

You Never Can Tell

You never can tell when you send a word
Like an arrow shot from a bow
By an archer blind—be he cruel or kind—
Just where it will chance to go.
It may pierce the breast of your dearest friend,
Tipped with its poison or balm,
To a stranger's heart in life's great mart
It may carry its pain or its calm.

You never can tell when you do an act
Just what the result will be,
But with every deed you are sowing the seed
Though its harvest you may not see.
Each kindly act is an acorn dropped
In God's productive soil,
Though you may not know, yet the trees shall grow,
And shelter the brows that toil.

You never can tell what your thoughts will do
In bringing you hate or love,
For thoughts are things and their airy wings
Are swifter than carrier doves!
They follow the law of the universe—
Each thing must create its kind,
And they speed o'er the track to bring you back
Whatever went out of your mind.

Ella Wheeler Wilcox.



On File

If an unkind word appears,
File the thing away.
If some novelty in jeers,
File the thing away.

If some clever little bit
Of a sharp and pointed wit,
Carrying a sting with it—
File the thing away.

If some bit of gossip come,
File the thing away.
Scandalously spicy crumb,
File the thing away.

If suspicion comes to you
That your neighbor isn't true,
Let me tell you what to do—
File the thing away.

Do this for a little while,
Then go out and burn the file.

John Kendrick Bangs.

You Know You Do

When someone's step comes up the walk
Your cheeks take on a rosier hue;
And though no other hears his knock,
You hear it well—you know you do.

And when his arm steals round your chair,
You give a smothered scream or two,
As if you didn't want it there;
But oh, you do—you know you do.

You let him kiss your blushing cheek;
Somehow your lips meet his lips, too;
You tempt him, pretty thing, to speak.
You wicked flirt—you know you do.

And when he timidly doth press
His wish to make a wife of you,
With happy heart you answer yes,
You darling girl—you know you do.



From the Universal Prayer

If I am right, thy grace impart
Still in the right to stay;
If I am wrong, oh teach my heart
To find that better way.

Save me alike from foolish pride
And impious discontent,
At aught thy wisdom has denied
Or aught thy goodness lent.

Teach me to feel another's woe,
To hide the fault I see;
That mercy I do others show,
That mercy show to me.

Pope.



A strong life is like a ship of war which has its own place in the fleet and can share in its strength and discipline, but can also go forth alone to the solitude of the infinite sea. We ought to belong to society, to have our place in it and yet to be capable of a complete individual existence outside of it.—Hamerton.

Difficulties are things that show what men are. Those who try to do something and fail are infinitely better than those who try to do nothing and succeed.

It is ever true that he who does nothing for others, does nothing for himself.—Goethe.

On Exhibition at Office of Michigan Tradesman

Business Systems for Busy Business Men

The Simplex System

Gives a Complete Ledger Record of your business in one-third the time. We want to PROVE this to YOU. The cost of the SIMPLEX is one-half that of any short system.

Send for Sample No. 8 Sales Book

100 books..... \$ 3.50

500 books..... 9.00

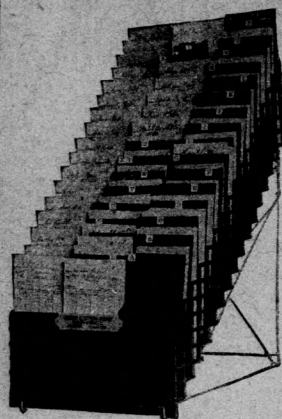
1,000 books..... 16.80

Complete Sample Line and Prices for the Asking.

CONNARD-HOCKING CO.

4th Floor, 136 W. Lake St.

CHICAGO



YALE
INDEP-
ENDENT
GAS
PLANT
CHEAPEST
AND BEST
LIGHT
ON EARTH

MAKES AND BURNS ITS OWN GAS

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



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



Holland Rusk Co. :: Holland, Mich.

Near Wayne
County Bldg.



A. T. Knowlson Company

WHOLESALE

Gas and Electric
Supplies

Michigan Distributors for

Welsbach Company

99-103 Congress St. East, Detroit

Telephones, Main 2228-2229

Ask for Catalog

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.

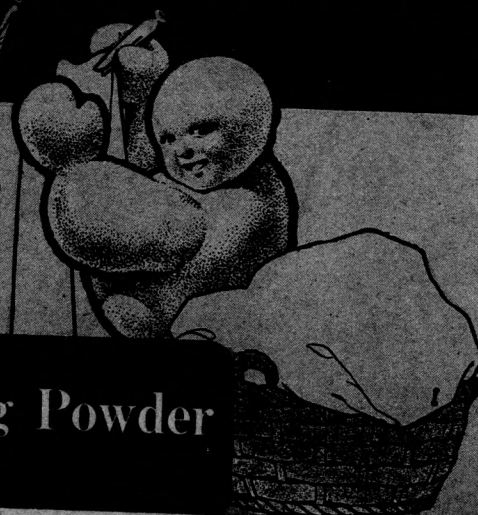
Grand Rapids, Mich.

next time

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

Lautz **Snow Boy** Washing Powder

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



MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, APRIL 3, 1912

Number 1489

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THE HAND OF ESAU.

A campaign of deception has been engineered by retail mail order houses, assisted by certain advertising agencies, to make publishers and managers of newspapers, particularly in the larger cities, expect a large amount of advertising from them if parcels post be inaugurated. This has influenced editorial advocacy and favorable news treatment of parcels post. Other advocates have excited the cupidity of managers of city department stores to capture through it extra business in smaller cities and towns and get advertisers to influence their newspaper publishers. If aware of plans now made by big retail mail order houses to capture their own trade, such department store managers would be more content to "live and let live." The supposed chance to swallow "smaller fish" blinds them to the peril that they are near sharks. Meanwhile certain astute advertising agents laugh in their sleeves at the gullibility of such newspaper publishers, realizing that precious little advertising business will go to such newspapers; for, if parcels are carried in all American territory at a low uniform price, magazines and farm journals, etc., which reach all parts of the country will continue to get the advertising of retail mail order houses. In a number of such magazines stock is held by advertising agencies. They know that parcels post would increase the profits of retail mail order houses.

DISASTROUS TO FRUIT.

When the drainage canal connecting Lake Michigan with the Des Plaines River system to the Mississippi was completed people felt that Chicago had solved her drainage problem. But more requires more; and instead of being satisfied with the more than 4,000 cubic feet of water taken from Lake Michigan every second the city is now clamoring to have this amount increased to 10,000 feet per second, on the plea that the present allowance is not sufficient to carry off the waste.

Be that as it may, the fruit growers of all the Lake counties realize that the weather is moderated for at

least fifty miles inland through the flow of the warm waters along the lake. To remove so great an amount of the warm current means a general lowering of temperature, together with results disastrous to the entire fruit growing district. The people of Ohio, Northern Pennsylvania and Western New York join most emphatically in a protest against a movement which will so surely hazard their interests; and while Niagara is yet to be heard from, the serious inroads upon her cataracts by manufacturers and others are quite enough to make lovers of the beautiful in nature indignant. Must the cataract be now further depleted to help wash away the refuse of a crowded city?

"Hands off," say the fruit growers of Michigan. Some of them, further, threaten to boycott the Chicago markets and ship their products elsewhere unless the scheme is abandoned. The experience of the past winter is proof that all available means for moderating temperature should be maintained. Scientific observations show that the heated stream is 10 degrees warmer at a depth of 100 feet in the Straits of Mackinac than at points in Huron and Michigan. And many counties of the State, as well as of other states, must suffer by the proposed drainage. The Secretary of War will give hearing to the protests March 27.

HISTORIC TREASURES.

A bill appropriating \$30,000 for the repair, preservation and exhibition of the 136 trophy flags which record the history of the American navy, and are now stored in iron boxes at the naval academy at Annapolis, passed the House a few days ago. Considerable enthusiasm was aroused when a great square ensign of navy blue with yellowed white letters straggling across it was displayed in front of the Speaker's desk. It was Perry's battle flag, inscribed with the last words of Lawrence, "Don't give up the ship."

A member originally opposed to the bill said after several equally renowned relics had been shown: "When I saw the torn and tattered fragments struggling, as it were, to hold together and apparently breaking away like sunlight shadows of a cloud whose glory is about to depart forever, I was unwilling to say by my vote that these emblems of the National glory, these neglected tokens of a splendid heroism, these sacred rags of an unconquerable navy, were not worth the cost of their preservation. * * * Written all through their precious folds there are lessons which we can not afford to dim, and there are hopes which we

can not darken without shutting out the very sunlight of our future."

Many who have lived all their lives in the vicinity do not know that the ship which bore Perry's flag victoriously back to Erie has for many years rested in the bottom of Misery Bay, near where the whole fleet was built. There is scarcely a town which has not some spot of local, if not of national, renown, well deserving our protection. Every place has some historical feature worthy of a permanent place upon its records. Many of these will be as surely blotted out as the moth-eaten battle flags unless speedily given our protection. There are sites and trails becoming obliterated, stones and tangible objects effaced or overgrown with vegetation. It is the duty, as it should be the privilege, of every citizen to look after these local inheritances, which represent hard struggles and priceless results.

IS SPELLING A LOST ART?

That it is, has been recently affirmed, with the proof that in olden times there were those who could spell every word in the spelling book, and many who could keep these experts busy for almost an entire evening. The spelling bees were largely responsible for this acquirement, and the decadence of the art of spelling at the present time attributed to their rarity now.

All honor to the old-fashioned spelling school, which provided a social center among isolated families, and at the same time created an impetus along useful lines. But those who fancy that conning the nine-syllable words, mastering the entire list of foreign phrases and having at the tongue's end all the catchwords like mnemonics, Llewellyn and eleemosynary, makes a finished speller are grandly mistaken. We have known those who prided themselves upon being able to spell "every word in the spelling-book"—and many twisted ones out of it who could not write the simplest letter without stumbling on the orthography. It was the short, commonplace words which failed them, although they would have been but child's play in the word battle along oral lines.

Why? For practical purposes we depend upon the written word. How it sounds as we write it and how it looks after it has been written are the tests of accuracy. The person who has spelled orally all his life is like a boat without a rudder. His method of verification is at best muddled; for in the writing he loses the clear insight of the memory drill practiced in the long line of the spelling class. No; the average scholar of

to-day may fail on the list of test words gathered for the purpose of "spelling down," but his letters will not abound in misspelled words of the commonest type and simplest form. The practical test of use counts for more than the one of mere rote.

Our respect for the law and the courts can never be maintained where representatives of wealth are able to drag their defense through court after court, and year after year, or when known law breakers who are able to pay a smart lawyer a fat fee are allowed to escape punishment through the technical omission of the word "the" in an indictment, or when a horse thief is set free because he is indicted for stealing a "horse" and his lawyer proves the animal was a "filly." We have machinery enough, in fact, we have too much machinery—and not enough common honesty and common sense.

Booker T. Washington told a Chicago audience that at Tuskegee Institute the students are trained in practical subjects, and that instead of reading essays on "Beyond the Alps Lies Italy," they talk about turnips and cabbages. That is of more importance at this time than any discussion of Napoleon's wonderful feat in crossing the Alps.

