Registered
U.S. Pat. off

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

Baker's Cocoa and Chocolate

with the trade-mark on the packages.

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

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

Valley City Biscuit Co.

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Manufacturers of

Cookies and Crackers

Write for Price Lists

We Make a Specialty of 10c and 12c Cookies

NOT IN THE TRUST

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

GRAND RAPIDS BROOM CO.

Manufacturer of

Medium and High-Grade Brooms

GRAND RAPIDS, MICH.

Just as Sure as the Sun Rises

VOIGT'S CRESCENT FLOUR

Makes the best Bread and Pastry

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

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

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

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



Voigt
Milling
Co.

Grand Rapids
Mich.

Buckwheat

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

Highest price paid at all times.

Watson-Higgins Milling Co.

Grand Rapids, Mich.

the woman question never will be considered settled until the work of the wife and mother shall be accorded an altogether different economic recognition from that which is now given it. I hold that it would make for the welfare, not only of the women themselves, but of society at large, that this be done.

Meanwhile the housewife may console herself by reflecting that the position she occupies is one for which many a girl earning good money would willingly surrender her independence.

More than this, let her look about her and she will find that the few people who are really happy are so, not because of favorable, but in spite of unfavorable circumstances; not because everything comes their way, but because they have discovered a cheery philosophy of life, which triumphs over vexations and disappointments.

In these days of mental science and kindred cults, why not cherish a belief that happiness, like many other things, is not a matter of outward condition, but is entirely "in the think?" Quillo.

Women and Banking.

There is a bank not only presided over by a woman, but in which all the clerks are girls, in the town of Joplin, Mo. Such a flutter of chamois skins as there is when the noon whistle blows, and such a chatter of fashions and clubs and feminine what-nots. But, after all, is it any less desirable than knocks on the rotten ball the home team is playing or requests for the "makin's" and a match, or "Has Anybody Here Seen Kelly" whistled off the key? Anyhow, the Cunningham Bank is a Joplin institution, of which it is justly proud, for from the Cashier, Mrs. F. V. Church, down the entire organization (save and except one lone, lonely man, who handles the outside collections) is feminine—two assistant cashiers and four book-keepers, says the St. Louis Globe-Democrat.

"Banking is an ideal profession for women," declares Mrs. Church, when she can snatch time from attending to the multifarious details of an institution the deposits of which are more than \$600,000, and increasing steadily. "I have been at it for twenty years, and even when I married I could not bear to give up my work. I think women are really better bankers than men, because as a sex they are more honest. And then you know a woman's intuition. She can sense a crook every time. Many a time something—a mere instinct or impulse perhaps you would call it—has made me act even contrary to what would seem to be the right business method. And every time the intuition was right and we saved money or bad breaks and kept on growing larger and steadier and into a more firm position with the general public.

"There is not a woman anywhere, in any position, but would be much better off if she understood the underlying principles of banking," continued Mrs. Church when the day's duties were done and she deftly patted her hair, preparatory to going

home to her waiting mother. "The ordinary woman of the home may or she may not know how to write a check or how to indorse one which her husband gives her, but this is too often the extent of banking knowledge. Women do not understand the mysteries of sight drafts and collateral, mortgages and liens and bills of sale and so on. They are coming to learn more about it every year, but there is not a woman but should be able, in the event of emergency, to come into a bank and intelligently transact her business. Too many of them wait until they are thrown on their own resources and then they are too often the prey of some unscrupulous person who keeps them away from the banker, where good, sound advice could be had. It is a good, sound rule to get the advice of your banker when in doubt.

"Nor is there any good reason why more women should not be employed in banks or even run banks. We have six girls here and all are delightfully feminine. They are not a bit masculine. I do not know of any profession where a woman can keep so womanly as banking. It is an ideal calling for her, and I hope before many more years have passed that I will not be in the minority so conspicuously."

Let Her Keep Her Doll.

The mother who prohibits the little girl from playing with her best doll, or who obliges the child to put her doll away on Saturday and not touch it again until Monday, is a much mistaken mother. She would not herself like to be deprived of caressing her dearest baby on any day of the week, and what would become of her were she forbidden to see the child play with it, or care for it on the best day of the whole week?

Margaret E. Sangster.

The Real Value of Dolls.

A doll brings out a great deal of latent womanliness in a little girl. Here is a glimpse of the mother-love hidden in the heart of a child. Among the dolls of a 3-year-old was one very dilapidated specimen.

Her mother said:

"Helen, I think you ought to throw this doll away. You have several!"

"Oh, no, mother."

"But she has no hair, and one eye is gone, and one arm is broken. There's nothing at all beautiful about her."

"There's nothing beautiful about me, mother, with my banaged eye and this fever blister on my lips, yet you love me, don't you?"

Then Helen held the despised doll close in her arms, and, looking at her with a world of tenderness, said reproachfully:

"Her little mother loves her just the same."

So dolls have their uses.

Vanity.

McGorry—I'll buy yez no new hat d'yez moind thot. Ye are vain enough ahl riddy.

Mrs. McGorry—Me vain? O'im not. Shure, Oi don't t'ink mesilf half as good lookin' as Oi am.

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

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

Symons Brothers & Company

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Saginaw :: Michigan



Are You Prepared to Meet the Demand that is being created daily for **MAPLEINE (The Flavor de Luxe)** For Cakes, Cake Fillings, Candies, Ice-Cream, Etc., and for a Table Syrup better than maple. Order from your jobber, or The Louis Hilfer Co., 4 Dock St., Chicago, Ill. **Crescent Mfg. Co., Seattle, Wash.**

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

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.**



Michigan Retail Hardware Association.
 President—Charles H. Miller, Flint.
 Vice-President—F. A. Rechlin, Bay City.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

Foibles in Fencing.

A few days ago at the Chicago Hardware Show I was talking with a live wire who owns a good store out in the Corn Belt. The conversation drifted around to the subject of making the most of our opportunities and he summed it up very nicely by saying that many hardware men were too blamed busy to stop and make money. At first thought this sounds like a joke, but the longer you think about it the more serious it seems. We visited over a dozen different items of hardware that ranged from garden hose up to lightning rods, and somewhere between these extremes we hit the subject of ornamental fence and kindred goods. This dealer did not carry ornamental fence in stock, but he was sure long on a line of ornamental talk on the subject. He had earned the right to talk, however, as he had made money selling such goods from catalogues and it is a sure thing that merchandise that can be profitably sold with a few pictures and a bunch of conversation as its financial backing is well worth some of our time.

There are so many prospects for ornamental iron fence in most towns that the merchant who is at all posted on the subject and puts that knowledge to work can keep as busy as the automobile owner who spends his days in his car and his nights under it.

Most of us would fall over ourselves to thank the fellow who could put us next to half a dozen business prospects. If you feel like that get ready to fall my way, for this subject is one that interests people in every community in this country. I am going to give you the names of a string of good business prospects. It may sound like an endless list. I hope it does, for that means endless opportunity for you.

Every man in your town whose residence property is enclosed by an old wood fence is a real ornamental prospect. The builder of every new house is a prospect. Ornamental fence makes the tastiest kind of a division fence on property lines. It beats the old high board affair and looks less spiteful. The same prosperity that has given our farmers such things as wind-mills, cream separators, silos and gas engines has made them mighty good iron fence prospects.

Practically every modern church is enclosed with such a fence, but your

church may be an exception. If so, there is a mission for you in the old home town.

As long as the younger generation continues to show the same rough tendencies shown by the present grownups there is a prospect around every school in the country for a fence that can not be kicked to pieces.

This proposition is so very much alive that even dead men, individually and collectively, are prospects. Every cemetery is a prospect for a big order and every lot in that cemetery is a good small prospect.

Every court house is a possibility and every jail yard a cinch. A park is not worthy of the name until it is surrounded by an iron fence, and half the people in this country expect the city to put one around the reservoir that holds the city water.

Some splendid orders have come from hospitals and the inmates of about every insane asylum in the country have sense enough to appreciate the iron fence around the grounds.

All kinds of Roman Catholic institutions, such as monasteries, convents, churches and schools, are ready to talk business on a good iron fence.

A retaining wall is a menace until its top is iron-fence protected. It is real economy to protect a \$20,000 monument with a \$50 fence.

College grounds and buildings, factories, railroad property, bridge approaches, race track property, speedways and boulevards all look good to the man with an eye open for ornamental iron fence prospects. If you have been asleep on this proposition it is high time you set the alarm a little earlier.

Good money is being made by a few men who have tapped this business early in the game. One firm in Redding, Ohio, started in a small way to get this business in 1900. Their iron fence business in 1910 totaled better than \$5,000. They are not making a fortune at it, but any merchant looking for a live picture book side line is going some when he beats it.

Iron fence sells for from 19 to 50 cents per foot and a good solicitation brings business by the yard.

A shipping clerk in one of the largest fence factories in the country had trouble with his eyes a couple of years ago and asked for outside work. As a pacifier they started him out in the town of Carrolton, Ky. He sprung a real surprise on the men who wanted to just keep him busy by selling over 400 orders there last year, which totaled over \$12,000 worth of business. That hustler knocks out

over \$50 a week in commissions, and he does not look at all like a lion tamer.

Closely associated with iron fences are iron urns, iron hitching posts, tree guards, park benches and half a dozen other good sellers. These goods are manufactured by the same people that make iron fence. They are pictured on the same paper that shows up that fence. The same energy that sells fence can cash in on these items by way of dessert. Just one more point and I am going to quit:

An Excuse Not a Reason.

When you get that fence agency do not use it as an excuse to keep the other fellow from selling such goods in your town. Far too many merchants are making that error. Use your agency as a reason to sell more goods. Hit the grit from the day your agency contract decorates the wall of your office. The more business you develop the better you will be known. To be well known and to be favorably known is the ambition of most men. It is a sign of strength.

Some one has said that "One sign of weakness gets the whole world after your skin." Is the lack of ornamental iron in your town a sign of your weakness? If it is and you want

to remedy it sail in right now. Spring is the time and the manufacturers of iron goods are working on a hair trigger all ready to start things in any town where a live merchant is ready to co-operate. In your town you are the man to decide. It is worth your consideration right now. —Iron Age-Hardware.

It is seldom that a man succeeds in over-estimating his own unimportance.

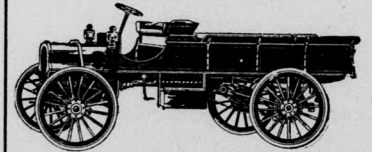
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AMMUNITION (Not Made by a Trust)

Ask for special co-operative selling plan. Big Profits

Robin Hood Ammunition Co.
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Chase Motor Wagons



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

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 47-49 No. Division St., Grand Rapids

CLARK-WEAVER CO.

WHOLESALE HARDWARE

GRAND RAPIDS, MICHIGAN

We ALWAYS Ship Goods Same Day Order is Received

MAKES AND BURNS ITS OWN GAS

YALE INDEPENDENT GAS PLANT
 CHEAPEST AND BEST LIGHT ON EARTH

2200 C.F. NET 3000 ARC

Make Your Own Gas Light

FREE FREE FREE

Mr. Merchant—You can try one of our hydro-carbon systems in your store for 30 days. Guaranteed for five years. If it is not as represented and the best and cheapest light producer you ever saw you may return it; no further obligations. Why

hesitate and delay? Do you know of any one thing that will attract more attention than good light? Send diagram of your store today for free estimate.

T. YALE MFG. CO. 20-30 S. Clinton St., Chicago

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

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The plans of contractors indicate a busy building season at Muskegon this year. Several of the factories will be enlarged and many homes built.

Bay Council, No. 51, U. C. T., is beginning preparations to entertain the State convention of United Commercial Travelers, which will be held in Bay City June 7 and 8.

The Lansing Chamber of Commerce is out after three new manufacturing industries and has appointed special committees to secure more definite data regarding these concerns.

Scottville has purchased the site for a city hall, which will be erected later.

The need of a city hall is being discussed at Belding and the question may be voted on at the spring election.

Traverse City will hold a special election March 28 to vote on the proposition of bonding the city in the sum of \$150,000, for purchasing the plant of the Queen City Electric Light and Power Co.

A Philadelphia concern has leased a mill site at Cheboygan and will put in extensive coal docks, steel trams, power hoists, etc. Coal for the railroads and large industries of Northern Michigan may be supplied from this point in the future.