During recent hearings, an advocate of parcels post spoke of the great advantage it would be if rural carriers were allowed to carry parcels. He was reminded that the law now allows rural carriers to carry parcels, not restricted to the four-pounds weight limit, at any compensation to be determined between the carrier and the patron.

The Louisiana traveling men want the railroads to cover the seats with linen. May their next move be to get rid of the seat hogs.

With the coal pile gone and the windows knocked to smash, England is in a fair way to get something more than cold feet.

A scientist has discovered that wine can be made of bananas. If it affects locomotion the way the skins do, take it away.

Kaiser William can afford to air his antagonism against woman's suffrage; he does not run for office.

After the English women get the ballot things are going to seem mighty tame by comparison.

The third term is the exception to the old phrase, "luck in odd numbers."

Small defeats frequently presage large victories.

THE FRUITVALE FRAUD.

Wily Land Promoters Unable To Make Good.

Chicago, April 1 — "Marvelous Fruitvale" is once more in the public eye.

Thousands of people who paid \$3 each to the promoters of the "picturesque and bountiful resort city" are becoming insistent upon being given something more tangible than a receipt for their money. So far the promoters of the Chicago Land Show, who created the "City of Fruitvale" and took approximately \$100,000 in cash from visitors to the Land Show in return for promises of lots, have been either unable or unwilling to deliver deeds and abstracts to the 28,000 lots sold.

Instead of delivering the papers promised, the Fruitvale promoters are now engaged in an advertising campaign of explanation. Three months have passed since they took the people's money. They say they hope to deliver deeds and abstracts in three weeks now.

This promise can not possibly be made good, because the promoters of Fruitvale have platted only 2,032 lots. It looks as though they would have to return \$3 apiece to about 26,000 purchasers.

Lansing, April 1—The advertisement of Fruitvale alludes to the land as being in Oceana and Muskegon counties, but the only plat that has been approved to date is in Muskegon county. The territory embraced in the plat approved is in Blue Lake township, on the White River, about eight miles northeast of Whitehall. I understand the country in the vicinity of the so-called plat of Fruitvale is sparsely settled. The United States census of 1910 gives the population of Blue Lake township as 143.

The plat that has been approved contains 2,032 lots in fifty-six blocks. There are forty-eight lots in a full block. The property lies north of the river, and twenty-five blocks along the river are not full blocks. One street in the plat—Harrison boulevard—is 60 feet wide; the other streets are 40 feet in width. There are no alleys shown in the plat.

O. B. Fuller,
Auditor General.

Muskegon, April 1—Fearful lest the exposure of the manner in which the public were led into investing in Fruitvale sand hills should wreck it, the Secretary of the United States Land & Irrigation Co. was recently here for the purpose of ascertaining the value of the Fruitvale lots. He was frankly told that they were no good for summer resort or any other purposes, and that the property was probably not worth any more, if as much, per acre, as each lot has been sold for.

Through the action of the Fruitvale Land Co. in selling thousands of worthless lots to gullible people of the West, the latter are not only out thousands of dollars, but the State of Michigan, Muskegon county, and the townships in which the property is

located, will probably be out thousands of dollars also.

In fact, it is predicted by county officials conversant with the conditions, that there is a strong possibility that the township in which the land is located may eventually become bankrupt through the gigantic lot sale which is now causing protests from countless dupes who were gulled into purchasing property in the much advertised resort.

Lansing, April 2—The Legislature has enacted a law in special session which effectually prevents the further expansion of Fruitvale by throwing additional safeguards around the platting of lots for fraudulent purposes. This measure was championed by Lieutenant-Governor Ross and recommended by Governor Osborn in a special message.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 1—There is a continued steadiness in the coffee market though this is about all that can be said. The option market is strong and this has had a good effect on the spot article. Sales generally are of small lots for current needs. At the close Rio No. 7s were quoted at 14 3/4c in an invoice way. In store and afloat there are 2,668,809 bags, against 2,448,082 bags same time last year. There is a lack of desirable milds in stock, and prices seem to be too high for much business. Good Cucuta, 16 3/4c.

Orders for teas have been usually for small amounts. Prices show no change. However it is confidently believed that from now on we shall have a steadily improving situation.

Mighty little doing in sugars. Withdrawals of granulated under previous contract have been almost nil. With a drop of from 5.80c to 5.50c dealers who had loaded up at the top price are not inclined to make purchases now save as the old stocks are worked off as best they may be.

The rice market continues firm and a fairly good volume of business is being done all the time. With the advancing season the demand is likely to improve, and quotations are well sustained. Prime to choice domestic, 5 3/8@5 3/4c.

Prices of spices are well sustained and the demand is all that could be looked for at this time of year. Foreign advices report some decline in pepper, but no changes have taken place here on any article. Singapore black, 11 1/2@11 3/4c in a large way. White, 16 1/4@16 3/4c.

New Ponce molasses in good request. Market fairly well supported on all grades, foreign and domestic. Good to prime centrifugal, 25@32c. Syrups without change in any respect.

With the coming of warm weather canned goods seem to be overtaken by "that tired feeling" and this is especially true of tomatoes. Not that there has been any notable decline in quotations, but there is not the animation that characterized the situation at the beginning of the year. Buyers are particularly indifferent as to future tomatoes and it is said there was quite a quantity of goods offered at 8 1/2c f. o. b. factory, with the 14c

rate of freight. As soon as packers seem inclined to make some concession, buyers retreat, and wait for another drop. Corn, peas, beans, and in fact almost every other article moves slowly at unchanged prices.

Butter has declined, owing to more liberal supplies—supplies that are now rather ahead of requirements. Creamery specials, 31 1/2c; extras, 31c; held stock, 28@29c; imitation creamery, 26c; factory, 25@25 1/2c.

Cheese firm with whole milk still held at 19 1/4c for top grades.

Eggs about unchanged. There is the Easter demand to be supplied and this amounts to a big quantity. Top grades of Western are worth 23@24c, and from this the drop is to 21@20@19c.

Reliable Tests of Soap Obtained.

The comparison of soaps has given uncertain results hitherto on account of the lack of any definite standard of dirtiness. This lack has now been remedied, and two German chemists have prepared the equivalent of uniformly dirty clothes by treating cotton wool material with lampblack in a solution of lanolin in benzine. The soiled goods so prepared being washed with the different soaps under constant conditions of time, temperature, strength of soap solution, etc., accurate and reliable tests of comparative merit are obtained. The cleansing power of a number of products has been already investigated in a suitable washing machine. These tests have shown tallow soap to be the best of any

tried, soap from liquid vegetable oils and olein ranking next, and cocoanut and palm oil soaps and resin soaps following in the order named. The strength of the soap solution had great influence, a solution of 0.2 to 0.4 per cent. of real soap being more effective than either a weaker or a stronger one.

A Political Distinction.

"You regard yourself as a servant of the people, of course?"

"No," replied Senator Sorghum; "the phrase has been overworked. Too many people are beginning to confuse a servant of the people with a waiter who is always expecting tips."



Tanglefoot

The Original Fly Paper

Has one-third more sticky compound than any other; hence is best and cheapest.

BUCK UP

EARLY SPRING RETURNS

from the Retail Grocery Trade show a tremendously increased clientele for "WHITE HOUSE COFFEE"—as the demand for this splendid brand has been spreading from East to West and from North to South in a most unprecedented manner since last Autum. Dealers are rapidly finding out that it pays to handle it—that the insistent demand by their best customers can not be denied—that they can not, in justice to themselves, omit such a meritorious article from their stock.

You Need
White House Coffee
In Yours

DWINELL-WRIGHT CO.
PRINCIPAL COFFEE ROASTERS
BOSTON CHICAGO

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

March 26—In the matter of Alvin L. Dennis, bankrupt, of Grand Rapids, creditors having been directed to show cause, if any they had, why a certificate recommending the bankrupt's discharge should not be made by the referee, and no cause being shown, such favorable certificate was made.

An order was made by Judge Sessions adjudging Ray Bement, a Pere Marquette fireman, of Grand Rapids, a bankrupt on his own petition, and the matter was referred to Referee Wicks. The bankrupt's schedules show no assets excepting household goods, claimed as exempt. The following creditors are scheduled:

Brumler-Van Strien Co. \$ 6 10
Gilbert Denton 14 00
Houseman & Jones Clothing Co. 7 50
Jos. E. Ryan 50
Sonke & Burdick 45 10
Grand Rapids Loan Co. 15 00

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

March 27—In the matter of Emil Johnson, bankrupt, formerly a shoe dealer at Manistee, the trustee, J. Roch Magnan, of Manistee, filed his supplemental final report and vouchers showing compliance with the final order of distribution, and an order was made by the referee closing the estate and discharging the trustee. No recommendation as to the bankrupt's discharge was made by the referee.

In the matter of the Elk Cement & Lime Co., bankrupt, of Elk Rapids, creditors having been directed to show cause, if any they had, why an order for sale of the assets in accordance with the offer of the bondholders' committee should not be made, and no cause having been shown and it appearing that such sale will be for the best interests of this estate it was determined that an order authorizing and directing such sale in accordance with said offer be made.

In the matter of Fargo Shoe Manufacturing Co., of Belding, the bankrupt's schedules of assets and liabilities were received, and an order made calling the first meeting of creditors to be held at the office of the referee on April 15, for the purpose of electing a trustee, proving claims, and examining the officers of the bankrupt company, etc. The inventory and report of appraisers shows total assets of the appraised valuation of \$17,303.23, which includes the building and plant. The Peoples Savings Bank

of Belding holds a mortgage on the real estate and premises for \$7,500. Claims entitled to priority for taxes and labor, aggregating \$246.47 are scheduled. The following unsecured creditors are listed:

American Hide Co., New York \$278 75
S. L. Agoos, Boston 630 56
Armstrong, Wilkins & Co., Phila. 189 24
Lucius Beebe & Sons, Boston 37 86
Boston Blacking Co., E. Cambridge 61 80
Boston Leather Stain Co., Boston 6 25
Brockton Heel Co., Brockton 357 09
B. D. Eisendrath, Tanning Co., Chicago 318 95
E. V. Gale Co., Chicago 1,432 78
Gardiner, Beardsell & Co., Boston 374 02
G. R. Paper Box Co., G. R. 104 86
Wm. Greiner Co., Chicago 142 46
Gutmann & Co., Chicago 19 28
Griess-Pfleger Tanning Co., Cin. 382 74
Hub Gore Makers, Boston 60 53
G. W. Kibby & Co., Chicago 2 44
Kullman, Salx & Co., Chicago 2,689 55
A. C. Lawrence Leather Co., Boston 52 23
John Lawrie & Sons, Chicago 35 28
Linen Thread Co., Chicago 38 24
W. H. Nickless, Bay City 43 47
Northwestern Leather Co., Boston 747 79
Rindge, Kalmbach, Logie & Co., Grand Rapids 1 00
Ross-Moyer Mfg. Co., Cincinnati 68 06
Singer Sewing Machine Co., Chi. 1 17
St. Louis Rubber Cement Co., St. Louis 82 89
Surpass Leather Co., New York 244 31
The Thread Agency, New York .. 32 83
Tolman Job Print, Brockton 12 02
Traugott, Schmidt & Sons, Det. 166 82
Tubular Rivet & Stud Co., Boston 10 53
United States Salvage Co., Chicago 170 24
Welt & Sons Paper Co., Detroit 13 35
United Shoe Machinery Co., Boston 32 44
T. J. Edwards, Boston 6 75
Hazeltine & Perkins, Grd. Rds. 1 25
G. R. Supply Co., Grand Rapids 9 35
Tisch-Hine Co., Grand Rapids .. 2 50
Charles E. Reed, Chicago 48
Standard Oil Co., Grand Rapids .. 4 30
Barlow Brothers, Grand Rapids 7 10
James L. Snyder, Rockford 6,000 00

March 28—In the matter of Rebecca A. Grove, bankrupt, formerly merchant at Lyons, the first meeting of creditors was held to-day and by unanimous vote of creditors present and represented, Gerrit J. Wissink, of Grand Rapids, was elected trustee and his bond fixed at \$3,000. An order was made authorizing the trustee to sell the assets after giving ten days' notice of such sale to all creditors. First meeting was then adjourned to April 22, at the office of the referee.

March 29—In the matter of Peter Stegenga, bankrupt, a rural mail carrier from Holland, the first meeting of creditors was held. It appearing from the bank-

rupt's schedules and his examination that there are no assets excepting those claimed as exempt, an order was made that no trustee be appointed.

In the matter of Maynard J. Lalone, bankrupt, of Traverse City, the adjourned final meeting of creditors was held and a final order of distribution made. There were not more than sufficient assets to pay the administration expenses and no dividend was declared to ordinary creditors. Creditors having been directed to show cause, if any they had, why a certificate recommending the bankrupt's discharge should not be made by the referee, and no cause being shown it was determined that such favorable certificate be made.

March 30—In the matter of Calvin D. Jones, bankrupt, a laborer from Muskegon, the first meeting of creditors was held to-day. No creditors were present or represented, and it appearing from the bankrupt's schedules and his examination that there are no assets excepting exemptions, no trustee was appointed. Unless further assets are discovered or further proceedings requested by creditors the estate will probably be closed at the expiration of twenty days.

In the matter of the Henry Motor Car Co., bankrupt, of Muskegon, the trustee, John H. Moore, of Muskegon, filed a report showing that he had disposed of the greater part of the assets of this estate and that he has received an offer from Charles F. Latimer of \$7,500 for the balance of the property on hand, exclusive of bills and accounts receivable and cash on hand; that this offer is about the amount of the appraised valuation of such property; and recommending that such offer be accepted. An order was made by the referee directing creditors to show cause, if any they have, on April 11, why such offer, or any other offer which may be received by the trustee on or before such date, should not be accepted and the sale authorized and confirmed.

April 1—In the matter of the North American Boiler Co., bankrupt, of Muskegon, the trustee, John H. Moore, has filed a report showing that he has received an offer of \$360 from Phillip P. Schnorbach, of Muskegon, for all of the machinery shown on the inventory and appraisal on file herein; that the appraised valuation of such machinery, which is in a poor state of repair, is \$460 and recommending that such sale be confirmed. Such sale would not include the possible interest of the bankrupt's estate in the mortgaged real estate. An order was made by the referee directing creditors to show cause, if any they have, on April 18, why such offer or any other offer or any further offer which may be received by the trustee on or before such

date, should not be approved and accepted and the sale authorized and confirmed.

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

Buffalo, April 3—Creamery butter, 28@32c; dairy, 23@28c; rolls, 23@25c; poor to good, all kinds, 20@25c.

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

Eggs—Choice fresh, 21c.

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

Poultry (dressed) — Turkeys, 18@22c; chickens, 15@18c; fowls, 16@18c.

Beans — Red kidney, \$2.50@2.65; white kidney, \$2.75@2.90; medium, \$2.65@2.70; marrow, \$2.90@3; pea, \$2.65@2.75.

Potatoes—\$1.40@1.45.

Onions—\$2@2.25. Rea & Witzig.

"Blue Sky" Laws Protect.

No law can protect investors against the chances of loss; but it is possible, as has been proved in Kansas and in Germany, to render it more difficult to deceive investors by making it just as perilous to tell lies about shares or bonds and obtain money on them as to tell lies which make swindlers liable to the penalties for obtaining money on false pretenses.

The meanest trick a leap year girl can play on a man who rejects her proposal is to take him at his word.

It is wonderful what large catalogues from small garden seeds will grow.

ROYAL

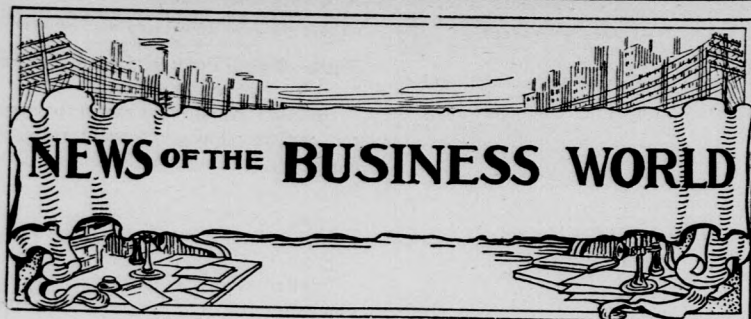


BAKING POWDER

Absolutely Pure
*The only baking powder
made from Royal Grape
Cream of Tartar*
No Alum, No Lime Phosphate

ALL grocers should
carry a Full Stock of
Royal Baking Powder.

It always gives the
greatest satisfaction to
customers, and in the
end yields the larger
profit to the grocer.



Movements of Merchants.

Alamo—A. Newton has engaged in the dry goods and grocery business.

Donald—George A. Feneley has opened a clothing and men's furnishing store here.

Jackson—B. C. Hoffnagle has opened a men's furnishing store at 1003 East Main street.

St. Joseph—Fetke & Rutkoski have opened a clothing and men's furnishings store here.

Kalamazoo—R. S. Johnson & Son have engaged in the meat business at 202 North Rose street.

Detroit—The capital stock of the Scheiwe Coal & Coke Co. has been increased from \$30,000 to \$100,000.

Holland—Marinus VanPutten has engaged in the wholesale paper business at 34 East Fourteenth street.

Detroit—The Charles A. Berkey Co., wholesale jewelers, has increased its capital stock from \$25,000 to \$50,000.

East Jordan—M. E. Ashley & Co. succeed B. C. Hubbard & Co., in the women's furnishings and suit business.

Boyet City—Everett Northrup lost his store building and drug stock by fire March 29. The loss is covered by insurance.

Sparta—C. G. Loase has sold his hardware stock to Charles W. Friz, recently of Grand Rapids, who will continue the business.

Pontiac—F. C. Shook has erected a store building on West Howard street which he will occupy April 15, with a stock of groceries.

Kalamazoo—P. B. Appeldoorn & Son have purchased the shoe stock of Tazeelaar & Witters, which they will consolidate with their own.

Sparta—Ward Maynard and Vernie Andrus have formed a co-partnership and will open a shoe and men's furnishings store here April 15.

Cadillac—James Russell has sold his grocery stock to Joseph Mishler and will devote his entire attention to his dry goods and shoe business.

Sparta—E. M. Marvin, formerly of Grant, will engage in business here May 1, carrying a stock of confectionery, fruit, cigars and bazaar goods.

Port Huron—George E. Warren has sold his store building and grocery stock to Carl A. Kunze, who will continue the business at the same location.

Sparta—C. A. Moore has leased the Rice building which he will occupy with a stock of sporting goods, books, stationery and post cards, April 15.

Kalamazoo—E. H. Pudrich & Co., wholesale jewelers of Detroit, will open a branch wholesale and retail store in the new Hanselman block, May 1.

St. Johns—Bradley & Britten, grocers and real estate dealers, have dissolved partnership, J. W. Bradley taking over the interest of his partner.

Yale—The Kerr Lumber Co. has been organized with an authorized capitalization of \$5,000, all of which has been subscribed and paid in in cash.

Kalamazoo—F. E. Sherk, formerly of Grand Rapids, has purchased the drug stock of the late John L. Wallace and will continue the business at the same location.

Gaylord—Cook Bros., dealers in dry goods, clothing and shoes, have dissolved partnership, A. A. Cook taking over the interest of his brother, Fred E. Cook.

Otsego—The Menter & Rosenbloom Co., who conduct a credit clothing business at Kalamazoo, will open a branch store here under the management of J. A. Greene.

Battle Creek—John Stillman, who conducts a department store in Kalamazoo, has leased a store building at 60 East Main street, where he will open a branch store.

Benton Harbor—Henry W. Diamond & Son, grocers, have purchased the grocery stock of W. C. Wilmot and will continue the business at the same location as a branch store.

Plainwell—Merle W. Gee, recently engaged in the hardware business at Benton Harbor, has purchased an interest in the B. M. Salisbury general stock of merchandise.

Detroit—The Hoyt Lumber Co. has been incorporated with an authorized capital stock of \$30,000, of which \$15,000 has been subscribed and \$3,000 paid in in cash.

Detroit—The Baker Electric Company, of Michigan, has been incorporated with an authorized capital stock of \$15,000, of which \$11,000 has been subscribed and paid in in cash.

Big Rapids—Bertrau, Almroth & Co. have added a line of groceries to their stock of general merchandise. The department will be under the management of William Whittaker.

Bendon—The A. A. Allen store has changed hands, Hector McLean taking possession. He will add a grocery department to the present stock, making a full line of general merchandise.

Albion—Louis C. VanGorden, formerly of Eaton Rapids, has purchased the drug stock of Homer C. Blair and will continue the wholesale as well as retail business at the same location.

Reading—Chester Hanna has sold his interest in the hardware stock of McClave & Hanna, to A. McClave and the business will be continued under the style of the McClave Hardware Co.

Detroit—A new company has been organized under the style of the Detroit Delicatessen Kitchen, with an authorized capitalization of \$5,000, of which \$2,000 has been subscribed and paid in in cash.

Hudson—Oren Howes, who has conducted a dry goods store here for the past thirty years, has admitted his son, Thomas to partnership in the business, and it will be continued under the style of Oren Howes & Son.

Saginaw—W. H. Lewis, who has been engaged in the grocery business for the past sixteen years, has sold his store to E. Pangman of Mayville, to accept the position as sales manager for the Lee & Cady Co., in the Saginaw district.

Dowling—Charles and John Ormsbe have formed a co-partnership under the style of Ormsbe Bros. and purchased the general stock of merchandise of George A. Robinson and will continue the business at the same location.

Pinconning—The State Bank and the Peoples' Bank of Pinconning were merged at a meeting of the directors and will continue under the name of the Pinconning State Bank. The new concern is capitalized at \$25,000 and has resources of \$300,000.

Mancelona—Frank Schroeder and A. W. Sessions have formed a co-partnership and purchased the furniture stocks of Wisler & Co. and J. W. Mathewson, which they will consolidate and continue the business under the style of the Schroeder-Sessions Co.

Lake Linden—Joseph E. Prince and George Fillion Jr., have formed a co-partnership under the style of the Prince-Fillion Co. and engaged in the hardware business. The new firm will also conduct an undertaking establishment in connection with their store.

Jackson—The Beckwith United Stores has been incorporated to carry on a mercantile business, consisting of women's and men's clothing and furnishings and other merchandise, with an authorized capital stock of \$25,000, of which \$12,500 has been subscribed and \$4,500 paid in in cash.