Deposits at the three banks of Benton Harbor aggregate nearly two million dollars, or a gain of about \$400,000 during the past year.

Escanaba taught domestic science to 763 students during the past year, at a cost of \$1,600. The per capita cost was \$2.10 per annum. Hancock is thinking of adding this course to the curriculum of the city schools.

The Lansing Retail Clothiers' Association met last week and elected the following officers: President, Jno. J. May; Vice-President, Chas. J. Warner; Secretary, Louis Kositchek; Treasurer, J. Daniel Derby.

Flint is arranging for the lighting of Waterworks, Thread Lake and Oak parks, also for a series of band concerts during the summer and for a swimming pool in Thread Lake Park.

The Holland Board of Trade offers \$50 in cash prizes to residents of Holland and the adjoining townships for best essays on the following subject: "Benefits that our summer resorts are to the city of Holland and adjoining townships."

The Dunkley cannery at Hartford, which has been idle for several years, has changed hands and will be equipped with new machinery this spring. This will give Hartford three canning factories. A pickle salting station will also be opened at Hartford this year.

Ludington is seeking to lease of the Pere Marquette Railroad the ground known as the "chip yard," to be fitted up for public playground purposes.

An enjoyable banquet was given Monday evening, March 18, at Briny Inn, Manistee, under the auspices of the Board of Trade.

Pere Marquette officials have been looking over Baldwin as a site for railway shops and a new round house and Baldwin people have signified that they are willing to co-operate with the company in every way possible.

The Ann Arbor Railroad has awarded the contract for a new depot and division office building at Owosso. It will be a modern building, 40x100 feet, two stories, costing \$30,000, and will be flanked by handsome lawns and flower beds.

The Western Union Telegraph Co. will establish up-town offices at Alma.

Life saving stations along the lake will open for the season's service March 20 at Frankfort, Manistee, Ludington, Muskegon and Grand Haven.

The Cass Technical High School, Detroit, will be dedicated March 20, with the principal address by Dr. Sykes, of Columbia University. On the following day Dr. Sykes will speak to the Board of Commerce at a noonday luncheon on the subject, "Education for Efficiency."

The Common Council of Saginaw is taking steps to avoid flood losses this spring and the use of dynamite in clearing the river of ice has been suggested. Bay City is asked to assist in the emergency measures.

Reports from Bay City, headquarters of the Northeastern Michigan Development Bureau, state that Ohio will be the first state visited by the Bureau with its traveling exhibit. The first two towns billed for the Michigan show are Napoleon and Defiance.

The Buchanan Business Men's Association will purchase a tract of land in the outskirts of the town, to be used for factory sites.

West Side merchants and citizens of Bay City will organize to boost that section of the town.

Ann Arbor will vote at the April election on the question of issuing bonds for \$600,000 for the purchase and improvement of the Ann Arbor Water Co.'s plant.

Ishpeming is talking of a city market and committees have been appointed to investigate the matter.

The eighth annual banquet of the Kalamazoo Commercial Club will be held Thursday evening, March 21, at the New Burdick Hotel, with R. E. Richardson, manager of the Commonwealth Power Co., as toastmaster.

Soft coal has been found near the fair grounds at Flint. The city has prospects of soon becoming the center of a large group of bituminous coal mines.

Officers of the Saginaw Board of Trade will be nominated March 22. The election is held in May.

The Bay City Board of Commerce is securing subscriptions for \$15,000 worth of stock in the Duplex Coil Co., now located in Fond du Lac, Wis., and in the event of success the company will reorganize under the name of the Duplex Electric Co. and remove to Bay City.

Bay City boosters living on the West Side have organized the West Side Improvement Association, with

the following officers: President, Walter Watt, Sr.; Vice-President, H. S. Lewis; Secretary, John C. Harris; Treasurer, Thos. Shaver.

Mt. Clemens will go after more factories and will spend a liberal amount of money in a publicity campaign.

Over half a million dollars will be expended for new buildings in Bad Axe this summer.

Port Huron will vote April 1 on the question of granting a twenty-year franchise to the Port Huron & Northern Railroad.

Bangor now has an Improvement Association, with fifty active members and the following officers, every one a hustler: President, M. F. Russell; Vice-President, J. P. Ryan; Secretary, Geo. Adams; Treasurer, B. M. Sherrod.

The Business Men's Association of Scottville has elected officers for 1912

as follows: President, W. C. Martin; Vice-President, Martin Christensen; Secretary, N. L. Upper; Treasurer, J. Jay Cox. It was voted to reduce the membership dues of business and professional men from \$5 to \$2, and mechanics, clerks and laborers to 50 cents. Almond Griffen.

Easily Settled.

Luckidog—I found a blank envelope containing \$6 and a postage stamp. I have failed to reach the owner by advertising. What course should I now follow?

Attorney at Law—I have not had so petty a case in many days. Put the stamp on the envelope, the money inside, and address to me, as my fee for this advice is just \$6.

A kind word for everybody you can speak well of and silence about others is the way to make friends.



**We Manufacture
Public Seating
Exclusively**

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

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

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

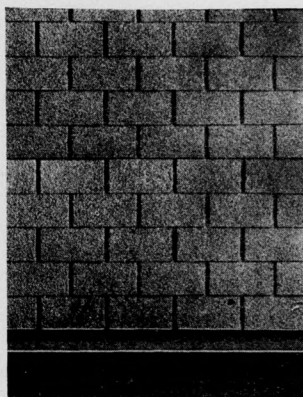
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215 Wabash Ave.  CHICAGO, ILL.

GRAND RAPIDS NEW YORK BOSTON PHILADELPHIA

**REYNOLDS FLEXIBLE ASPHALT
SLATE SHINGLES**



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting **Fully Guaranteed**

Beware of Imitations. For Particulars Ask for Sample and Booklet.

Write us for Agency Proposition. Distributing Agents at

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 Detroit Lansing Cleveland Cincinnati Buffalo Worcester Jackson
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 Original Manufacturer, GRAND RAPIDS, MICH.



Michigan Knights of the Grip.
 President—C. P. Caswell, Detroit.
 Secretary—Wm. J. Devereaux, Port Huron.
 Treasurer—John Hoffman, Kalamazoo.
 Directors—F. L. Day, Jackson; C. H. Phillips, Lapeer; I. T. Hurd, Davison; H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.
 Grand Council of Michigan, U. C. T.
 Grand Counselor—George B. Craw, Potoskey.
 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, Potoskey.
 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, March 18—The U. C. T. party given by the U. C. T. ladies Friday evening at Horst Academy was a huge success and all we regret is that they do not come more frequently.

Rodney Eaton and Joe Carscadden, of Flint Council, attended the U. C. T. party and evidently, judging by appearances, enjoyed the evening.

We regret exceedingly that we neglected to mention the fact that George Fisk was the representative from Central Lake to the hardware convention and made some very large purchases in some lines.

Lost—somewhere between the hotel and the U. C. T. party—a large handsome landlord marked "Chris Taylor," of East Jordan, but we will forgive you, Chrs., since you have favored us with the individual towel.

We understand that Fred H. Bennett, of East Jordan, has been taking dancing lessons at Boyne Falls, preparatory for our next dancing party. Fred, please tell us all about the story of the blind man.

Surely we must appreciate the efforts of Mr. Van Skiver, manager of the New Orient Hotel at Ellsworth, since he has made plans to adopt the individual towel system. Thanks, Van, we have always understood that you and Mrs. Van were there to please the boys.

Thos. Traveis, the Grand Chaplain of the U. C. T. of Michigan and wife dined at the Hotel Wolverine, of Boyne City, this week.

It is not rheumatism that makes Frank Geiken, of Pellston, walk that way; it is because Frank believes in having one shoe half-sole'd at a time.

Hotel Elston, Charlevoix, has equipped each room with running water. This place is rightly named, "The Traveling Man's Home."

Through the kindness of the members we submit a revised list of the rum players of this section:

Mrs. Thos. Travis.
 Wm. Scattergood.
 Adrain Cole.
 B. J. Reynolds.
 Al. Ford.
 Frank Geiken.
 Bill Schrader.
 M. D. Crane.
 Archie Waters.
 Clement T. Lauer.
 W. Swasey.
 Edward Wells.
 Harry Gosling.
 Geo. B. Graw.

Thanks to Bob Case, manager of Hotel Handy, Mancelona, and Mr. Gabrian, of the hotel at Elmira, for presenting the individual towel. Thanks, let others follow.

We had missed our friend, Bill Smith, but upon investigation we learned that Bill had received a reply from his advertisement, since placed on the bachelor list, from a lady at St. Paul, Minn., and immediately took the train for the Flour City, but nothing doing.

Geo. Leisvelt, of Grand Rapids, was seen in this territory with a new spring lid, but Geo. claims is only one of the G. R. Dry Goods Co.'s samples sold close at \$9 per dozen.

Can any one explain why Barney Stratten should ride in the parlor car from Boyne Falls to Grand Rapids unless he has been fortunate with the rum game. Geo. Leisvelt was awful lonely.

Hotel Purple, Brutus, will run on the European plan after May 1. They have also added a grocery stock to their hotel.

G. K. Coffey and Fred H. Bennett sat at the same table at the Wolverine Hotel, Boyne City, this week. Nufsed.

Two of our hotels in the State have been closed by the State Board of Health, until they can be conducted on sanitary principles.

Rodney Eaton, Secretary of Flint Council, and Joe Carscadden, a member of the Executive Committee of the same Council, and John D. Martin, member of the Grand Executive Committee, all called at this office this week, but we, too, were disappointed in our check being delayed an account of the heavy snow storm south of us.

We have occupied every department in this valuable edition and we presume that the time will come when the make-up-man will see fit to use us as the frontis-piece or on the back cover.

After spending \$1.15 at one of our

tonorial parlors Bill Smith was obliged to remain at home just because his trousers were not returned from the tailor shop. Better go after your own trousers hereafter and have the shave delivered.

Remember assessment No. 110 expires March 25, and our next meeting will be held Saturday, March 23. Election of officers.

We are pleased to mention that Maurice Heuman has been re-elected Secretary of Jackson Council, and John W. Schram, of Cadillac Council, Detroit, and R. S. Hopkins, of Kalamazoo Council. Surely the boys will appreciate the kindness of the other boys to accept these offices, as they are, as a rule, a thankless job. C. S. Waters, of Auto City Council, Lansing, will be succeeded by George O. Tooley. Mr. Waters' services have been appreciated and at the same time we welcome you, Brother Tooley.
 Fred C. Richter.

Higher Type of Salesman Needed To Sell Goods.

When we consider what the keen competition in modern business has forced the business man of to-day to do in order to keep on the crest of the commercial wave, it is no wonder we find a great many houses giving special attention to the training of salesmen. It was not always so. In fact, the salesman of other days was forced to develop a genius for his work and create his own technique of his business. There was no such thing as standardizing performance. No elementary rules to guide the embryonic salesman.

And it may be added that there are still a great many successful business houses that turn men loose in the wholesale grocery field and permit them to grow up in their own way, or discard them for failure to develop into salesmen.

Under the modern system in force in some of the best jobbing houses in the country, men are developed in a systematic way. The science of the business of salesmanship is treated just as a good teacher would treat any subject to be taught. The principles are pointed out in such a way that the pupil gets, first, a good idea of the theory of salesmanship, and when this is put into practice he gets the habit of making the application in a confident way.

Of course, salesmanship is not an exact science, like mathematics, but there is nevertheless a technique to the business that is, of great value to a man, even although he may have a genius for the work.

Some young men who have an aptitude for salesmanship are often spoiled for the business by getting a bad start and acquiring habits that are emphasized by practice. They destroy much of the good that is in them by applying bad methods that have become a matter of fixed habit. With a good coach, or instructor, these bad habits would never take root. They would be anticipated and destroyed before they blossomed into being.

The type of salesman that was able to sell a satisfactory quantity of

goods some years ago will have a very small place in the field of salesmanship of the future. The new man who is fast crowding him out may not have such a repertoire of stories, and he may not be as good a mixer. But he will sell goods at less expense than the old-time salesman.