Grand Ledge—William Capwell, the pioneer stock buyer of Grand Ledge, is dead, aged 82 years. Mr. Capwell located in Grand Ledge upwards of fifty years ago, and as a buyer and shipper of live stock, was one of the best known men in Southern Michigan. He was actively engaged in business more than half a century.

Detroit—Judge Phelan sentenced two Woodward avenue merchants, R. L. Barker and John Barbas, proprietors of a candy store and restaurant at 301 Woodward avenue, to the county jail until such time as the alley in the rear of their places of business is cleaned up. Both men spent several hours in the county jail before word was brought to the court that the alley had been cleaned.

Detroit—William A. Moore, for twenty-five years prominent in the retail grocery trade as a member of the firm of McWilliams & Moore, died Monday, after a lingering illness in his home at 396 Jefferson avenue. He retired six months ago, when he became afflicted with organic ailments. Mr. Moore was born in St. Thomas, Ont., 64 years ago and came to Michigan in 1876 and worked in Grand Rapids several years. In 1886 he came to Detroit and formed a partnership with Felix McWilliams and opened a store on Cadillac square, where it is still conducted under the firm name.

Manufacturing Matters.

Adrian—The Adrian Cereal Co. has changed its name to the Barley Foods Co.

Detroit—The Eby Manufacturing Co., manufacturer of columns and wood handles, has increased its capital stock from \$100,000 to \$130,000.

Kalamazoo—The Kazoo Drummers Supply Co. has been organized for the purpose of manufacturing drums and supplies for band and orchestra. E. A. Adams is the manager.

Detroit—The Wolverine Tire Co. has been incorporated with an authorized capital stock of \$15,000 common and \$10,000 preferred, of which \$15,000 has been subscribed and paid in in cash.

Benton Harbor—W. J. Harper has sold a half interest in the Columbian Cigar Co. to W. D. Kidd and the business will be continued under the same style. The plant will be enlarged and the capacity doubled.

Detroit—The National Remedy Co. has engaged in business to manufacture and sell drugs, medicines, chemicals and toilet articles, with an authorized capital stock of \$1,000, which has been subscribed and \$250 paid in in cash.

Allegan—Stratton Bros. & Co., have sold their flouring mills in this city to Charles Stratton, of Galesburg, and Edward Killian, of this city, for \$50,000. The Stratton Bros. have conducted the business for the past fourteen years.

Detroit—Charles Purdy, building contractor, has merged his business into a stock company under the style of the Purdy Lumber & Manufacturing Co., with an authorized capitalization of \$25,000, of which \$15,000 has been subscribed and paid in in property.

Detroit—The McRae & Roberts Co., manufacturer of steam brass goods, has merged its business into a stock company under the style of The McRae Brass Manufacturing Co., with an authorized capital stock of \$1,000, of which \$500 has been subscribed and paid in in property.

Bean Market Weak and Unsatisfactory.

We have had an unsatisfactory demand for beans again this week. The market has gradually weakened and there seems to be an inclination on the part of the elevators to move out their stock of beans at the present high price.

Foreign beans are now being offered in New York and other Eastern markets at 20c per bushel below Michigan beans, which would indicate that we would have to lower our price to get any business in that direction.

Red kidney beans are at a standstill, with no buyers, and the same is true of brown Swedish beans, yellow eyes and other fancy varieties.

E. L. Wellman.

Any person, in any walk of life, who puts jealousy, hate and fear out of his life will be distinguished. All good things shall be his. They will flow to him.

When a bachelor is landed by a leap year girl, he can imagine about how a fish out of water feels.



The Produce Market.

Apples—Johnathans, \$5.50; Baldwins, \$4.50; Spys, \$5.50; Russets and Greenings, \$4; Western box apples, \$3 per box.

Asparagus—\$1.50 per doz.

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

Beets—65c per bu.

Butter—The consumptive demand for fresh butter is increasing considerably, and all receipts are absorbed on arrival on the ruling basis. The quality is running fine. Stocks of held butter are light and the market throughout is clean and healthy on the present basis. Very probably there will be a complete clearance of all grades before grass butter arrives. Creamery extras command 31c in tubs and 32c in prints. Local dealers pay 24c for No. 1 dairy and 18c for packing stock.

Cabbage—5c per lb. for either new or old; California, per crate, \$4.

Celery—Florida, \$2.50 per crate; California, \$1.10 per doz.

Cranberries—Late Howes, \$6 per bbl.

Cucumbers—\$2 per doz. for hot-house.

Eggs—The increase in the demand has been so large as to keep receipts well cleaned up and prices hold about the same as they were a week ago. The New York and Chicago markets show an advance in prices and it is reported that supplies are arriving in much smaller quantities than a week or ten days ago. From now on it is expected a great many will be put into storage, as April eggs are considered the best for that purpose. Local dealers pay 19c, case count.

Grape Fruit—Choice Florida, \$7 per box of 54s or 64s; fancy, \$8.

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

Green Onions—40c per doz for Southern.

Green Peppers—60c per small basket.

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

Lemons—California, \$4.25; Messina, \$4.25@4.50.

Lettuce—Hothouse, 15c per lb.; head, \$2 per bu.

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

Onions—\$2.50 per bu. for home grown; \$2 per crate for Spanish.

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

Pieplant—California, \$2.50 per 40 lb. box.

Potatoes—\$1.50 per bu. for old stock.

Poultry—Local dealers pay 12½c for fowls and springs; 7c for old roosters; 10c for geese; 14c for ducks; 16@18c for turkeys. These prices are for live weight. Dressed are 2c higher.

Radishes—35c per dozen for hot-house.

Squash—2c per lb. for Hubbard.

Sweet Potatoes—\$6.25 for Jerseys.

Tomatoes—Six basket crates, \$5.25.

Turnips—50c per bu.

Veal—5@8c, according to the quality.

Sandusky Joins the Band.

Port Huron, April 1—I went to Sandusky, one of the live towns in the Thumb district, last Thursday and organized the Sandusky Improvement Association, with the following officers:

President—F. J. Corbishkey.

Vice-President—Ken. McKenzie.

Secretary—Allen K. Moore.

Treasurer—J. C. Knight.

J. T. Percival, Sec'y.

Announcement is made of the engagement of Claude H. Corrigan and Miss Nellie M. Hurd, the marriage to take place the latter part of April. This is the culmination of a romance which dates back to the days when they were school children together. They were chums and playmates and then they were lovers waiting for Fortune to smile, and now that Fortune has smiled they are to be married and everybody will wish them happiness. Mr. Corrigan is a son of the late Philip Corrigan, long manager of the Star Clothing House and in his day one of the best known clothing salesmen in the city. Less than two years ago Claude H. Corrigan, after serving an "apprenticeship" in the office of Child, Hulswit & Co., opened an office of his own as a dealer in stocks and bonds on commission. His pleasing personality, hustling abilities and straightforward, above board methods have won for him the confidence of a large and influential clientele, and to-day he is one of the best known of the local brokers and has a business that has already grown large and is rapidly growing larger.

Wm. Judson, President of the Judson Grocer Co., left San Francisco, March 30, for Grand Rapids, but is detained at Grand Island, Neb., by water and may not reach home for several days. Mrs. Judson is with her husband.

S. S. Lockwood has sold his grocery stock at 533 Palmer avenue, recently purchased from H. D. Johnson, to G. E. Warren.

The Grocery Market.

Sugar—Refined grades have declined 10 points, granulated being held at 5.40, New York basis. Refiners are not anxious to secure any new business, because they are oversold and two weeks behind in filling orders. Direct reports from Cuba state that the weather has been ideal and grinding operations are in full blast. The production will be large according to recent statements, but the cane is not yielding as much raw sugar to the ton as in past years. The agitation of free sugar is causing many buyers and speculators to go a little slow until it is more definitely known what may be accomplished in free sugar legislation.

Tea—The steady demand for Japan at good prices continues, the better grades finding a ready sale. The records show that the year 1911 brought more tea into the United States from Japan than any previous year and less from China, and that, too, at an average per pound better price. Java teas are finding a foothold in this country and importations are growing. Formosas are in good demand at good prices. Ceylons and Indias are coming in freely. Blacks are maintaining the recent advance, with very few calls for Greens.

Coffee—Wholesalers report a fair business from the retail trade. A report says: "The washed coffee situation is strengthened by the drouth in Colombia, and explains why receipts arriving are so light." The quotations on Rio 7s continue to hold within about 1c of prices of Santos 4s, as against 2c two years ago. This would indicate that the market is really too high on Rio in comparison with Santos, but it is said to be governed by the supply and demand.

Canned Fruits—The demand is fair, but it is more than likely that the high prices of some varieties has lessened the consuming demand to some extent. Peaches have been meeting with the best success from the consuming trade and prices are still very reasonable. Hawaiian pineapple is cleaning up closely with some wholesalers and canners who issued quotations on futures at a little advance over opening prices of a year ago state that orders have been so heavy that some are already sold up. The demand for berries is small, but stocks are equally so and prices are firm.

Canned Vegetables—Prices are still low on all grades of corn. Peas and tomatoes which the retailer can sell at 10c per can are no longer obtainable, and from present indications there will be none to retail at that price during 1912. The market on both spot and future tomatoes is firm and canners report holdings well cleaned up in spot stocks, and as futures are firmly held it would seem that there is nothing to indicate lower prices for months to come.

Dried Fruits—Peaches and apricots are unchanged and dull. Raisins are dull at unchanged prices. The California interests will again hold Raisins late in April. Currants are normally active at unchanged prices. Other dried fruits are dull. Prunes are

pretty well cleaned up on the coast and prices there are well maintained on that account, but all secondary markets are hopelessly weak on a basis 2@2½c below the highest price. The chance is that the market will not recover during the remainder of the season. The demand is only moderate.

Syrups and Molasses—Corn syrup has advanced 1½c per gallon and compound syrup has advanced 6 scales. The demand is easing off on account of the warmer weather. Sugar syrup is dull at ruling prices, and molasses is active only in a very moderate way.

Rice—Prices are firm and higher than they were a month ago. Reports from the South state that screenings and broken rice are in much smaller supply than usual, which is one of the reasons why the market has been so firm on other grades.

Cheese—What few cheese are left in storage are barely enough to supply the consumptive demand until new cheese begins to come forward in sufficient quantity. This will not be for another month at least.

Starch—Muzzy bulk and best bulk and package have advanced 15c per 100 pounds.

Fish—Cod, hake and haddock are in fair demand at maintained prices. Salmon is scarce, firm and in light demand. There will probably be no change during the balance of the season. Both domestic and imported sardines are quiet at ruling values. There has been no change in the mackerel market during the week. Values are steadily maintained. Supplies are comparatively small and in strong hands. The demand is fair.

Provisions—Smoked meats show an advance of ¼c per pound. Pure lard is firm at ¼c per pound, and compound an advance of ¼@½c. Both are in improved consumptive demand. Barrel pork is firm at 25c per barrel advance. Canned meats and dried beef are in moderate consumptive demand at unchanged prices.