Salesmanship, according to the best modern thought, is a dignified profession, and a man to sell goods need not be a circus performer. His social line to-day and for the future will be of a more refined order. In short, the new salesman, to go the pace set by the trained men who sell for modern houses, must be trained for his business by an experienced educator.

Those concerns that carry the modern idea of training to a high degree of perfection compel their salesmen to get a knowledge of the goods they are to sell by hard study. If the new man's line is to be coffee, tea and spices, he is required to learn about these commodities from the soil on which they grow to the uses to which they are put in the kitchen.

The selling of these goods is made in the first instance a matter of minor importance. Knowledge of their growth, their qualities and the various ways of putting them to use are initial lessons.

Once the taste for acquiring this knowledge is created the pupil gets with it a habit for reading all the good literature on the subjects in which he has a cultivated interest. This puts him so far above the man with a superficial knowledge that he can always make himself interesting to a prospective buyer by simply telling him things of consequence about his goods. Even if he does not sell goods at that particular time he makes a good impression. He is regarded as a man who understands his business.

When the man who would be a salesman has learned the importance of knowing his line, the science of selling goods is taught in a systematic way. The big successful concerns that follow something like a training method with the men who are to sell their goods find it pays.

He Got His Board Free.

"There was never but one guest at this here hotel that stung me while I was on the job," the landlord confided, says the Cleveland Plain Dealer. "Several have beat us, but not while I was awake. But this here feller certainly got one on me. Say, he's livin' here yet, an' he ain't never paid me a cent. Why don't I collect his bill? How can I? Wait until I tell you:

"He'd been stoppin' here for near two months when I approached him on the subject of gettin' something on account. He was cheerful. I was polite. Finally I got mad and put it up to him straight.

"Young man," says I, 'you can't leave this hotel until you pay your bill.'

"Will you put that in writin'?' says he. And before I knowed what I was doin' I done it!"

News and Gossip of the Traveling Boys.

Grand Rapids, March 19—Joe Major (Kuppenheimer Cigar Co.) walked across the ice between Manistee and Eastlake last Wednesday and from all reports he had "some" time crossing as there was a heavy wind and the ice was very "slippery." We can not for the life of us see how Joe could have had any trouble keeping on his pins—with his large understanding.

Still you can't always judge by appearances. H. L. Proper has his all under his hat but manages to keep on his feet nicely when doing the Eliza stunt from Manistee to Eastlake.

Looks mighty good to see John Millar (National Candy Co.) back on the road agin after his long siege of sickness.

Right now, before we get fired off the "editor's" stool, we wish to speak a good word for Chris. Taylor, manager of Taylor's Inn at East Jordan. Chris. is a good all-round fellow and gives the boys their money's worth at all times and—individual towels.

We are awfully pleased to know that Frank Pierson, of Niles, the man who put Carson Pirie, Scott & Co. on the map in Southern Michigan, is interested in the "News and Gossip of the Traveling Boys." How could he help it?

No, dear reader, the name of the manager of Edson-Moore & Co.'s Grand Rapids office is not Wind but Whims. Some name and some feller, too.

Don Fisher (Fisher Show Case Co.) has gone on a trip covering nearly all of the important cities through the Eastern States. The Secretary of the company says that Don has met with splendid success to date.

Didn't we tell you it was not over yet?

Don't forget to carry an umbrella with you if you intend walking by the Union depot.

Ed. Schrieber, Bay City representative for Edson-Moore & Co., has just returned from a trip to Panama, and they do say that Ed. isn't a gambler either. Well, perhaps some rich relative kindly passed to the mysterious beyond.

How different is the luck of some men. We had a relative die some time ago and we had to come across with five bucks as our share to finish the job.

And don't forget that U. C. T. leap year party on March 23.

Wally Wendell was seen wending his weary way to Mackinac Island last week, where it was his intention to spend Sunday with relatives and friends. My, no one would ever guess that Wally came from Mackinac Island. Well, he did and the Island has been of no account since he left either.

Billy Wilsterman, of Calumet, who, by the way, is one of the most popular traveling men in the Upper Peninsula, called on a customer the other day and before Bill could say a word the customer started telling him how dull and quiet everything

was. "Yes," quoth Bill, "things are very quiet—in the cemetery. I just came from there."

They've gotta quit shiftin' Fred Richter's gossip columns around

Wm. Lovelace (Machinery Exchange) severely strained his ankle last Saturday while attempting to board a Lyon street car. He will be laid up at his home for a week at least. And Bill wasn't lyin' either when he said he hadn't taken a drink.

Lucky Homer Bradfield. On investigation he finds he was the thirteenth Senior Counselor of Grand Rapids Council, No. 131.

It isn't necessary to wait for the annual banquet to get those new members for the U. C. T. Do not lose track of the fact that during the coming year there will be many that will qualify for membership. Everybody boost! 500 for 131.

Some of the large jobbing houses believe in the recall. They have tried it out considerably during the past few months.

Just think of it! 411 members in Grand Rapids Council 131. If each one would only come across with one-quarter of one item it would mean 100 items and easy sailing for the writer. Think it over and then see what you can do to help along the correspondent who takes up this page made foolish by us.

Herbert F. Baker, of Cheboygan, will contest with Wm. Alden Smith for the Senatorial seat. Did you notice the Grand Rapids Herald didn't announce the entrance of Mr. Baker into the race in scare head type?

That Wm. Wilson, the fine looking salesman for the Judson Grocery Co., is some optimist. He bought a pair of tan oxfords last week—and the next day the snow turned to water.

Laugh and the world laughs with you. Write for the traveling men and you do it alone.

Abe Mindul, representative for the Crohon-Roden Co., of this city, is laid up at his home with a severe attack of throat trouble. Abe, who is an active U. C. T. member and also a member of the degree team, has the wishes of all the boys for a speedy recovery.

Mr. U. C. T. Member, do you ever take the time to call up or make a visit on a sick brother? You may be the next one that will need the services of a physician.

At this time we wish to thank the boys who promised us an item or two. Some of the boys didn't even promise us.

No matter what our Senior Counselor's son may do he will always be a man.

W. W. Butcher, the Albion representative for the National Biscuit Co., was in town last Saturday. It is very hard to figure out whether he came on biscuit business or whether it is none of our business. He was very busy pricing and purchasing furniture and other household accessories while here. Oh, you Butch!

Help swell the U. C. T. leap year party Saturday night, March 23. All traveling men invited.

Our baby gallery, which we started a few weeks ago, has turned out to be a very serious affair and as we have a family to support we will never again say how beautiful we think a baby is. Not when there are so many traveling men baby owners. However, to-day we will let you judge for yourself. Happy Harry Hydorn, genial Secretary and Treasurer of Grand Rapids Council, 131, and representative for the Standard Oil Co., and his happy frau believe the following picture should come under the money. Permit us, gentlemen and traveling men, to introduce the Standard Oil prize baby, John Douglas Hydorn, age 17 months.



A short time ago Homer Bradfield, then Senior Counselor, appointed a committee to inveigle certain popular young men to sign an application for membership in the U. C. T. Harvey Mann, the present Senior Counselor, will expect a full report with signed applications at the next meeting.

Many of the boys will be pleased to hear that Geo. Chappell is able to walk around the house unassisted. It isn't every one that can hold a G. R. & I. coach on his chest and be ready for more within sixty days. George is to be congratulated on his miraculous escape from death.

In looking over the field carefully we are of the opinion that the Ryder brothers would make ideal scribes to take up the news and gossip foolishness. Both have a keen sense of humor and could be depended on to keep within the proper bounds and not be offensive to anyone.

Headliner in a daily paper last week read as follows: "131 for Taft." This refers to the number of delegates and not Grand Rapids Council, U. C. T.

They sat in a coach at midnight, Those members of the U. C. T. They sat in a coach at midnight Because they traveled on the M. C. Funny you start out on the M. C. in the morning and arrive at your destination in the P. M.

Fred Hanifin ingratiated himself into the hearts of the Owosso bunch with a jump. He moved to Owosso a short time ago and transferred to the local Council, U. C. T. At the election of officers, held a couple of

weeks ago, Fred was elected Sentinel. Mrs. Besancon, the wife of Wm. E. Besancon, was operated on at St. Mary's Hospital yesterday, and to date is doing nicely. The U. C. T. and traveling men in general wish her a speedy recovery.

J. M. Goldstein.

Elect New Officers.

Battle Creek, March 16—The annual meeting of the United Commercial Travelers was held yesterday afternoon in Odd Fellows' hall, in the Arcade. At this time occurred the election and installation of officers and several new members were initiated. The election resulted as follows:

- Senior Counselor—J. N. Riste.
 - Past Counselor—C. R. Foster.
 - Junior Counselor—Edward Guild.
 - Secretary-Treasurer—Geo. Steele.
 - Conductor—W. J. Masters.
 - Page—C. B. Whipple.
 - Sentinel—Guy Pfander.
 - Members of Executive Committee—W. W. Bishop and I. D. Johnson.
- The Grand Council was represented at the ceremonies by Engene Welsh, of Kalamazoo, and J. Q. Adams, of Battle Creek.

Last evening the annual banquet and entertainment took place. About a hundred members were present, and the affair was one of the most successful ever held. The members' wives were guests of the evening.

Resolutions by Directors Knights of the Grip.

Pt. Huron, March 9—Although not unexpected, it filled our hearts with deep sympathy for our dear Brother John A. Hoffman when the news came last week of the separation of the life long ties by the death of his dear, sweet wife.

The good Lord ruled it so, and all the loving kindness and tender nursing were of no avail.

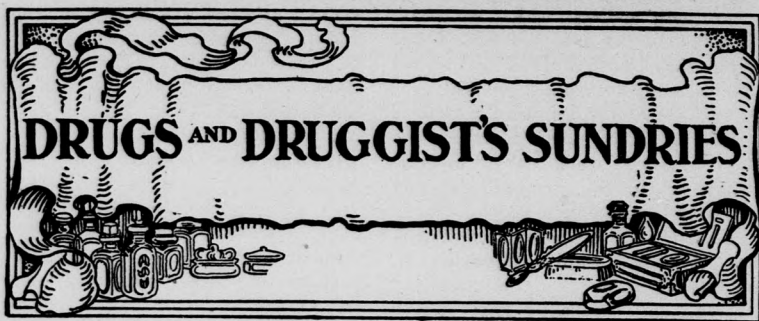
To our brother in this, his hour of deep affliction, the officers of the Michigan Knights of the Grip, in session assembled, extend our deepest sympathy.

- Respectfully,
- C. P. Caswell, Pres.,
- John D. Martin,
- H. P. Goppelt,
- I. T. Hurd,
- Frank L. Day,
- J. Q. Adams,
- H. C. Phillips,
- W. J. Deveraux, Sec.

Visited By Their Friends.

Traverse City, March 19—A very pleasant surprise party was tendered our Senior Counselor, Wm. S. Godfrey, and wife at the home of Ray Thacker Saturday evening by the members of our Council, it being a farewell party as well. Mr. and Mrs. Godfrey intend making their home in Grand Rapids in the future. A potluck supper was served, after which the evening was spent in general jollification, and in appreciation of the high esteem in which they were held they were presented with a handsome cut glass bowl. The party adjourned feeling that Traverse City's loss is Grand Rapids' gain.

Fred C. Richter.



Michigan Board of Pharmacy.
 President—Ed. J. Rodgers, Port Huron.
 Secretary—John J. Campbell, Pigeon.
 Treasurer—W. E. Collins, Owosso.
 Other Members—Edwin T. Boden, Bay City; G. E. Faulkner, Delton.

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

Green or Dark Blue Carnations!

Green carnations are exceedingly popular as decorations, but since Mr. Burbank, the wizard of horticulture, has not produced the natural green carnation, white ones must be colored artificially.

The process is simple and inexpensive, the shades produced are permanent, and do not seem to injure the flowers in any way. All that is necessary is to procure a ten cent package of dye and dissolve this in water. The stems of the flowers are immersed in the solution until the liquid passes through the stems into the petals.