This city was allotted \$100,000 of the underwriting of the new securities to be issued by the enlarged United Light, and this was all taken the first day and twice as much could easily have been placed. The underwriters will pay 98 for the first preferred and receive 20 per cent. bonus in second preferred. Putting it in a more definite form, for \$980 they will receive \$1,000 of first preferred and \$200 second preferred stock, with a present income yield of \$66, or at the rate of 6.73 per cent. In three years the second preferred will be exchangeable for either common stock or first preferred, which means that the return on the investment will become 7.3 per cent. or better. As a permanent investment this looks good, and it is also good as a "flyer" for a quick turn. At 92 for the preferred and 75 for the second an immediate sale would yield \$1,070, or a profit of \$90, which is not at all bad.



Bucket Shop Ruins Another Trusted Employee.

The arrest of Edward Johnson, Teller at the Michigan Trust Company, last week on a charge of embezzlement caused that same shock to the community which always comes with the announcement that an officer or attache of a banking institution has gone wrong. The average of honesty in the banks is so high and the instances of misplaced confidence are so few and rare that when a man does go wrong it naturally creates a sensation. Besides, the popular impression is strong that the banks have safeguards in inspections, examinations and audits which make dishonesty difficult. The discovery of Johnson's departure from the pathway of rectitude is the second that has been made in local banking circles since the year opened and there is no disguising the fact that it hurts. The first case was that of Kryn Van't Hof, Manager of the West Bridge street branch of the Kent State. Two instances so close together have stirred the banks to greater vigilance in looking after their safeguards against fraud, and it is likely until continued immunity invites carelessness that audits will come at frequent intervals.

One of the local bankers, however, declares that recent episodes will create no commotion or unusual inspections in his institution. "If any of our boys have been doctoring the books the discovery of Johnson's crookedness will but make them the more careful to cover up their own tracks and make detection more difficult," he said. "I believe in audits, but the time to make them is when they are least expected and when there seems the least ground for suspicion. I have implicit confidence in our own men and when an audit is made I regard it as much for the purpose of proving their honesty as it is to guard against dishonesty."

"We may be ever so vigilant, but in the final analysis it comes down to a question of personal honesty," said another bank official. "We have to trust somebody, and those who are trusted have opportunities every day in one form or another to take what does not belong to them. However shrewd may be their method, detection is certain to come in time. Those who have access to the money vaults—what is to prevent them walking away some day with their pockets full of currency? It might be weeks before the loss would be discovered, but it certainly would be found out some time and our system is such that the responsibility

would be placed at once. A trusted employee may alter the books and his speculations might go on for months, but eventually the show down would come and with it disgrace and ruin. We have to trust men and we do trust them, but a bank is the poorest place in the world for the man who is inclined to help himself, because detection eventually is bound to come. Confidence in Van't Hof gave him immunity for a long time, but he was caught. Confidence in young Johnson gave him his chance, but his turn to be found out came at last, and it comes to every man sooner or later who tries to juggle with the bank's money."

The case of young Johnson is sad. He comes of a fine old family of farmers up in Sparta. He received a good education and as a boy secured a position as messenger in the Michigan Trust Company. He showed such ability that he won rapid promotion. When he had advanced to a position which commanded sufficient salary he married a Kent City girl, the sweetheart of his school boy days. They had a nice home in the East End and the prospects were bright. And now his hopes are shattered, those whom he loved are in sorrow, a blot is upon his career. What brought him to ruin was the eagerness for sudden wealth. He thought the bucket shop offered a short cut to riches; it led to ruin. He gambled in stocks and lost. It was the old story.

Many do not understand the methods of the stock market and of the so-called bucket shops. Custom has made trading on margins legitimate, and but for margin trading transactions representing a million shares a day would be impossible. Buying and selling on margin is hazardous, especially for those of limited means, but it involves actual transactions and transfers and the amount of real money required serves as some check on the gambling spirit. In "legitimate" marginal dealing a ten point margin is called for. If United Steel, for instance, is at 70, and the order is to buy 100 shares, the buyer must deposit \$10 a share, or \$1,000, with his broker; the stock is actually bought and the broker, in effect, lends the buyer the balance of the amount due, holding the stock as security. If the stock slumps down to 60 the buyer must protect his deal by the deposit of \$1,000 more and at 50 the call is made for another deposit which will cover his investment down to 40, and so on down. The buyer is privileged at any time if he does not like the prospects, to put

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A. E. Kusterer & Co. 733 Michigan Trust Bldg., Grand Rapids
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GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

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

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

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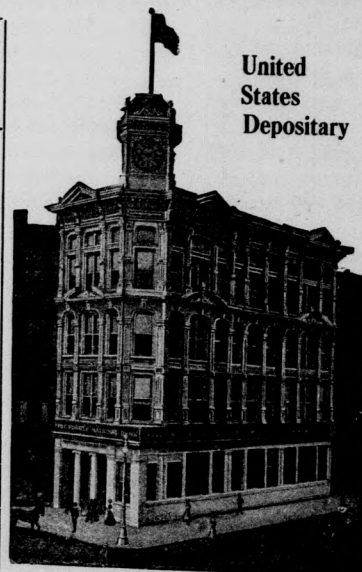
**Savings
Deposits**

3

Per Cent
Interest Paid
on
Savings
Deposits
Compounded
Semi-Annually

Capital
Stock
\$300,000

**United
States
Depository**



**Commercial
Deposits**

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus
and Undivided
Profits
\$250,000

in a stop loss order, which means the stock is to be sold at market and what is left of his "margin" is restored to him. If, instead of going down, the stock rises, when he thinks the top has been reached he can order the sale of the stock and take his profits. In the final adjustment he is credited with whatever dividends may have been paid on the stock and is charged with interest on the loan and the usual commissions. If the speculator believes stocks are going down the proceeding is the same except that he "sells," with the margin the same but the order reversed. The seller is "short" and when the market has struck what he believes is bottom he buys to make the delivery and the difference is his profit. If the stock goes up instead of down, if the market becomes bullish instead of bearish, then short must put up the margins and stands to lose, for he will have to buy to make the final delivery at a higher price than he sold at. Either selling or buying unless the margin is maintained the deal is closed and the money that has been put up is lost.

In bucket shops, instead of \$10 a share deposit all that is demanded in the concerns that pretend to some degree of respectability is \$2 a share, or \$200, for a 100 share deal, and in the cheap joint \$1 a share and even less is all that is required. Buying Steel at 70, a drop to 68 would call for another deposit, or selling at 70, a rise to 72 would wipe out the margin. It is purely a gamble and with the game in his own hands all the chances are in favor of the manager. It is the most insidious form of gambling, demoralizing in the extreme, always holding out to the victim the hope of winning, and yet hope deferred but whets the appetite. Success at first is more dangerous than loss for the taste of easy money is good and the desire is strong for more, but playing the bucket shop in the end is certain to lead to ruin.

This city has two bucket shops and they have been conducted openly and without restraint. The law forbids them, as it forbids poker joints and faro layouts, but they are run just the same and young Johnson has gone to his ruin. How many others have been following the same trail remains to be seen.

The bank clearings for March reached a total of \$15,223,700.55, a gain of 34 per cent. over March a year ago, and the showing is notable, not only because of the large increase, but because in all the history of the Grand Rapids Clearing House never has such a total been reached. The nearest approach to it was that of last December, when the total was \$13,311,006.85. The December total made a new high mark, but March exceeds it by nearly two million. The clearings for the first three months of the year total \$39,792,567.55, and this is the largest showing for any single quarter in local records. It exceeds the total for the last quarter of the old year by a million and a quarter. The bank

clearings are generally regarded as a straw showing the direction of the wind, and locally the straw seems to point toward an unusually large volume of business and an activity unprecedented.

The absorption of the Tri-City Light and Power Co. by the United Light and Railways Co., the details of which have already been given, will be completed this month, and then one of the prettiest "killings" ever scored by Grand Rapids men will be come a matter of history. Three or four months ago United Light was around 80 for the first preferred, 70 for the second preferred and 50 for the common, and at these figures the stocks were not in great demand. To-day the first preferred is around 93, the second near 80 and the common is several points above par. Three months has added approximately half a million dollars to the value of the securities. With inside information of the coming deal Frank T. Hulswit, Richard Schaddelles and Ben C. Robinson were the largest buyers, but they passed out the tip to their friends and those who had the money, or who could borrow it, shared in the good thing. The deal has been well conceived and cleverly executed and it has brought a fine profit to Grand Rapids. Through it Mr. Hulswit has won recognition and standing as a financier of ability and skill, and it will be strange indeed if this success does not lead to still other and larger achievements in the future. The United Light and Railways Co. by this deal becomes a ten million dollar proposition, and indications are not lacking that it will become still larger.

United Light will receive a common stock dividend of 75 per cent., and it is this prospect that has boomed the old common stock to above par. When the new stock is issued it is to be expected the ex-dividend quotation will be considerably below the present level, but it is believed it will not go below 70, and it is likely the drop will stop before 70 is reached. The present holder of \$1,000 in common stock will after the dividend have \$1,750 of stock and at 70 this would be worth \$1,225. There seems to be a nice margin of profit in the stock buying it at par, and it is said there has been some heavy buying the past week by inside parties.

Quotations on Local Stocks		Bids.	Asked.
Am. Box Board Co., Com.	30		
Am. Box Board Co., Pfd.	92		
Am. Gas & Elec. Co., Com.	82	83	
Am. Gas & Elec. Co., Pfd.	47	48	
Am. Light & Trac. Co., Com.	300	302	
Am. Light & Trac. Co., Pfd.	107	108	
Can. Puget Sound Lbr.	3	3 1/2	
Cities Service Co., Com.	88 1/2	91 1/2	
Cities Service Co., Pfd.	83 1/2	84 1/2	
Comw'th Pr. Ry. & Lt. Com.	64	66	
Comw'th Pr. Ry. & Lt. Pfd.	90 1/2	91 1/2	
Dennis Salt & Lbr. Co.		100	
Fourth National Bank	190	195	
Furniture City Brewing Co.		75	
Globe Knitting Works, Com.	112 1/2	115	
Globe Knitting Works, Pfd.	100	101	
G. R. Brewing Co.		210	
G. R. Nat'l City Bank	178	181	
G. R. Savings Bank	185		
Holland-St. Louis Sugar, Com.	9 1/2	10 1/2	
Kent State Bank	260		
Lincoln Gas & Elec. Co.	36 1/2	38	
Macey Co., Com.	200		
Macey Company, Pfd.	99 1/2	100	
Michigan Sugar Co., Com.	88	90	
Michigan State Tele. Co., Pfd.	100	101 1/2	
National Grocer Co., Pfd.	87	88	
Pacific Gas & Elec. Co., Com.	67	68	

Pacific Gas & Elec. Co., Pfd.	91	92
Peoples Savings Bank	250	
United Light & Railway Com.	105	110
United Lt. & Railway 1st Pfd.	92	94
United Lt. & Railway 2nd Pfd.	79	83
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95 97
Flint Gas Co.	1924	96 97 1/2
G. R. Edison Co.	1916	97 99
G. R. Gas Light Co.	1915	100 100 1/2
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Sag. City Gas Co.	1916	99

April 2, 1912.
The announcement of an increase in the dividend rate of Kent State Bank stock sent this issue up to 260 bid with only a few shares offered at 275. There are several orders in the market with indications of higher prices. Other Bank stocks are in good demand.