It is necessary to use a dye readily soluble in water and the class of dyes prepared especially for coloring wool or silk lend themselves admirably to the purpose. While green is the color most popular, because of the demand for it on St. Patrick's day, other colors are just as easy to apply and the results are just as startling. Scarlet, green, dark blue and yellow are considered the best, and a few hints as to their use will be found helpful:

Dissolve the scarlet and dark blue in proportion of one ten cent package to each quart of water, and the yellow and green in proportion of one package to one pint of water. The dye should be dissolved in hot water and solution allowed to cool. The stem may then be immersed, and if kept in a room at normal temperature, the scarlet will give a rich color in about one hour—the green and yellow in from one to two hours—while

the dark blue requires from two to three hours to give a deep color. The yellow dye gives very natural effects, producing a solid yellow shade. White carnations may be colored yellow, and since the yellow ones are rare, expensive and not usually as large as the white ones, the advantage is readily seen.

Very interesting effects may be worked out by mixing two dyes and applying these in the same solution—for instance, if yellow and scarlet dyes are mixed and dissolved, and the flower stems immersed in this solution, the scarlet colors the veins to a rich scarlet color, while the background of the petal is yellow, giving a beautiful scarlet and yellow effect.

This process is not restricted by any means to the coloring of carnations, because such flowers as roses, lilies of the valley and, in fact, almost any white flower may be dyed in the same manner.

Roses, or other flowers, may be colored to almost any shade for special table decorations.

For florists' use the dyes are generally dissolved and the flowers allowed to remain in solution over night in the refrigerator. The low temperature does not allow the solution to pass through the stem as quickly as where they are kept in a room of normal temperature.

To Bore Holes in Rubber Stoppers.

This is an operation which the druggist sometimes has to perform. The task is rendered easy by proceeding according to one of the following methods:

1. Dip the cork borer into a solution of caustic potash or soda, which should not be too weak.
2. Keep the borer moist with alcohol; if the rapid evaporation of the alcohol be found objectionable, water may be used.
3. A tolerably sharp borer or knife moistened with common soda lye goes through rubber as readily as through cork. In order to finish the hole without causing a contraction of its diameter the stopper should be held firmly against a flat surface of common cork, until the borer passes into the latter. By this method a perfectly smooth and cylindrical hole can be obtained.

The Drug Market.

Tonka Beans—Are higher.
 Oil of Bay—Has advanced.
 Oil of Sandalwood—Is higher.
 Ergot—Is slightly lower.
 Glycerine—Has declined.
 Canada Balsam of Fir—Has declined.
 American Saffron—Has declined.

Activities in the Buckeye State.

Written for the Tradesman.

Sewage disposal is one of the problems at Canton and W. R. Pratt, who is in charge of the construction of Cleveland's new reduction plant, was the speaker at a recent luncheon of the Business men's association. He recommended a deep tank water pressure system for Canton, saying that such a system eliminates practically all offensive odors.

The city of Newark has 40 busy factories, also free factory sites to offer, cheap power and fuel and fine advantages as a home town.

Dayton city officials and railroad engineers met in conference and it was the consensus of opinion that elevation of railroad tracks is the only feasible solution of the grade crossing problem. It is estimated that the track elevation improvement would cost \$10,000,000, of which amount \$3,500,000 would be borne by the city and the balance by the railroads. The city engineer will prepare elevation plans.

The Hearn-Fithian Co., dealers in wholesale specialties at Youngstown, has extended its business by buying out the Geo. S. Bishop Co., paper merchants, and Jas. S. Miller & Co., wholesale confectioners.

Columbus is a healthy city with a death rate last year of only 14.1 and a population of 188,000. Typhoid fever has been reduced until now this disease is responsible for only one per cent of the deaths. The city has the largest water softening plant in the world, a daily average of 15,600,000 gallons being softened and purified at the filtration plant during 1911. As high as 82 tons of mud have been removed from the water in a single day.

The Youngstown Playgrounds' Association will try to raise \$10,000 for the work in the city this year.

The Commercial club of Ashland will visit Columbus in a body March 20 and 21, going by special interurban train via Marion.

Attorney General Hogan holds that telephone companies organized as mutual concerns and conducting a business "not for profit" are to be considered as coming under the public utilities act when they lose their mutual feature and engage in business outside the membership of the organization. Several companies will be affected.

Columbus has voted to appropriate \$10,000 for a complete inspection of meat sold in the city.

Under the present city administration at Akron the municipal waterworks will be operated as an "open shop." The labor unions have asked Mayer Rockwell that preference be given to union men in filling city positions, but he declares that the city has no right to maintain a closed shop and that one man has as much right to a job as another.

The Ohio State Journal says that the "turkey trot" and other gross and immodest dances that are permitted in cities should not be tolerated for a day—that it is a municipal matter "more important than furnishing pure water or putting out fires."

Ohio is trying to work out some plan whereby the federal government may take over the 141,000 acres of uncultivated land in the state and reforest it under direction of the national

forestry bureau. Much of this land lies among the hills in the southern part of the state and is not suitable for agricultural purposes.

The park commission of Akron recommends the appointment of a city forester.

The mayor of Akron has warned the railroads in regard to blocking street crossings more than five minutes at a time.

The Cincinnati Commercial association has adopted a resolution urging the use of the public schools of the city as social centers.

Akron will take over the waterworks plant this spring, having recently issued \$815,000 in bonds for this purpose. The city saved \$75,000 in the sale of its bond issue by fixing the interest rate at 4 per cent instead of 4½ per cent as was planned at first. They sold for a premium of \$12,109.27.

The Ohio State Bankers' association will hold its annual convention July 2 and 3 at Cedar Point.

Toledo has awarded contracts for paving 10 streets, the material used being sheet asphalt, vitrified brick and asphalt block. The contract for three of the streets goes to a Grand Rapids firm.

Dayton is discussing plans for creating a civic center bounded by Jefferson, Third, Clair and Fourth streets.

The department of public safety at Newark has ordered the Ohio Electric railroad company to keep its freight trucks out of the streets and alleys when not in use. Almond Griffon.

A Rational Calendar.

The calendar and the hours of the day seem to most of us almost like part of the natural and immutable order of things, and however much trouble the present indefensible system caused, men have felt that it was rash—almost impious—to suggest a change in it. "Give us back our eleven days!" cried the mob when the Gregorian calendar was introduced into Great Britain. From the days of Julius Caesar to our own, he has been a bold reformer indeed who would suggest changes in the disorderly procession of the months. Now enters Moses B. Cotsworth, of Victoria, B. C., with a proposal for a rational calendar. He would divide the year into thirteen months, each of twenty-eight days, which would leave one extra day in the year, and this he beautifully plans as a free day for every one—free from interest charges on money, the necessity to work, the wage scale, etc. Then each month would commence on Sunday and the first, eighth, fifteenth and twenty-second days of each month would be Sundays. President Hadley, of Yale, is quoted as saying that the month of four weeks "will come as a commercial necessity." The adjustment to the change would be very small compared to that necessitated when standard time was introduced on transcontinental railways. Mr. Cotswell has literature to distribute poking fun at the present system. If he wins, says the Journal of the American Medical Association, school children need no longer learn: "Thirty days hath September."

WHOLESALE DRUG PRICE CURRENT

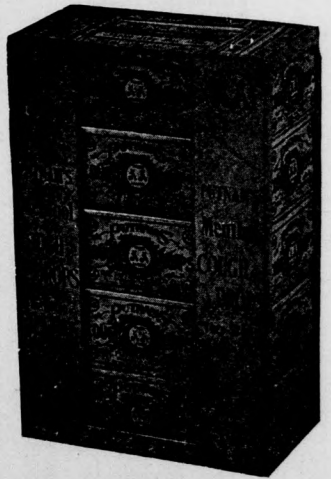
Table listing various drugs and their prices, including sections for Aceticum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Semen, Spiritus, Sponges, Syrupus, and Magnesia.

Table listing various oils and tinctures, including sections for Oils, Tinctures, and other medicinal preparations.



Our New Home—Corner Oakes and Commerce

We solicit your orders for Sulphur—Light and Heavy Lime and Sulphur Solution Bordeaux Mixture—All Sizes Paris Green Arsenate of Lead—All Sizes Blue Vitriol Stock complete Prompt shipments Respectfully, HAZELTINE & PERKINS DRUG CO.



Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton Price \$1.00

Each carton contains a certificate, ten of which entitle the dealer to

ONE FULL SIZE CARTON FREE

when returned to us or your jobber properly endorsed

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

6

7

8

9

10

11

Graham Crackers, Red Label 1 00
 Lemon Snaps 50
 Oatmeal Crackers 1 00
 Old Time Sugar Cook 1 00
 Oval Salt Biscuit 1 00
 Oysterettes 1 00
 Premium Sodas 1 00
 Pretzettes, Hd. Md. 1 00
 Royal Toast 1 00
 Saltine Biscuit 1 00
 Saratoga Flakes 1 50
 Social Tea Biscuit 1 00
 Sultana Fruit Biscuit 1 50
 Soda Crackers N. B. C. 1 00
 Soda Crackers Select 1 00
 S. S. Butter Crackers 1 50
 Uneeda Biscuit 50
 Uneeda Jinjer Wayfer 1 00
 Uneeda Lunch Biscuit 50
 Vanilla Wafers 1 00
 Water Thin Biscuit 1 00
 Zu Zu Ginger Snaps 50
 Zwieback 1 00
 Other Package Goods
 Barnum's Animals 50
 Chocolate Tokens 2 50
 American Beauty 2 50
 Ginger Snaps 2 50
 Butter Crackers, NBC family package 2 50
 Soda Crackers, NBC family package 2 50
 In Special Tin Packages.
 Festino 2 50
 Minaret Wafers 1 00
 Nabisco, 25c 2 50
 Nabisco, 10c 1 00
 Champagne wafer 2 50
 Per tin in bulk
 Sorbetto 1 00
 Nrisco 1 75
 Festino 1 50
 Bent's Water Crackers 1 40
 CREAM TARTAR
 Barrels or drums 33
 Boxes 34
 Square 36
 Fancy caddies 41
 DRIED FRUITS
 Apples
 Evaporated, Choice, bulk 10
 Evaporated, Fancy, pkg 11
 Apricots
 California 16@18
 Citron
 Corsican 16
 Currants
 Imp'd 1 lb. pkg. 9 1/2
 Imported bulk 9 1/2
 Peaches
 Muirs—Choice, 25 lb. b 12 1/2
 Muirs—Fancy, 25 lb. b 13 1/2
 Fancy, Peeled, 25 lb. 18
 Peel
 Lemon, American 12 1/2
 Orange, American 12 1/2
 Raisins
 Connosiar Cluster 1 lb. 17
 Dessert Cluster, 1 lb. 21
 Loose Muscatels 3 Cr 7 1/2
 Loose Muscatels 4 Cr 8
 L. M. Seeded 1 lb. 8 @ 8 1/2
 California Prunes
 L. M. Seeded 1 lb. 9 @ 9 1/2
 Sultanas Bleached 11
 100-125 25lb. boxes. @ 7 1/2
 90-100 25lb. boxes. @ 8
 80-90 25lb. boxes. @ 8 1/2
 70-80 25lb. boxes. @ 9 1/2
 50-60 25lb. boxes. @ 10 1/2
 40-50 25lb. boxes. @ 11 1/2
 FARINACEOUS GOODS
 Beans
 Dried Lima 8
 Med. Hand Picked 2 75
 Brown Holland 3 25
 Farina
 25 1 lb. packages 1 50
 Bulk, per 100 lbs. 4 00
 Original Holland Flusk
 Packed 12 rolls to container
 8 containers (36) rolls 2 85
 5 containers (60) rolls 4 75
 Hominy
 Pearl, 100 lb. sack 2 00
 Macaroni and Vermicelli
 Domestic, 10 lb. box 50
 Imported, 25 lb. box 2 50
 Pearl Garley
 Chester 4 75
 Empire 5 00
 Peas
 Green, Wisconsin, bu. 3 90
 Green, Scotch, bu. 3 90
 Split, lb. 5
 Sago
 East India 6
 German, sacks 6
 German, broken pkg.
 Tapioca
 Flake, 100 lb. sacks 6
 Pearl, 130 lb. sacks 6
 Pearl, 36 pkgs. 2 25
 Minute, 36 pkgs. 2 75
 FISHING TACKLE
 1/4 to 1 in. 6
 1/2 to 2 in. 7
 1 1/2 to 2 in. 9
 1 1/2 to 3 in. 11
 3 in. 15
 3 in. 20