Macey common sold at 200 and the preferred at 99 1/2. Citizens Telephone remains firm with the bids just about taking care of the offerings. This stock will be quoted ex-dividend after April 1st. Globe Knitting common was offered down to 115 with bids at 112 1/2. Some bids were to be had for Canadian Puget Sound Lumber at \$3 and stock was offered at this price at the close of business.

There was some good buying in Pacific Gas & Electric common. At present prices and dividends, this issue nets about 7 1/4 per cent. with prospects of additional profit through enhancement in the market value.

Commonwealth common sold up to 65 1/2 and there was a little stock offered to-day at 65 1/2 with the market quite firm at this price. Sales on the preferred were made at 92. American Light and Traction common sold at 302 and closed at 300 1/2 @ 302.

The continued rise in quotations on United Light & Railways Co. securities indicates that the recent deals in which the company figured were not discounted in advance. First preferred sold up to 93 and the common at 106; 82 was bid for the second preferred. The market on this issue as well as on the common was very strong and shows signs of advances to even higher prices.

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

GRAND RAPIDS SAVINGS BANK

Only bank on North side of Monroe street.

Our Files of Information ON Investment Securities

are always open for the use of investors.

Citz. 1122 **C. H. Corrigan & Company** Bell M-229
INVESTMENT SECURITIES
341-343 Michigan Trust Building Grand Rapids, Mich.

2 1/2% Every Six Months

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

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

OLD NATIONAL BANK GRAND RAPIDS, MICHIGAN

SOLICITS The accounts of merchants.

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

ISSUES Savings Certificates of Deposit bearing interest at 3 1/2% if left one year. 3% if left six months.

EXTENDS Courteous treatment to all.

CAPITAL AND SURPLUS \$1,300,000
RESOURCES \$8,000,000
LET US SERVE YOU

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - 250,000

Deposits
6 Million Dollars

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

3 1/2 %

Paid on Certificates

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

We recommend the purchase
of the
Preferred Stock
of the

**Cities Service
Company**

at prevailing low prices

Kelsey, Brewer & Company

Investment Securities

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

MICHIGAN TRADESMAN

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E. A. STOWE, Editor.

April 3, 1912

TWO YEARS MORE.

This city is to have two years more of George E. Ellis. The prospect is not pleasing, but as Boss Tweed once remarked, "What are you going to do about it?" One thing that most of us will do first will be to give devout thanks that the proposed city charter, giving the city's executive autocratic powers, was not adopted. With every board member an Ellis appointee the Mayor for a fourth term may have much power, but there still remain a few wholesome checks and safeguards upon his administration. With every branch of the city government manned by men of his choosing there ought to be no difficulty in placing responsibility where responsibility belongs.

How is it that Ellis is re-elected for a fourth term? The result is a triumph for machine politics and the much-vaunted primary election system. Under the old caucus and convention system Ellis could never have been nominated for a third, to say nothing of a fourth, term. Under the caucus and convention system no political party would have dared put George R. Perry at the head of the ticket. With the primary system it was easy for them to win the nominations. Ellis controlled the municipal vote and this in his favor made it easy for him to trim a rival for the Republican nomination who under any circumstances was none too strong and who under the convention system would never have been heard of. Perry, with his abilities as a campaigner, had a walk away against the only Democrat who dared stand up against him. When it came up to the people to make the final choice, what was offered them was Ellis or Perry, and the vote showed how they relished what was offered them. Those who felt that they would have to hold their noses to vote for either of the candidates remained at home, and the returns show that about one-third of the voters did not go to the polls at all. The city's full vote is around 20,000. Ellis received a total of 6,499 and Perry 5,926, a total of 12,425, and the Socialist candidate received enough more to swell the grand total to 14,740. About 6,000 voters remained at home, or approximately one-third of those entitled to vote. They stayed at home because in de-

cency and self respect they could not vote for either candidate. Under the circumstances to stay at home was the only way open to them to express their contempt and dissatisfaction.

The city has endured six years of the Ellis regime, and we have two years more coming, and perhaps two years more after that and then two more. For six years the city has blushed and apologized and made excuses and changed the subject when the Mayor has been mentioned. This has become so much of a habit that to keep it up may not be difficult, but the habit will never be enjoyable for those who like to take some degree of pride in their home town.

SIGNIFICANCE OF EASTER.

Easter has been styled the "queen of the Christian holidays." It is certainly next to Christmas, the most important, for, wrote the Apostle to the Corinthians: "If Christ be not risen, then is our preaching vain, and your faith is also vain."

In an age of the world when many who claim the profoundest knowledge and the highest culture teach that, if a thing can not be weighed, measured, separated into its constituent parts by the chemist, examined as to the minutiae of its structure by the microscope, or otherwise tested as to its material nature and qualities, it is either to be rejected as having no existence, or else it is laid aside as of doubtful existence, to be further examined, it is not strange that not merely doubt, but even denial, is declared as to the possibility of a real resurrection from actual death which involves the decay of the human body.

The scientific materialist will recite the fact that there is no destruction of matter, but that material things can be utterly disorganized as to their composition, form and structure, and yet the matter will still survive in some other form; but that, nevertheless, when a man suffers that absolute paralysis of all his functions, and the dissolution of his physical organization called death, he can never more appear as he was in the form and functions of a human being.

It is to such gross materialism that many scientists have come through their study of matter to the exclusion of the spiritual nature of our humanity. But while the spiritual part of us can not be weighed, measured or otherwise tested by material means, it is difficult to see how intelligent beings can fail to admit the existence of something which their physical analysis has not been able to discover. These wise, in their own conceit, philosophers are bound to admit that there are qualities and facts of matter which their chemistry and lenses have never been able to grasp. No scientist has ever been able to segregate from matter in the mass an atom or a molecule; but they all proceed, nevertheless, by assuming atomic and molecular existence, and, if these assumptions were discarded, their elaborate and complicated fabrics of what they call science would fall to irretrievable ruin.

Information concerning spiritual things can not be got from the study of matter, but it must come from some spiritual source. Man can only see spiritual things when his spiritual vision is open, and his spiritual senses are quickened.

All that is noble and pure and just and lovely in human character must be attributed to man's spiritual nature, and since he is the only living creature invested in a material body that possesses or has ever manifested those qualities, and since the science of the chemist and the microscopist can find no elementary matter in man that is not in the bodies of "the beasts that perish," then there must be something in man that places him beyond and above all other of his fellow-creatures, and allies him to the divine beings whose existence and whose relations to him have been learned from spiritual sources.

Holding such belief Easter becomes something more than a mere holiday, for it is a memorial of the re-appearance in his divine essence of one who was slain as to his mortal body, but survives in his spiritual entity to be the head of the most humane and, at the same time, the most divine religion that was ever established upon the earth.

THE EASTER WINDOW.

Whatever your business Christmas and Eastertide are seasons which you can not afford to neglect. While the preparations for the latter are less elaborate—unless it be in the millinery department—they are none the less insistent. In many instances an elaborate display is neither needed nor fitting; but the mere touch which shows that the spirit is present is most appropriate.

Flowers are in harmony with almost any line of goods. The single plant, the vase of lilies or daffodils, costs little and does much to give a touch of elegance. Even a bunch of artificial flowers will serve as a reminder, one which will do duty on many occasions if cared for. When all nature is bursting forth into bud and blossom it is fitting that you show an appreciation of your surroundings. Your window will not only be more attractive but the goods in its vicinity will gain through proximity to "the sweetest things God ever made that He did not put a soul into."

The season is symbolical of a new life. Put some of your own professional life into it as well as that conventional. New goods require new forms of presentation. Take extra pains to call attention to them. You may have a whole shopful, but if some special attraction is not given they may as well be folded up within your shelves. Your shop windows should speak as with a new life. The flowers are typical of it; it is yours to prove that you are ready to make good with the more substantial things. Prove that the sincerity of the lily, the beauty of the hyacinth, the rich coloring of the tulip are emblematical of your stock. The flowers will fade, but your purposes and promises should be permanent.

FIXED PRICES UPHELD.

In the case of patented articles, at least, the patentee has a right to enforce a contract requiring dealers to sell the patented goods at a price named by him. The last decision of the United States Supreme Court, recently rendered, was given by the majority of a divided court, three justices dissenting.

The case involved alleged infringement in selling supplies for use on a patented rotary mimeograph. A notice on the machine set forth that it was to be used only with supplies made by the patenting company.

The opinion of the majority of the court is reaffirmation of the principle which has prevailed for some hundreds of years in all civilized countries, that the owner of goods has a right to dictate terms upon which he will sell them. The opinion of the minority is illuminating in showing how rights of property have diminished in the minds of the highest authorities.

Chief Justice White and Justices Hughes and Lamar dissented.

Chief Justice White declared that Congress should act to head off "untold evils" that would follow to-day's construction of the patent laws. He said that under the majority's ruling the patent laws could be stretched so as to include in a patent every conceivable thing used in every American household.

The decision, of course, covers only patented articles, but by implication it may be said to cover all goods covered by copyright. Considered in connection with other recent decisions, it can not be said to offer much encouragement to the fixed price program now favored by Pacific coast merchants.

EASTER SUNDAY.

On the seventh day of the month the Christian world will celebrate Easter. It is the anniversary of the overthrow of death. The resurrection victory not only assures the future life—it emphasizes the deathlessness of matter.

The opening of the tomb finds its resemblance in the bursting of the bud. There is the glory of conquest in the awakening of nature. Winter sleep is like death. Vegetable life has then the appearance of being destroyed. The warmth of spring, with its balmy air and reviving rains clothes the barren limb with the verdure of the leaf.

There is a lesson here even for material man. He may feel the same influence. The resurrection impulse should touch even his body—it must affect his intellect. It is not possible to entirely escape the animating force that imparts returning life to nature. If the spirit in the human yields to it the impress will be for good. The best that is in man is brought to the surface when he commences to contemplate nature. To wander alone in the forest is to realize the wonderfulness of creation. Solitude in communion with unseen forces awakens deep convictions. It is the infinite speaking to the finite. It is God addressing man in the resurrection of all life.

PARCELS POST

For the Benefit of the Mail Order Concerns.

Washington, March 31—The Mississippi Legislature passed resolutions opposing parcels post. The people of the South are beginning to realize that parcels post is being urged by retail mail order houses to give their wares a delivery at a nominal rate regardless of haul; that it would mean a much more strongly centralized Federal Government, great increase of authority and large addition of employees, making it much more difficult for the people to get a change of administrations; that for the Federal Government to carry merchandise long distances at the same rates as charged to the young and growing diversified industries of the South would ruin the latter. Much energy and capital have been placed in new industries in the South. The subject will receive attention at the Southern Commercial Congress at Nashville, Tenn., April 8, 9 and 10, and in the meeting of representatives of commercial organizations in Washington April 15.

State Sanitary Inspector Wallis, of Idaho, has denounced as false the report of a Chicago retail mail order house that the stores of Twin Falls, Idaho, are filthy. The Payette, Idaho, Independent, commenting says that starvation wages paid by retail mail order houses lead to immorality and degradation.