Cotton Lines
 No. 1, 10 feet 5
 No. 2, 15 feet 7
 No. 3, 15 feet 9
 No. 4, 15 feet 10
 No. 5, 15 feet 11
 No. 6, 15 feet 12
 No. 7, 15 feet 15
 No. 8, 15 feet 18
 No. 9, 15 feet 25
Linen Lines
 Small 20
 Medium 26
 Large 34
Poles
 Bamboo, 14 ft., per doz. 55
 Bamboo, 16 ft., per doz. 60
 Bamboo, 18 ft., per doz. 80
FLOUR AND FEED
 Winter Wheat.
 Grand Rapids Grain & Milling Co.
 Purity, Patent 5 20
 Seal of Minnesota 5 60
 Sunburst 5 60
 Wizard Flour 4 60
 Wizard Graham 5 00
 Wizard Gran. Meal 4 20
 Wizard Buckwheat 6 80
 Rye 5 40
 Valley City Milling Co.
 Lily White 5 20
 Light Loaf 4 60
 Graham 2 20
 Gramena Health 2 30
 Buckwheat 3 00
 Golden Meal 1 90
 Bolted Meal 1 80
 Voigt Milling Co.
 Graham 4 50
 Voigt's Crescent 5 20
 Voigt's Flourloigt 5 20
 Voigt's Hygienic 4 50
 Voigt's Royal 5 70
 Watson-Higgins Milling Co.
 Perfection Flour 5 20
 Tip Top Flour 4 60
 Golden Sheaf Flour 4 20
 Marshall's Best Flour 5 60
 Perfection Buckwheat 6 20
 Tip Top Buckwheat 6 00
 Worden Grocer Co.
 Quaker, paper 4 60
 Quaker, cloth 4 70
 Spring Wheat.
 Roy Baker
 Golden Horn, family 5 60
 Golden Horn, bakers 5 50
 Wisconsin Rye 5 00
 Judson Grocer Co.
 Ceresota, 1/8s 6 50
 Ceresota, 1/4s 6 40
 Ceresota, 1/2s 6 30
 Lemon & Wheeler
 Wingold, 1/8s 6 40
 Wingold, 1/4s 6 30
 Wingold, 1/2s 6 20
 Worden Grocer Co.
 Laurel, 1/8s cloth 6 30
 Laurel, 1/4s cloth 6 20
 Laurel, 1/2s paper 6 10
 Laurel, 1/4s paper 6 10
 Laurel, 1/2s cloth 6 10
 Wykes & Co.
 Sleepy Eye, 1/8s cloth. 6 00
 Sleepy Eye, 1/4s cloth. 5 90
 Sleepy Eye, 1/2s cloth. 5 80
 Sleepy Eye, 1/4s paper. 5 80
 Sleepy Eye, 1/2s paper 5 80
Meal
 Bolted 4 00
 Golden Granulated .4 20
Feed
 Alfalfa Horse Feed .32 00
 Kafir Corn 1 60
 Hoyle Scratch Feed .1 70
 St. Car Feed screened 29 00
 No. 1 Corn and Oats 29 00
 Corn, cracked 28 00
 Corn Meal, coarse .27 00
 Winter Wheat Bran 30 00
 Middlings 30 00
 O P Linsed Meal 42 00
 O P Laxo-Cake-Meal 39 00
 Cottonseed Meal 32 00
 Gluten Feed 32 00
 Brewers Grains 29 00
 Hamm'd Dairy Feed 27 00
Wheat
 Red 93
 White 91
Oats
 Michigan carlots 55
 Less than carlots 58
Corn
 Carlots 71
 Less than carlots 73
Hay
 Carlots 21 00
 Less than carlots 23 00
FRUIT JARS,
 Mason, pts. per gro. .4 05
 Mason, qts. per gro. .4 40
 Mason, 1/2gal. per gro. 6 75
 Mason, can tops, gro. 1 40
GELATINE
 Cox's, 1 doz. large 1 75
 Cox's, 1 doz. small 1 00
 Knox's Sparkling, doz. 1 25
 Knox's Sparkling, gr. 14 00
 Nelson's 1 50
 Knox's Acid'd. doz. .1 25
 Oxford 75
 Plymouth Rock Phos. 1 25
 Plymouth Rock, Plain 90

GRAIN BAGS
 Broad Gauge 18
 Amoskeag 19
HERBS
 Sage 15
 Hops 15
 Laurel Leaves 15
 Senna Leaves 25
HIDES AND PELTS
Hides
 Green, No. 1 10 1/2
 Green, No. 2 9 1/2
 Cured, No. 1 12
 Cured, No. 2 11
 Calfskin, green, No. 1 13
 Calfskin, green, No. 2 11 1/2
 Calfskin, cured No. 1 14
 Calfskin, cured No. 2 12 1/2
Pelts
 Old Wool @ 30
 Lambs 50@1 00
 Shearlings 50@1 00
Tallow
 No. 1 @ 5
 No. 2 @ 4
Wool
 Unwashed, med. @ 18
 Unwashed, fine @ 13
HORSE RADISH
 Per doz. 90
JELLY
 5lb. pails, per doz. .2 50
 15lb. pails, per pail 60
 30lb. pails, per pail 1 00
JELLY GLASSES
 1/2 pt. in bbls, per doz 15
 1 pt. in bbls, per doz. .16
 8 oz. capped in bbls, per doz.18
MAPLEINE
 2 oz. bottles, per doz. 3 00
MINCE MEAT
 Per case 2 85
MOLASSES
 New Orleans
 Fancy Open Kettle .. 42
 Choice 35
 Good 22
 Fair 20
 Half barrels 2c extra
MUSTARD
 1/4 lb. 6 lb. box 16
OLIVES
 Bulk, 1 gal. kegs 1 05@1 15
 Bulk, 2 gal. kegs 90@1 05
 Bulk, 5 gal. kegs 90@1 00
 Stuffed, 5 oz. 90
 Stuffed, 8 oz. 1 35
 Stuffed, 14 oz. 2 25
 Pitted (not stuffed)
 14 oz. 2 25
 Manzanilla, 8 oz. 90
 Lunch, 10 oz. 1 35
 Lunch, 16 oz. 2 25
 Queen, Mammoth, 19 3 75
 Queen, Mammoth, 28 5 25
 oz. 5 25
 Olive Chow, 2 doz. ca, per doz. 2 25
PICKLES
 Medium
 Barrels, 1,200 count 7 00
 Half bbls., 600 count 4 25
 5 gallon kegs 1 90
Small
 Barrels 8 25
 Half barrels 4 65
 5 gallon kegs 2 25
Gherkins
 Barrels
 Half barrels
 5 gallon kegs
Sweet Small
 Barrels 14 50
 Half barrels 8 00
 5 gallon kegs 3 25
PIPES
 Clay, No. 216, per box 1 75
 Clay, T. D., full count 60
 Cob 90
PLAYING CARDS
 No. 90 Steamboat 75
 No. 15, Rival, assorted 1 25
 No. 20, Rover, enam'd 1 50
 No. 24, special 1 75
 No. 98 Golf, satin fin. 2 00
 No. 808 Bicycle 2 00
 No. 632 Tourn't whist 2 25
POTASH
 Babbitt's 4 00
PROVISIONS
 Barreled Pork
 Clear Back .17 00@17 25
 Short Cut 17 00
 Short Cut Clear 16 50
 Bean 14 00@14 50
 Brisket, Clear 23 00
 Pig 23 00
 Clear Family 26 00
Dry Salt Meats
 S P Bellies 13
Lard
 Pure in tierces @10 1/2
 Compound lard 7 @ 7 1/2
 80 lb. tubs advance 1/2
 60 lb. tubs advance 1/2
 50 lb. tins advance 1/2
 20 lb. pails advance 3/4
 10 lb. pails advance 3/4
 5 lb. pails advance 1
 15 lb. pails advance 1

Smoked Meats
 Hams, 12 lb. av. 15 @ 15 1/2
 Hams, 14 lb. av. 13 1/2 @ 14
 Hams, 16 lb. av. 13 @ 13 1/2
 Hams, 18 lb. av. 13 1/2 @ 14
 Skinned Hams 14 @ 14 1/2
 Ham, dried beef sets 20 @ 20 1/2
 California Hams 9 @ 9 1/2
 Picnic Boiled Hams 15
 Bologna 20 1/2 @ 21
 Minced Ham 11
 Bacon 13
Sausages
 Bologna 8
 Liver 7 1/2 @ 8
 Frankfort 9 @ 9 1/2
 Pork 11
 Veal 11
 Tongue 11
 Headcheese 9
Beef
 Boneless 14 00
 Rump, new 15 00
Pig's Feet
 1/2 bbls 95
 3/4 bbls, 40 lbs. 1 90
 1/2 bbls. 3 75
 1 bbl. 8 00
Tripe
 Kits, 15 lbs. 90
 1/4 bbls., 40 lbs. 1 60
 1/2 bbls., 80 lbs. 3 00
Casings
 Hogs, per lb. 35
 Beef, rounds, set 26
 Beef, middles, set 60
 Sheep, per bundle 80
Uncolored Butterine
 Solid Dairy 12 @ 16
 Country Rolls 12 1/2 @ 18
Canned Meats
 Corned beef, 2 lb. 3 50
 Corned beef, 1 lb. 1 85
 Roast beef, 2 lb. 3 50
 Roast beef, 1 lb. 1 85
 Potted Ham, 1/4s 45
 Potted Ham, 1/2s 90
 Deviled Ham, 1/4s 45
 Deviled Ham, 1/2s 90
 Potted Tongue, 1/4s 45
 Potted tongue, 1/2s 90
RICE
 Fancy 6 @ 6 1/2
 Japan Style 4 1/2 @ 5 1/2
 Broken 3 1/2 @ 4
ROLLED OATS
 Rolled Avena, bbls. .6 00
 Steel Cut, 100 lb. sks. 3 00
 Monarch, bbls. 5 75
 Monarch, 90 lb. sacks 2 75
 Quaker, 18 Regular 1 45
 Quaker, 20 Family 4 10
SALAD DRESSING
 Columbia, 1/2 pint 2 25
 Columbia, 1 pint 4 00
 Durkee's, large, 1 doz. 4 50
 Durkee's, small, 2 doz. 5 25
 Snider's, large, 1 doz. 2 35
 Snider's, small, 2 doz. 1 35
SALERATUS
 Packed 60 lbs. in box. Arm and Hammer .3 00
 Wyandotte, 100 lbs. .3 00
SAL SODA
 Granulated, bbls. 80
 Granulated, 100 lbs. ca. 90
 Granulated, 36 pkgs. .1 25
SALT
 Common Grades
 100 3 lb. sacks 2 40
 60 5 lb. sacks 2 25
 28 10 1/2 lb. sacks 2 10
 56 lb. sacks 40
 28 lb. sacks 20
Warsaw
 56 lb. dairy in drill bags 40
 28 lb. dairy in drill bags 20
Solar Rock
 56 lb. sacks 24
Common
 Granulated, fine 95
 Medium, fine 1 00
SALT FISH
 Cod
 Large, whole @ 8
 Small, whole @ 7 1/2
 Strips or bricks 7 1/2 @ 10 1/2
 Pollock @ 4 1/2
Halibut
 Strips 15
 Chunks 16
Holland Herring
 Y. M. wh. hoops, bbls. 11 50
 Y. M. wh. hood, 1/2 bbl. 6 00
 Y. M. wh. hoop, kegs 65
 Y. M. wh. hoop Milchners kegs 72
 Queen, bbls. 10 00
 Queen, 1/2 bbls. 5 25
 Queen, kegs 60
Trout
 No. 1, 100 lbs. 7 50
 No. 1, 40 lbs. 3 25
 No. 1, 10 lbs. 90
 No. 1, 8 lbs. 75
Mackerel
 Mess, 100 lbs. 16 50
 Mess, 40 lbs. 7 00
 Mess, 10 lbs. 1 85
 Mess, 8 lbs. 1 50
 No. 1, 100 lbs. 10 00
 No. 1, 40 lbs. 6 60
 No. 1, 10 lbs. 1 25

Whitefish
 100 lbs. 9 75
 50 lbs. 5 25
 10 lbs. 1 12
 8 lbs. 92
 100 lbs. 4 65
 40 lbs. 2 10
 10 lbs. 75
 8 lbs. 65
SEEDS
 Anise 10
 Canary, Smyrna 5
 Caraway 10
 Cardomom, Malabar 1 00
 Celery 28
 Hemp, Russian 5
 Mixed Bird 5
 Mustard, white 10
 Poppy 15
 Rape 8
SHOE BLACKING
 Handy Box, large 3 dz 2 50
 Handy Box, small 1 25
 Bixby's Royal Polish 85
 Miller's Crown Polish 85
SNUFF
 Scotch, in bladders 37
 Maccaboy, in jars 35
 French Rapple in jars 43
SODA
 Boxes 5 1/2
 Kegs, English 4 1/2
SPICES
 Whole Spices
 Allspice, Jamaica 9
 Allspice, large Garden 11
 Cloves, Zanzibar 16
 Cassia, Canton 14
 Cassia, 5c pkg. doz. 25
 Ginger, African 9 1/2
 Ginger, Cochia 14 1/2
 Mace, Penang 70
 Mixed, No. 1 16 1/2
 Mixed, No. 2 10
 Mixed, 5c pkgs. doz. 45
 Nutmegs, 75-80 30
 Nutmegs, 105-110 20
 Pepper, Black 14
 Pepper, White 25
 Pepper, Cayenne 22
 Paprika, Hungarian 45
 Pure Ground in Bulk
 Allspice, Jamaica 12
 Cloves, Zanzibar 24
 Cassia, Canton 12
 Ginger, African 18
 Mace, Penang 75
 Nutmegs 75-80 35
 Pepper, Black 16
 Pepper, White 30
 Pepper, Cayenne 24
 Paprika, Hungarian 45
STARCH
 Kingsford, 40 lbs. 7 1/2
 Muzzy, 20 lb. pkgs. 5 1/2
 Muzzy, 40 lb. pkgs. 5
Gloss
 Kingsford
 Silver Gloss, 40 lbs. 7 1/2
 Silver Gloss, 16 3lbs. 6 1/2
 Silver Gloss, 12 6lbs. 8 1/2
Muzzy
 48 lb. packages 5
 16 5lb. packages 4
 12 6lb. packages 6
 50lb. boxes 2 1/2
SYRUPS
 Corn
 Barrels 26
 Half barrels 29
 Blue Karo, No. 2 1 66
 Blue Karo, No. 2 1/2 1 96
 Blue Karo, No. 5 1 89
 Blue Karo, No. 10 1 81
 Red Karo, No. 2 1 84
 Red Karo, No. 2 1/2 2 23
 Red Karo, No. 5 2 17
 Red Karo, No. 10 2 08
Pure Cane
 Fair 16
 Good 20
 Choice 25
TABLE SAUCES
 Halford, large 3 75
 Halford, small 2 25
TEA
 Japan
 Sundried, medium 24 @ 26
 Sundried, choice 30 @ 33
 Sundried, fancy 36 @ 40
 Basket-fired medium 30
 Basket-fired choice 35 @ 37
 Basket-fired, fancy 40 @ 43
 Nibs 30 @ 32
 Siftings 10 @ 12
 Fannings 14 @ 15
Gunpowder
 Moyne, medium 35
 Moyne, choice 33
 Moyne, fancy 50 @ 60
 Pingsuey, medium 33
 Pingsuey, choice 35
 Pingsuey, fancy 50 @ 55
Young Hyson
 Choice 31
 Fancy 40 @ 5 1/2
Oolong
 Formosa, fancy 50 @ 60
 Formosa, medium 23
 Formosa, choice 35
English Breakfast
 Medium 25
 Choice 30 @ 35
 Fancy 40 @ 60
India
 Ceylon, choice 30 @ 35
 Fancy 45 @ 50

TOBACCO
 Fine Cut
 Blot 1 45
 Bugle, 16 oz. 3 65
 Bugle, 10c 11 00
 Dan Patch, 8 and 16 oz 32
 Dan Patch, 4 oz. 11 52
 Dan Patch, 2 oz. 5 76
 Fast Mail, 16 oz. 7 80
 Hiawatha, 16 oz. 60
 Hiawatha, 5c 5 40
 May Flower, 16 oz. 9 36
 No Limit, 8 oz. 1 78
 May Flower, 16 oz. 3 55
 Ojibwa, 8 and 16 oz. 40
 Ojibwa, 10c 11 10
 Ojibwa, 5c 1 85
 Petoskey Chief, 7 oz. 2 00
 Petoskey Chief, 14 oz. 3 90
 Peach and Honey, 5c 5 76
 Red Bell, 16 oz. 3 96
 Red Bell, 8 foil 1 98
 Sterling, L & D 5c 5 76
 Sweet Cuba, canister 9 16
 Sweet Cuba, 5c 5 76
 Sweet Cuba, 10c 93
 Sweet Cuba, 1 lb. tin 4 90
 Sweet Cuba, 1/2 lb. foil 2 25
 Sweet Burley 3c L & D 5 76
 Sweet Burley, 8 oz. 2 45
 Sweet Burley, 24 lb. 2 90
 Sweet Mist, 1/2 gro. 5 76
 Sweet Mist, 3 oz. 11 10
 Sweet Mist, 8 oz. 35
 Telegram, 5c 5 76
 Tiger, 5c 6 00
 Tiger, 25c cans 2 35
 Uncle Daniel, 1 lb. 60
 Uncle Daniel, 1 oz. 5 22
Plug
 Am. Navy, 16 oz. 32
 Apple, 10 lb. butt. 38
 Drummond Nat Leaf, 2 & 5 lb. 60
 Drummond Nat Leaf, per doz. 96
 Battle Ax 28
 Bracer, 6 & 12 lb. 30
 Big Four, 8 & 16 lb. 29
 Boot Jack, 2 lb. 36
 Boot Jack, per doz. 86
 Bullion, 16 oz. 46
 Climax, Golden Twins 48
 Climax, 14 1/2 oz. 44
 Climax, 7 oz. 47
 Days' Work, 7 & 14 lb. 37
 Creme de Menthe, lb. 62
 Derby, 5 lb. bxs. 28
 5 Bros., 4 lb. 66
 Four Roses, 10c 96
 Gilt Edge, 2 lb. 58
 Gold Rope, 6 & 12 lb. 58
 Gold Rope, 4 & 8 lb. 38
 G. O. P., 12 & 24 lb. 36
 Granger Twist, 6 lb. 46
 G. T. W., 10 1/2 & 21 lb. 36
 Horse Shoe, 6 & 12 lb. 43
 Honey Dip Twist, 5 & 10 45
 Jolly Tar, 5 & 8 lb. 40
 J. T., 5 1/2 & 11 lb. 35
 Kentucky Navy, 12 lb. 32
 Keystone Twist, 6 lb. 45
 Kismet, 6 lb. 48
 Maple Dip, 20 oz. 25
 Merry Widow, 12 lb. 32
 Nobby Spun Roll 6 & 3 58
 Parrot, 20 lb. 34
 Farrot, 20 lb. 28
 Patterson's Nat Leaf 93
 Peachey, 6-12 & 24 lb. 49
 Picnic Twist, 5 lb. 45
 Piper Heidsick, 4 & 7 lb. 69
 Piper Heidsick, per doz. 66
 Polo, 3 doz., per doz. 48
 Redcut, 1 1/2 oz. 38
 Red Lion, 6 & 12 lb. 30
 Scapple, 2 & 4 doz. 48
 Sherry Cobbler, 9 oz. 28
 Spear Head, 12 oz. 44
 Spear Head, 14 1/2 oz. 44
 Spear Head, 7 oz. 47
 Sq. Deal, 7, 14 & 28 lb. 28
 Star, 6, 12 & 24 lb. 43
 Standard Navy, 7 1/2, 15 & 30 lb. 34
 Ten Penny, 6 & 12 lb. 31
 Town Talk, 14 oz. 30
 Yankee Girl, 6, 12 & 24 32
Scrap
 All Red, 5c 5 76
 Am. Union Scrap 5 40
 Bag Pipe, 5c 5 88
 Cutlas, 2 1/2 oz. 2 26
 Globe Scrap, 2 oz. 30
 Happy Thought, 2 oz. 30
 Honey Comb scrap, 5c 5 76
 Honest Scrap, 5c 1 55
 Mail Pouch, 4 doz. 5c 2 00
 Old Songs, 5c 5 76
 Old Times, 1/2 gro. 5 50
 Polar Bear, 5c, 1/2 gro 5 76
 Red Band, 5c 1/4 gro. 5 76
 Red Man Scrap 5c 1 48
 Scapple, 5c, 1/2 gro. 5 76
 Sure Shot, 5c, 1/2 gro. 5 76
 Yankee Girl Scrp 2 oz 5 76
 Pan Handle Scrp 1/4 gr 5 76
 Peachy Scrap, 5c 1 90
 Union Workman, 2 1/4 6 00
Smoking
 All Leaf, 2 1/4 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52

Special Price Current

12

13

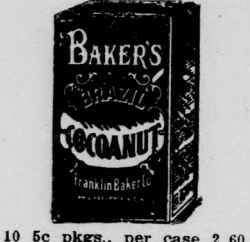
14

Banner, 5c	5 96
Banner, 8 oz.	1 20
Banner, 16 oz.	3 60
Belwood Mixture, 10c	94
Big Chief, 2 1/4 oz.	6 00
Big Chief 16 oz.	30
Bull Durham, 5c	5 90
Bull Durham, 10c	10 80
Bull Durham, 15c	18 48
Bull Durham, 8 oz.	60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 50
Briar Pipe, 5c	6 00
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	5 65
Brotherhood, 5c	5 95
Brotherhood, 10c	11 00
Brotherhood, 16 oz.	39
Carnival, 5c	5 70
Carnival, 3 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip's Johnson	30
Cigar Clip's Seymour	30
Identity, 8 & 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 60
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails	3 72
Chips, 10c	10 20
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 1 1/2 oz.	39
Duke's Mix, 5c	5 76
Duke's Mix, 10c	11 52
Duke's Cameo, 1 1/2 oz.	41
Drummond, 5c	5 75
F F A 3 oz.	4 95
F F A 7 oz.	11 50
Fashion, 5c	6 60
Fashion, 16 oz.	43
Five Bros., 5c	5 60
Five Bros., 10c	10 70
Five cent cut Plug	29
F O B 10c	11 50
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	1 44
Gold Block, 1 1/2 oz.	39
Gold Star, 10c	11 88
Gail & Ax Navy, 5c	5 95
Growler, 5c	4 56
Growler, 10c	2 70
Growler, 20c	2 63
Giant, 5c	1 55
Giant, 16 oz.	33
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 1 1/2 oz.	40
Honey Dew, 10c	11 88
Hunting, 1 1/2 & 3 1/2 oz.	38
I X L 5c	6 10
I X L, in pails	32
Just Suits, 5c	6 00
Just Suits, 10c	11 88
Kln Dried, 25c	2 45
King Bird, 7 oz.	25 20
King Bird, 3 oz.	11 00
King Bird, 1 1/2 oz.	5 71
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 1 1/2 oz.	94
Lucky Strike, 1 1/4 oz.	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 80
Myrtle Navy, 5c	5 94
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	5 94
Nigger Hair, 10c	10 56
Nigger Head, 5c	4 96
Nigger Head, 10c	9 84
Noon Hour, 5c	1 44
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Curve 1 1/2 oz	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz., 30 lb. cs.	19
P. S., 3 oz. per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 70
Peerless, 10c	1 92
Peerless, 3 oz.	10 20
Peerless, 7 oz.	23 76
Peerless, 14 oz.	47 52
Plaza, 2 gro. cs.	5 76
Flow Boy, 5c	5 76
Flow Boy, 10c	11 00
Flow Boy, 14 oz.	4 50
Pedro, 10c	11 80
Pride of Virginia, 1 1/2	77
Pilot 5c	5 76
Pilot, 7 oz. doz.	1 05
Pilot, 14 oz. doz.	2 10
Prince Albert, 10c	95
Prince Albert, 8 oz.	4 92
Prince Albert, 16 oz.	8 49
Queen Quality, 5c	48
Rob Roy, 5c foil	5 99
Rob Roy, 10c gross	10 20
Rob Roy, 25c doz.	2 10