The Cedar Falls, Iowa, Commercial Club recently burned many retail mail order catalogues publicly. These were contributed voluntarily by citizens who responded to the appeal of the Commercial Club to support home industries. Meanwhile, the House Postoffice Committee has reported a bill to protect and subsidize distant concerns at the expense of those of the districts which they represent by providing the former with a carriage for long hauls into the trade territory of their home industries and dealers with a general system of parcels post at as low a rate. The only exception is that made for parcels from one point on a rural route to another point upon the same route, a condition of which retail mail order houses will take equal advantage by shipping in large amounts to an agent by freight parcels to be remailed to points on such routes.

Learning that the Senate Postoffice Committee had practically discarded all idea of a flat rate system for parcels post, big retail mail order houses began to bombard the House Postoffice Committee and representatives; in some cases with telegrams and letters, but more generally through representatives of organizations largely supported by such houses.

These concerns 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 has been working upon a zone system like Germany's. Opponents of parcels post say that if we must follow European examples in our coun-

try of long distances, this would be far preferable to a flat rate.

This new legislation is attached to the House appropriation bill for post-offices. 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 appears that the plan first proposed of "cloture" to prevent debate has been abandoned.

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 organization 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 the international conventions 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."

While Socialists are striving for Government ownership of railroads and all like utilities, labor unionists say that, under President Taft's order forbidding unionism of Government employes, such revolutionary changes would lose the unions a vast membership and render futile organized protests upon transportation lines. The character of such resolutions of labor bodies is indicated by resolutions just passed by the Bridge Tenders' union of Milwaukee, Wis., which says: "We look with apprehension and alarm upon these designs for the addition to the Government force of a large army of Federal employes and a vast equipment which will be thereby rendered necessary. We recognize that the present movement for parcels post is being engineered largely by the mail order houses of

the country which handle non-union goods and products almost exclusively."

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. Lowering 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 post-offices 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.

Newspaper publishers of many smaller cities and towns have protested unsuccessfully against the Postoffice Department furnishing printed envelopes. The Government paid for the manufacture of printed and stamped envelopes for the fiscal year 1911, \$1,488,491.41. If the Government enters into the carriage of merchandise upon the huge scale contemplated, invasion of other fields of private business may be expected. An advocate of parcels post demanded: "Give us something with teeth in it!" An opponent asks, "Can the Constitution withstand the teeth of Socialism?"

Fred T. Lofin.

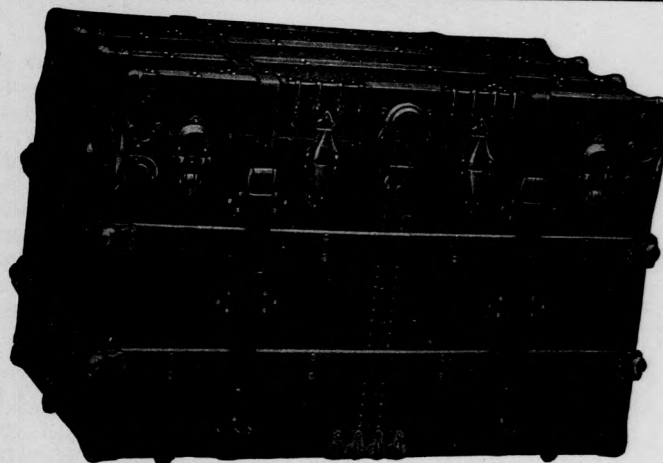
Be careful how you economize. Anybody can cut down expenses, but to do it, without cutting down receipts as well requires caution.

Wilmarth Show Case Co.

Show Cases And Store Fixtures

Take Division St. Car Grand Rapids, Mich.

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



SUNBEAM TRUNKS

Suit Cases and Bags are "Competition Proof"

The snappiest, strongest and easiest selling line made. Backed by the iron-clad Sunbeam guarantee, and advertised DIRECT to thousands of customers. The line that sells at the right price and affords the right profits—don't stock any more Suit Cases, Trunks or Bags until you secure a copy of the Sunbeam Trunk Catalog just off the press—it's worth writing for.

The illustration is No. 109, fibre bound, best 8 oz., canvas covered, exceptionally strong and handsome. Straps all around with roomy tray and compartments, fine lined. List price for the 34 inch size. \$12.60.

GET THE NEW CATALOG AT ONCE—SEND POSTAL

BROWN & SEHLER CO.
HOME OF SUNBEAM GOODS, GRAND RAPIDS, MICH.

Detroit Department

Big Music Firm Establishes Branch Store.

Detroit is to have a branch house of the Rudolph Wurlitzer Company, which ranks among the largest manufacturers of and dealers in pianos and musical instruments in the country. The company has taken a lease for a number of years of the ground floor and basement of the store at 26 Adams avenue west, in the Fine Arts building. The Rudolph Wurlitzer Company is an Ohio corporation with general offices in Cincinnati. It has an authorized capitalization of \$500,000 of 6 per cent. cumulative preferred stock and \$500,000 of common stock, a little more than half of which is outstanding. It operates in New York, Chicago, Columbus, St. Louis, Philadelphia and Cleveland.

At the mass meeting and banquet to be held at the Wayne Gardens Tuesday evening, April 2, by the Detroit Board of Commerce for the purpose of ratifying and boosting Cadillac, J. Hamilton Lewis, of Chicago, will be the principal speaker. Although Mr. Lewis' acceptance of the invitation was received late, some 400 reservations have been made already, and the officers of the Board of Commerce who are arranging the event expect that at least 2,000 applications will be received. Mr. Lewis' talk will not be on politics but on Detroit, its early history, its later development, its industrial supremacy and its perennial birthday celebration—Cadillac—which will be inaugurated during the fourth week of the coming July. There will be other speakers during the evening, and a program of local talent. The banquet at the Wayne Gardens will be the first public meeting in behalf of Cadillac.

That Detroit may have the next annual Michigan Land and Apple Show is within the possibilities, and the Board of Commerce has had the matter under consideration for some time, having conferred with officials of the various State development organizations, such as the Upper Peninsula Development, Northeastern and Northwestern Development bureaus, fruit growers and others. The Board officials were advised that if the rest of the State is willing to have the show here, those associations will be entirely satisfied. A dispatch from Lansing says: "Let Detroit have the next State Apple Show. This is the talk that is going the rounds of the State legislators. The men who are talking this are not only from Detroit but from

the western section of the State, where they grow apples. They want to attract the greatest possible amount of attention. The growers themselves want to go to Detroit. They claim that city has the railroad facilities to handle the exhibits. If Detroit wants the Apple Show, apparently, all the business men have to do is to signify their willingness to provide a place where the exhibit can be held."

The proposed removal of the plant of the Abbott Motor Car Co. from Detroit to some city where adequate freight facilities will be obtainable and the possible closing of the Buhl Malleable Iron Works, where men have already been laid off, are the latest developments in the unpleasant industrial situation, the result of freight congestion, due to inadequate terminal facilities and the railroads on which the city is dependent. Detroit manufacturers have pleaded with the powers that be. The Board of Commerce has instituted a searching investigation, but the difficulties continue and, according to industrial leaders, the outlook is worse each day. The question of the removal of the Abbott Motor Car Co. plant from the city is now before the Board of Directors and definite action is probable within a few days, said C. E. Bailey, Vice-President of the company.

W. E. Wolfenden, who for thirty-one years has been in the employ of the Pere Marquette or roads closely identified with it, has been made General Passenger Agent of the Pere Marquette, with headquarters in Detroit. He began his service in 1881 as an operator for the Chicago & West Michigan at Woodville. Recently he has been General Western Passenger Agent, with headquarters in Chicago.

A launching by the season debutantes christened the steamer, Calcite, when it was dropped off the ways in the yards of the Detroit Shipbuilding Company at Wyandotte. Miss Elva A. Farr, a daughter of President M. E. Farr, of the shipbuilding company, dashed the bottle across the bow and pronounced the name of the vessel. She was accompanied by twelve young women, all prominent in Detroit social circles. The Calcite is said to be the largest of the conveyor type on the Great Lakes. It is 446 feet long, with a beam of 54 feet and a carrying capacity of between 7,000 and 8,000 tons.

Charles W. Warren & Co., jewelers, on the ground floor of the Washington Arcade, have leased additional space from the owner, Frank J. Hecker, which will practically double their floor space. The present store is "L" shaped, surrounding the square store occupied by Arnold Robinson & Co. They have secured this space, the Robinson company removing to the rooms now occupied by Oscar W. Gorenflo, drugs, in the same building, who has leased the space occupied by the barber shop.

Numerous Federal officers declare that large increases in local forces will soon be necessary owing to the great increase in business. The rapid growth of Detroit and the prosperity of the entire Eastern district of Michigan is the cause of the increase in business.

Charles W. Ward, Jr., is now meeting with success after three years' hard work on an invention, his idea being an automatic signal that would protect electric trains in the same manner that steam trains are protected on roads using the block signal system. Exhaustive tests have been made and the Lake Shore Electric Railway, over which the D. U. R. cars to and from Detroit and

Toledo run, is now equipped with this device. In the past, the great trouble with the automatic controller has been its cost and its inability to operate at a speed greater than twenty-five miles an hour. The Ward device, which is simple and inexpensive, has been tested to speeds in excess of sixty miles an hour and has never failed to work, it is stated. It is applicable to either a trolley or a third rail system. The device is so arranged that when a car enters a "block" or a section, it is immediately given warning if there is another car within that block. This is especially desirable on single track roads where there have been many accidents on account of a lack of knowledge of another car coming.

Guess His Name!

Barber—You are losing your hair very fast, sir. Are you doing anything to save it?

Customer—Yes, I am getting a divorce.

KEMBERLING & BLISS

(English and German)

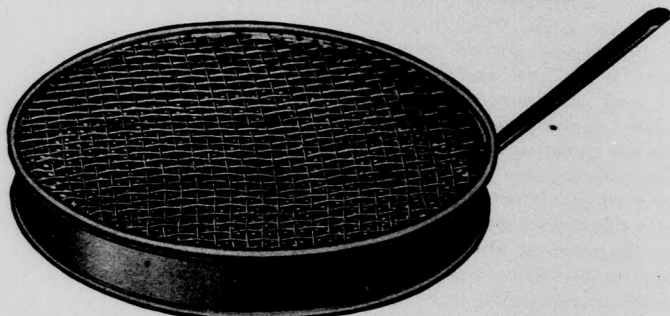
EXPERT

MERCHANDISE AUCTIONEERS

516 Chamber of Commerce, Detroit, Mich.

The APEX BREAD TOASTER

TOASTS BREAD AS YOU LIKE IT



FOR USE OVER GAS, GASOLINE AND BLUE FLAME OIL BURNERS

Order of your jobber, or

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

WE ARE SPOT CASH BUYERS

OF

Butter, Eggs and Poultry

and receivers of

Dressed Veal On Consignment

Give us your shipments and receive prompt returns



Schiller & Koffman

323-25-27 RUSSELL ST.
DETROIT

BOOTH COLD STORAGE DETROIT, MICH.

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

FIFTY YEARS AGO.

Recollections of Business Men of the Past.

Written for the Tradesman.

Fifty years ago the National Hotel occupied the site of the Morton House. T. H. Rathbone was the proprietor. One of his sons, J. Mortimer Rathbone, is now assisting Mr. Pantlind in the management of the Morton House. Another son, Theodore, is the steward of a large hotel at Fort Worth, Texas.