Rob Roy, 50c, doz.	4 12
S. & M., 5c, gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 95
Soldier Boy, 10c	10 56
Soldier Boy, 1 lb.	4 80
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	6 00
Sweet Lotus, 10c	12 00
Sweet Lotus, per doz.	4 85
Sweet Rose, 2 1/4 oz.	30
Sweet Tip Top, 5c	2 60
Sweet Tip Top, 3 1/2 oz.	38
Sweet Tips, 1/2 gro	10 08
Sun Cured, 10c	11 75
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time 14 oz.	3 50
Standard, 2 oz.	5 90
Standard, 3 1/2 oz.	28
Standard, 7 oz.	1 68
Seal N. C., 1 1/2 cut plug	70
Seal N. C., 1 1/2 Gran	63
Three Feathers, 1 oz.	63
Three Feathers, 10c	10 20
Three Feathers and Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	8 75
Trout Line, 5c	5 95
Trout Line, 10c	10 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 4 oz. cart	64
Tuxedo, 16 oz tins	64
Twin Oaks, 10c	94
Union Leader, 50c	5 06
Union Leader, 25c	2 55
Union Leader, 10c	11 60
Union Leader, 5c	5 95
Union Workman, 1 1/4	5 76
Uncle Sam, 10c	10 80
Uncle Sam, 8 oz.	2 20
U. S. Marine, 5c	6 00
Van Bibber, 2 oz. tin	88
Velvet, 5c pouch	1 44
Velvet, 10c tin	1 92
Velvet, 8 oz tin	3 84
Velvet, 16 oz. can	7 68
Velvet, combination cs	5 75
War Path, 5c	5 95
War Path, 8 oz.	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/4 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 00
Yum Yum, 10c	11 52
Yum Yum, 1lb., doz.	4 80

Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	80
No. 2 pat. brush holder	85
Ideal No. 7	85
12lb. cotton mop heads	1 45
Pails	
2-hoop Standard	2 00
3-hoop Standard	2 35
2-wire Cable	2 19
Cedar all red brass	1 25
3-wire Cable	2 30
Paper Eureka	2 25
Fibre	2 70
Toothpicks	
Birch, 100 packages	2 00
Ideal	85
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75
Tubs	
20-in. Standard, No. 1	7 50
18-in. Standard, No. 2	6 50
20-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	3 00
Good Luck	2 75
Universal	3 00
Window Cleaners	
12 in.	1 65
14 in.	1 83
16 in.	2 30
Wood Bowls	
13 in. Butter	1 60
15 in. Butter	2 25
17 in. Butter	4 15
19 in. Butter	6 10
Assorted, 13-15-17	3 00
Assorted, 15-17-19	4 25
WRAPPING PAPER	
Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short c't	13
Wax Butter, full count	20
Wax Butter, rolls	19
YEAST CAKE	
Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Cream, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	58
AXLE GREASE	
MICA AXLE GREASE	
1 lb. boxes, per gross	9 00
3 lb. boxes, per gross	24 00
BAKING POWDER	
Royal	
10c size	90
1/4 lb. cans	1 35
6 oz. cans	1 90
1/2 lb. cans	2 50
3/4 lb. cans	3 75
1 lb. cans	4 80
1 1/2 lb. cans	13 00
5 lb. cans	21 50
CIGARS	
Johnson Cigar Co.'s Brand	
EGG CRATES AND FILLERS	
Humpty Dumpty, 12 dz.	20
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

Worden Grocer Co. Brand	15	
Ben Hur	16	
Perfection	17	
Perfection Extras		
Londres		
Londres Grand		
Standard		
Puritanos		
Panattelas, Finas		
Panattelas, Bork		
Jockey Club		
COCOANUT		
Baker's Brazil Shredded		
Tip Top, Blend, 1lb.		
Royal Blend		
Royal High Grade		
Superior Blend		
Boston Combination		
Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Goddard, Durand & Co., Battle Creek; Fleibach Co., Toledo.		
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.		
OAK LEAF SOAP		
Single boxes		3 00
Five box lots		2 95
Ten box lots		2 90
Twenty-five box lots		2 85
Lautz Bros. & Co.		
Acme, 30 bars, 75 lbs.		4 00
Acme, 25 bars, 75 lbs.		4 00
Acme, 25 bars, 70 lbs.		3 80
Acme, 100 cakes		3 25
Big Master, 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		5 00
Marseilles, 100 ck toll		4 00
Marseilles, 1/2 bx toilet		2 10
Proctor & Gamble Co.		
Lenox, 6 oz.		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		8 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 1lb.		3 80
Pearline		3 75
Sapin		4 10
Babbitt's 1776		3 75
Roseine		3 59
Armour's		3 70
Wisdom		3 80
Soap Compounds		
Johnson's Fine		5 10
Johnson's XXX		4 25
Rub-No-More		3 85
Nine O'clock		3 30
Scouring		
Enoch Morgan's Sons		
Sapallo, gross lots		9 50
Sapallo, half gro. lots		4 85
Sapallo, single boxes		2 40
Sapallo, hand		2 40
Scourine Manufacturing Co		
Scourine, 50 cakes		1 80
Scourine, 100 cakes		3 50



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

COFFEE
Roasted
Dwinell-Wright Co's B'ds



White House, 1lb.
White House, 2lb.
Excelstor, Blend, 1lb.
Excelstor, Blend, 2lb.



Single boxes 3 00
Five box lots 2 95
Ten box lots 2 90
Twenty-five box lots 2 85

Lautz Bros. & Co.
Acme, 30 bars, 75 lbs. 4 00
Acme, 25 bars, 75 lbs. 4 00
Acme, 25 bars, 70 lbs. 3 80
Acme, 100 cakes 3 25

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

Attention

If you intend to remodel your Store or Office this Spring, consult us in the matter.

We can give you some valuable pointers and save you money on your outfit. Get our estimate before placing order.

Nachtgall Manufacturing Co.
Store and Office Equippers
419-441 S. Front St.
Grand Rapids, Michigan



Tanglefoot

The Original Fly Paper

For more than 25 years the Standard in Quality

All Others Are Imitations

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Wanted—To buy good New York Racket Store on easy payments or find good location to open new store. Must be in good trade town of 1,000 or more. Might consider hardware. Lock Box 28, Howard City, Mich. 52

For Sale—Drug store, located on Main street in a growing section of shops and railroad employes; good opportunity at a low figure. W. M. Morgan, 1197 E Main St., Jackson, Mich. 51

For Sale—A fine business block and No. 1 location for shoe store. P. O. Box 105, Sparta, Mich. 50

For Sale—A good general stock in a good location in Northern Michigan. Will inventory about \$4,500. 90 per cent new seasonable stock, consisting of groceries, hardware, shoes, dry goods, men's furnishings and notions. Also good facilities for handling fresh meats. First-class up-to-date fixtures consisting of floor show cases, counter cases, cash register, McCaskey register, automatic computing scales, acetylene lighting, plant, safe, automatic oil tank, etc. Sales for 1911 over \$31,000. A bargain for a quick purchaser with a small capital. Address No. 47, care Tradesman. 47

Wanted—We will pay cash for stock of merchandise or hardware. Must be cheap. Address L. B. 512, New Richmond, Wis. 45

Wanted—To exchange farm for hardware or general stock. Address, No. 42, care Tradesman. 42

Send for our lists of Fruit Lands, Farms and Business Chances. Traverse City Business Exchange, Traverse City, Mich. 43

Creamery For Sale—Located in good farming country, 20 miles from any other creamery. Equipped with latest machinery and in good condition. Address Belt Valley Creamery, Belt, Mont. 41

Wanted—Stock of merchandise, value \$5,000 to \$15,000. Lock Box 103, Mt. Pleasant, Mich. 40

I have two farms in Indiana for sale, one of 240 acres and the other of 188 acres. Write me. Roby Orahood, Cooksville, Ill. 38

For Sale—No. 2 lard press, 30 gallon kettle, Dayton scale, blocks, grinder, filler, saws, and knives. Used five months. Address Box 391, Bangor, Mich. 36

For Sale—Drug stock inventorying \$3,000 including fixtures. Will sell or lease building. Western Michigan town with two main lines of railroad. Address No. 33, care Tradesman. 33

For Sale—Two beautiful California bungalows, cement, tile roofed, modern plumbing, steam heated, electric lights and gas. Choicest location in city of Ann Arbor, three blocks from U. of M. Campus. Lots 66x132 feet. For terms address Ida Mae Thrall, 512 E. Jefferson St., Ann Arbor, Mich. 29

For Sale or Trade—For good farm land, a good factory building located at St. Joseph, Michigan. Address Lock Box 294, St. Joseph, Mich. 24

For Sale—Grocery and queensware stock in best location in live town. Established 20 years. Stock and fixtures in voice about \$2,400. Address Business, care Tradesman. 23

Will exchange town lots at International Falls, Minn., for general merchandise and hardware, from \$1,000 to \$20,000 or more. Address A. W. Mertens, Jeffers, Minn. 2

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

For Sale or Rent—Good clean up-to-date stock of general merchandise for sale. Will make terms easy if desired. Good store and dwelling for sale, or rent. Better investigate and if you like the place, we will try hard to make a deal as have other business must attend to. Address W. B. Conner, Shiloh, Mich. 16

For Sale—Stock of groceries and fixtures, invoicing about \$3,000, is as good a location as there is in Southern Michigan. For particulars address The Hillsdale Grocery Co., Hillsdale, Mich. 1

ACCOUNT SYSTEM.

For Sale—My Simplex, short system at a bargain, account of changing to larger Simplex system. Original cost \$48. Will sell for cash at \$32. Have used one month. Manufacturer has agreed to print supplies free for you. T. G. Kless, Highland Park, Ill. 10

If you want to trade your business for a farm or city income property, write us. Interstate Land Agency, Decatur, Illinois. 53

Drug and grocery stock for sale; full prices; finest location. Very little cash required. Address Dr. Pierce, Beaverton, Michigan. 983

For Sale—A clean stock of ladies' furnishings and dry goods, having an established trade in a growing town. Stock and fixtures will inventory about \$5,000. Owner desires to retire from business life. Address Box 97, East Jordan, Mich. 27

Grocery and hardware stock for sale by J. W. Spooner, Prescott, Michigan. 4

I have a canvass glove outfit, consisting of work table and rack, full set of dies, mallets, block, turner, etc. Cost when new, \$100. Will sell for \$50 cash. I find myself unable to give it my attention on account of other business. R. L. Myers, Jr., Alanson, Mich. 984

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

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

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

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—Clean stock of general merchandise, including buildings in country town in the Thumb of Michigan. Inventories \$3,000. Reason for selling, failing health. Can't reduce stock. Address Lock Box 107, Colling, Michigan. 646

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

We have the best advertising proposition on the market to-day for dry goods merchants, general store merchants and department stores—no other kind. Exclusive to one merchant in a town. Satisfaction guaranteed to each patron. Write for particulars. Reporter Service Bureau, 215 S. Market St., Chicago. 794

HELP WANTED.

Wanted—Experienced clothing and dry goods salesman. Must come well recommended. Address No. 48, care Tradesman. 48

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

Salesmen—To work village and country stores; \$10 a day, commissions and expenses; experience unnecessary. Write Grant Mfg. Co., Pittsburgh, Pa. 35

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

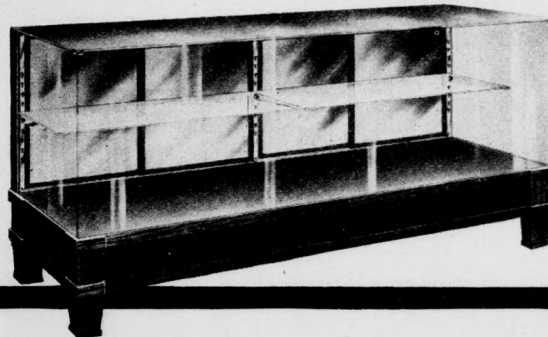
SITUATIONS WANTED.

Young man with \$500 to invest in good paying business wants position. Address No. 49, care Tradesman. 49

Wanted—Position as manager or clerk in store, dry goods, clothing, shoes and men's furnishings. Experience, 13 years. Best references furnished. Address 20, care Tradesman. 20

Want ads. continued on next page.

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY
GRAND RAPIDS



"AMERICAN BEAUTY" Display Case No. 412—one of more than one hundred models of Show Case, Shelving and Display Fixtures designed by the Grand Rapids Show Case Company for displaying all kinds of goods, and adopted by the most progressive stores of America.

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Michigan
The Largest Show Case and Store Fixture Plant in the World
Show Rooms and Factories: New York Grand Rapids Chicago Portland

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.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Mar. 12—In the matter of Alvin L. Dennis, bankrupt, of Grand Rapids, a petition was filed by the bankrupt requesting that the referee in accordance with the practice in this district, make a certificate that such bankrupt receive his discharge, and an order was made directing creditors to show cause, if any they have, why such favorable certificate should not be made before the referee on March 26th, 1912.

In the matter of Perry W. Nichols, bankrupt, formerly merchant at Cadillac, the first meeting of creditors was held and Mr. Louis Bellaire, of Cadillac, elected trustee by creditors and his bond fixed at \$500. The trustee has filed his report of exemptions and also reports assets left after taking out such exemptions amounting to \$174, for which he has an offer of \$110, which sale will probably be confirmed.

Mar. 14—In the matter of the J. P. Seymour Company, of Grand Rapids, the special meeting of creditors was held to consider the offer of composition at 25 per cent. made by such alleged bankrupt. It appearing that a very large majority in number and amount of creditors desired that such offer of composition be accepted it was determined that the matter be referred to the Judge with recommendation that such composition be approved.

In the matter of the Elk Cement & Lime Company, bankrupt, the report of appraisers has been filed showing the values of the assets as of date March 1st, 1912, as follows:

Property covered by Royal Trust Company mortgage	\$ 89,000.00
Property covered by the Lamson mortgage	5,375.00
Unincumbered real estate	225.00
Land contracts	1,425.00
Cash	4,089.91
Personal estate	4,875.00
Accounts receivable	3,240.00
Real estate mortgage	200.00
	\$108,429.91

And the trustee has received and filed a written offer from the members of the Elk Cement & Lime Company bondholders' committee for the assets of said bankrupt as of date March 1st, 1912, in substance as follows:

1. To purchase all the right, title and interest of the bankrupt company, including the right of redemption under the Royal Trust Company mortgage to secure bond issue of \$250,000.

2. To recognize the lien and claim of Louise Nelson, Joseph H. Martin, Charles Huntly Russell, Etta Boltwood, Sarah M. Hughart estate, and Edgar G. Maxwell, amounting to \$15,000, or thereabouts, as being a valid claim against the Bay Shore real estate of the bankrupt company, and consenting that such claim be made a lien on said last mentioned real estate.

3. To buy all the other property of every name, nature and description of the bankrupt company, except cash on hand and except open current accounts, such property to be turned over free and clear of all liens, charges and incumbrances of every kind.

4. To pay for all the above property hereinbefore anywhere mentioned the sum of \$10,000, as soon as clear title can be given by sale through the bankruptcy court, subject however to the two real estate liens hereinbefore referred to.

5. If the proposition is accepted, and sale made, to consent that the Elk Cement & Lime Company bonds represented by the committee, amounting to \$248,600, out of a total issue of \$250,000, shall be proved as unsecured claims at 60 per cent. of their face value for the purpose of this offer only; provided further, that all bonds represented by the committee may be allowed to prove up at 60 per cent. of their face value as unsecured claims.

6. If the offer is accepted the committee will require a decree or order setting aside the mortgage given to S. Warren Lamson for \$40,000, or a voluntary surrender and discharge of such mortgage.

7. If the offer is accepted the committee will require a proper, sufficient and adequate order of court providing for a conveyance of the above mentioned property, and also a conveyance from the trustee in accordance with and under the order mentioned.

8. The offer is made for the assets of the bankrupt company as the property and assets stood on March 1st, 1912, adjustment to be made at the time of sale and transfer as of such date.

9. The offer is made for a limited time and subject to withdrawal if not acted upon promptly; if accepted, conveyance to be made to Clay H. Hollister.

An order was made by the referee directing the creditors of said bankrupt to show cause, if any they have, why said offer or such offer as may in the meantime be received by the trustee should not be accepted, at his office on March 27th, 1912.

Mar. 16—In the matter of the Newwaygo Chair Company the final order of distribution was made by the referee. There were not sufficient assets to pay the preferred claims and administration expenses in full, and therefore there was no dividend for ordinary creditors.

Mar. 18—An order was made by Judge Sessions adjudging Carl H. Nye, a railroad fireman of Grand Rapids, a bankrupt on his own petition, and the matter referred to Referee Wicks. The bankrupt's schedules show no assets, excepting household goods, etc., all claimed as exempt. The following creditors are listed:

Heyman Company, Grand Rapids, household goods bought on contract	\$141.21
Unsecured creditors:	
C. F. Adams Co., Grand Rapids	\$ 17.00
Dr. C. H. Bull, Grand Rapids	15.00
Citizens Finance Co., Grd. Rapids	50.00
Gilbert Denton, Grand Rapids	10.26
Houseman & Jones Clothing Co., Grand Rapids	6.88
James O. McCool, Grand Rapids	7.40
Martin & Rippey, Grand Rapids	20.00
Michmershuizen Bros., Grd. Rpsds.	36.54
Alex. Miller, Grand Rapids	36.00
J. Oosterhoff, Grand Rapids	4.00
Welmens-Dykman, Fuel Co., Grand Rapids	2.65
Edward Whalen, Grand Rapids	7.46
	\$213.19

The referee has delayed calling the first meeting of creditors until money for the actual expenses is advanced.

In the matter of George W. Lincoln, bankrupt, of Grand Rapids, the first meeting of creditors was held, and it appearing from the bankrupt's schedules and his examination at this first meeting that there are no assets above exemptions it was determined that no trustee be appointed and no further meetings of creditors be held.

Manufacturing Matters.

Wyandotte—The Marx Brewing Co. has increased its capital stock from \$250,000 to \$325,000.

Grand Haven—The Ottawa Leather Co. has increased its capital stock from \$200,000 to \$400,000.

Detroit—The Commercial Supply Co. has changed its name to the Commercial Electric Supply Co.

Muskegon—The Muskegon Motor Specialties Co. has increased its capital stock from \$30,000 to \$100,000.

Manistee—The Manistee Motor Co. has been incorporated to manufacture low priced runabouts and delivery cars, with an authorized capital stock of \$51,000.

Holland—The Holland Chemical Co., of Holland, has been incorporated with an authorized capital stock of \$15,000, of which \$8,000 has been subscribed and \$2,250 paid in in cash.

Detroit—The Detroit Glove & Manufacturing Co. has been incorporated with an authorized capital stock of \$5,000, of which \$3,700 has been subscribed and \$1,000 paid in in cash.

Petoskey—At a mass meeting it was decided that the Petoskey Block & Manufacturing Co. will rebuild its plant, which burned January 12. The citizens of this place will subscribe \$3,000.

Charlotte—The Model Packing Co. has been incorporated to do a general canning and packing business, with an authorized capital stock of \$10,000.

Detroit—The Detroit Plumbing & Heating Co. has been incorporated with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed, \$950 being paid in in cash and \$1,550 in property.

Detroit—The English Co. has been incorporated to manufacture and deal in motor vehicles, their parts and appliances, with an authorized capital stock of \$5,000, of which \$3,000 has been subscribed and \$1,000 paid in in cash.

Holland—The Holland Rod Co. has engaged in business to manufacture and sell sporting goods and their accessories, with an authorized capital stock of \$60,000, of which \$54,000 has

been subscribed and paid in in property.

Detroit—The Pt. Huron & Northern Railway Co. has been incorporated to construct and operate street railways, with an authorized capital stock of \$100,000, of which \$25,000 has been subscribed and \$6,300 paid in in cash.

Owosso—Judge Miner has ordered J. C. Shattuck, assignee, to sell the equipment and other assets of the Western Dry Milk Co. at private sale between March 18 and April 1, if a satisfactory offer can be secured. If not, at auction April 1.

Detroit—The Superia Cigar Manufacturing Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, of which \$33,000 has been subscribed, \$1,770.64 paid in in cash and \$29,598.52 in property.

Detroit—The Derward Nebulizer Co. has been incorporated to manufacture and sell atomizers, nebulizers and similar articles, with an authorized capital stock of \$10,000, all of which has been subscribed, \$3,000 being paid in in cash and \$7,000 in property.

Detroit—The Premier Stamping Co. has been organized to manufacture and sell trunks, suit cases, travelers' supplies, hardware, etc., with an authorized capital stock of \$5,000, of which \$3,000 has been subscribed, \$680 being paid in in cash and \$2,320 in property.

Kalamazoo—The Blood Brothers Machine Co., manufacturer of universal joints, has since last September put up several new buildings and added new equipment until its capacity is nearly double what it was at that time. At present it manufactures universal joints exclusively.

Elect Officers

Owosso, March 19—Owosso Council, U C T, held its annual election of officers Saturday night at the G. A. R. hall, on East Main street. Following are the officers:

Senior Counselor—Geo. N. Clark.
Junior Counselor—August Stephan.
Past Counselor—C. V. Page.
Secretary-Treasurer—R. P. Bigelow.

Conductor—K. C. Ainsley.
Page—George Gray.
Sentinel—Fred J. Hanifan.

Delegates to Grand Council at Bay City June 7-8—C. V. Page and August Stephan.

Alternates—Fred J. Hanifan, Geo. Haskell and R. P. Bigelow.

Members of Executive Committee for one year—J. T. Walsh and August Stephan; two years, Louis Mueller and A. D. Chase.

The new officers will be installed on April 13 by some officer of the Grand Council.

The Council, which at present has a membership of fifty, expects to send a large number to the convention in Bay City. Already more than half the members have pledged themselves to go.

The Hessey Drug Co. has increased its capital stock from \$5,000 to \$15,000.

Replenishing Scrap Pile.

It is said of Jones, "the man who earned the most for the Carnegie Company and received the least," because he refused to become a shareholder, that one of his cardinal principles of the business was never to wait for the machinery to wear out, but to consign it to the scrap pile as soon as more improved patterns appeared. To him time was of more value than the machine which would not do as good work as the best. To many it may have seemed wasteful to smash a million dollars' worth of practically new machinery simply because something better along this line had been perfected; and yet the immense profits of the company under his guidance were sufficient proof of the wisdom in his methods.

The same principle holds good in almost any walk of life—as true as in the making of steel. We are hampered by poor material, imperfect tools, incompetent workmen. The junk pile is really the quickest and most economical solution of the problem. It is hard to condemn an article which is not half worn out. And yet if through its use we lose time, spoil material and vex the patience of the public, how much cheaper in the end to cast the offending article into the furnace to be rejuvenated in a more acceptable form.

There are a host of things which keep us pinned down. We make the best use of them possible, fancying that we are practicing economy. If they could be melted over, made according to the newest patterns, we would then find it more easy to compete with the up-to-date methods of rivals. Sacrifices there must be to reach the highest available point. Yet the loss is not in the transformation but rather in the struggle with the old. The old saw teeth must be reset. The rude forms recast. Best material, best forms, best methods are the cry of the day.

Studies of the Vernacular.

"Soldier how shett?"
"No; sole joors?"
"Notchett; gottafelleronstring, though."
"Watch askinfurrit?"
"Heapmore knee swillin to gimmy."
"Course. Well, slong."
"Slong."

A Southern Antidote.

If Americans need an antidote for restlessness, they can find it among the mountaineers of the South. It is said that when a native is asked to hurry he replies: "Don't forget there's a whole day to-morrow 'tain't been tetched yet."

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For Sale—Best fancy grocery stock, centrally located in town of 25,000. Thumb of Michigan. This store has always been a moneymaker. Last year's business showed profit of \$1,800. A good opening for cash store. Will take about \$2,000 to swing. Owner wishes to go West on account of sickness in family. Address No. 55, care Tradesman. 55



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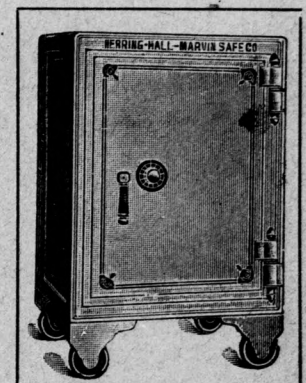
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