Fifty years ago a nursery and green house was located on the north side of Rose street, east of College avenue. It was the property of Geo. C. Nelson. Geo. K. Nelson, a son, still resides in Grand Rapids.

Lyman E. Patten, still a resident of Grand Rapids, was a salesman in the employ of a retail merchant fifty years ago. He was single and boarded in the Chubb house, located on the site of the City Hall.

K. S. Pettibone, who platted and owned Pettibone's addition, on the West Side, was a civil engineer.

Benjamin T. Pierce, now engaged in the compounding of ice cream, on Sheldon avenue, produced ambrotypes (a form of photography) fifty years ago. His gallery was located on Bridge street, near Water.

General B. R. Pierce, now in the local postal service, was a practitioner of dentistry. His office was located on the northeast corner of Canal and Pearl streets. General Pierce served his country during the Civil War, in the army, winning distinction and rapid promotions for bravery and efficiency. He settled in Mobile, Ala., after the war had ended and was appointed postmaster of that city by President Grant.

George R. Pierce, a skillful gun-maker and machinist (the father of Mrs. F. E. Leonard), was the first engineer of the first steam fire engine (the David Caswell) purchased by the city. When the Phoenix Furniture Company was organized forty years ago, Mr. Pierce was engaged to operate the big engine planted in the company's works to run the machinery. In this connection it might be well to mention that David Caswell, in whose honor the steamer was named, was the chief of the volunteer fire department of the city fifty years ago.

S. S. Porter and James W. Sligh (the father of Charles R. Sligh and Mrs. L. E. Hawkins) were partners in the dry goods and clothing business and occupied a store in the Giant building, corner of Monroe avenue and Lyon street.

Harvey P. Yale was the postmaster of Grand Rapids. His office was located on Pearl street, at the entrance to the arcade. He also practiced law with General S. G. C. Champlin as a partner.

E. K. Powers, whose bakery and candy store was located on the north side of Monroe avenue, near Pearl street, handled real estate quite extensively. Several additions to the original plats of the city bear his name.

William Riordan and Frank Kaiser operated a tannery on the east side of

Commerce street, corner of Oakes, and sold footwear at retail on the south side of Monroe avenue, near Pearl street. Riordan represented the first ward in the Common Council several terms.

Thomas Robbins was a river boat pilot and after retiring from that service served the city as a police patrolman. His home was on Ellsworth avenue, near Island. An only son is now in the employ of the Grand Rapids & Indiana Railroad.

J. H. Roberts operated a brewery on Fountain street, on the ground now used by the Sacred Heart Academy.

L. A. Rogers was a dentist, active in Masonic circles.

Foster Tucker lived on East Leonard street, near the city limits. He was a crafty and successful politician and held many minor offices—supervisor, county treasurer, etc., during his life. A. J. Tucker, a son, operates a bindery in the city.

Mrs. Alice Twamley was a milliner, located on the southeast corner of Lyon and Canal streets. She erected and still owns the Twamley building.

Oenus Van Buren lived on Stocking street many years and was engaged in the dairy business. He was related by blood to former President Martin Van Buren and during his life was active in politics as a Democrat. Mrs. Phila Hamilton and Miss Van Buren were his daughters. Claude T. Hamilton, of the Michigan Trust Company, was a grandson.

By his thrift and attention to his business as a retailer of footwear. M. F. Vlekke acquired a competence and spent the remainder of his days in rational enjoyment. He delighted to visit friends, loved good stories and related many himself. He loaned sums of money and bought and sold real estate moderately, just to keep his mind busy, he explained. He was the embodiment of good nature, and his kindly disposition made him popular.

Charles W. Warrell, a Virginian by birth, was a printer. He was em-

ployed many years in the printery of the Grand Rapids Eagle and also served the city as an alderman and City Clerk. He died a few years ago.

The Michigan Brewery was established and operated by Peter Werich fifty years ago. The plant is now known as the Peterson brewery. His local competitor, Christopher Kusterer, possessed an abundance of spring water and advertised the fact widely. In commenting upon this advertisement one day, Werich remarked: "I do not make beer out of water. I make it out of hops." Mr. Werich served the fifth (now eighth) ward several years as a member of the Common Council.

There were two men named Wells in the banking business in Grand Rapids fifty years ago, R. Wells and William J. Welles. Both failed during the panic of 1857, but in later years Welles paid his creditors in full. For a number of years before his death he was employed by the Grand Rapids National Bank.

George A. Whittlesey was an active and efficient solicitor of life insurance. A son employed in the City National Bank helped himself to a bunch of money one day and disappeared. He was not apprehended.

George Widdicombe and sons (the sons have since dropped the "e") were engaged in the manufacture of furniture on a moderate scale on Bridge street, corner of Mill. The sons associated with the father were: George, Jr. (deceased), and William. The firm retailed a small stock of goods on Canal street, near Huron.

Capt. John W. Williamson, a cooper, was active in local politics and when the Civil War ensued he raised a company of volunteers and rendered good service to the Federal Government.

H. A. Wilson, a skilled cabinet-maker, was located in a little shop on the south side of Fulton street, near Lagrave. His daughter is still a resident of the city and for a score of years has been in the employ of Julius A. J. Friedrich.

Arthur S. White.

The Diamond Match Company

PRICE LIST

BIRD'S-EYE.

Saftey Heads. Protected Tips.

5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots\$3.35
Lesser quantities\$3.50

BLACK DIAMOND.

5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots\$3.35
Lesser quantities\$3.50

BULL'S-EYE.

1 size—10 boxes in package, 36 packages (360 boxes) in 2 1/2 gr. case, per case 20 gr. lot\$2.35
Lesser quantities\$2.50

SWIFT & COURTNEY.

5 size—Black and white heads, double dip, 12 boxes in package, 12 packages (144 boxes) in 5 gross case, per case 20 gr. lots\$3.75
Lesser quantities\$4.00

BARBER'S RED DIAMOND.

2 size—In slide box, 1 doz boxes in package, 144 boxes in 2 gr. case, per case in 20 gr. lots\$1.60
Lesser quantities\$1.70

BLACK AND WHITE.

2 size—1 doz. boxes in package, 12 packages in 2 gr. case, per case in 20 gr. lots\$1.84
Lesser quantities\$1.90

THE GROCER'S MATCH.

2 size—Grocers 6 gr. 8 boxes in package, 54 packages in 6 gr. case, per case in 20 gr. lots\$5.00
Lesser quantities\$5.25
Grocers 4 1-6 gr. 3 box package, 100 packages in 4 1-6 gr. case, per case in 20 gr. lots\$3.50
Lesser quantities\$3.65

ANCHOR PARLOR MATCHES.

2 size—In slide box, 1 doz in package, 144 boxes in two gross case in 20 gr. lots\$1.40
Lesser quantities\$1.50

BEST AND CHEAPEST

PARLOR MATCHES.

2 size—In slide box, 1 doz. in package, 144 boxes in 2 gr. case, in 20 gr. lots\$1.60
Lesser quantities\$1.70
3 size—In slide box, 1 doz in package, 144 boxes in 3 gr. case, in 20 gr. lots\$2.40
Lesser quantities\$2.55

SEARCH-LIGHT PARLOR MATCH

5 size—In slide box, 1 doz in package, 12 packages in 5 gr. case, in 20 gr. lots\$4.25
Lesser quantities\$4.50

UNCLE SAM.

2 size—Parlor Matches, handsome box and package; red, white and blue heads, 3 boxes in flat packages, 100 packages (300 boxes) in 4 1-6 gr. case, per case in 20 gr. lots\$3.35
Lesser quantities\$3.60

SAFETY MATCHES.

Light only on box.

Red Top Safety—0 size—1 doz. boxes in package 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots\$2.50
Lesser quantities\$2.75
Aluminum Safety, Aluminum Size—1 doz. boxes in package, 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots\$1.90
Lesser quantities\$2.00

Just Try One in the Brown Sugar Bin

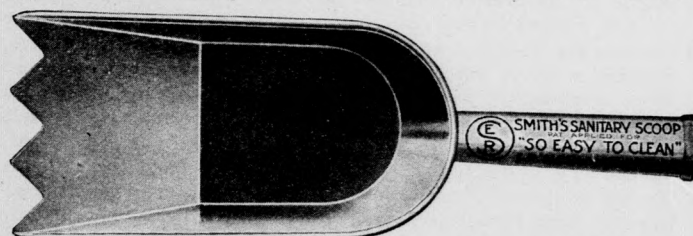
No More Sticky Fingers to Wash a Dozen Times Every Day. If it Does Not Save You More Than Fifty Cents Worth of "Cuss Words" the First Week, Send it Back to Your Jobber.

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.

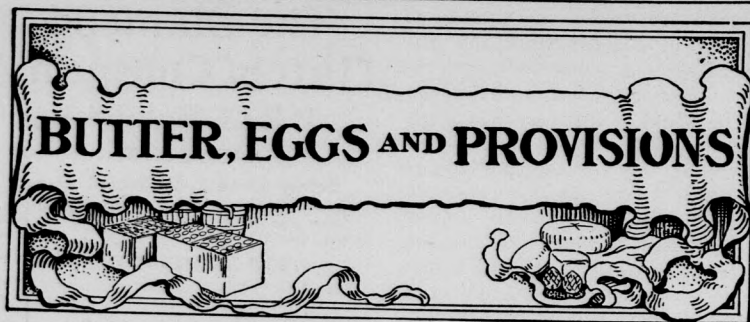
Dig with it—Scratch with it—Pry with it. Use the four steel fingers instead of your own. They are stronger, more sanitary and "so easy to clean." A Money-back Guarantee with every scoop if you are not perfectly satisfied with it.

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.



Philippine Rice Terraces.

Almost every traveler in the Orient has seen or heard of the rice terraces in Japan, China and the region of the Straits Settlements. But more wonderful than any of these are those of the Ifugaos, a tribe living in Luzon, one of our own Philippine Islands, says the Scientific American.

From an industrial viewpoint the Ifugao terraces represent the most colossal undertakings in the Philippines and perhaps the most stupendous task ever accomplished by a thoroughly savage people. Viewing the terraces, one compares them with such works as the pyramids or the great wall of China, or even with the Roman viaducts.

By way of contrast with like achievements of more civilized races it should be mentioned that the Ifugaos are absolutely primitive, even lacking a system of writing and a well defined religious belief. Their writing up to the time when the American school teacher invaded the country consisted of a few rude hieroglyphics scratched on a rock or in the sand.

The finest of these terraces are along the sides of a steep canyon in Nueva Viscaya province. The rice paddies climb like giant steps up the canyon sides to a height of 1,200 feet or more, and it is said they extend into a secondary range of hills, making the extension almost 3,000 feet. The length of the canyon is about twelve miles and is negotiated by a winding foot path that in some places will not allow two to pass.

In one place the trail extends along the retaining wall of a rice paddy. This wall is 18 inches wide and there is a sheer drop of 70 feet below to the next paddy. The paddy varies from 8 to 40 feet in width and is approximately 300 feet long, following the contour of the canyon. Some of the terraces, each of which is flooded with water before the rice planting in the early spring, are wonderful feats of engineering.

At times they follow the contour of a canyon for as great a distance as half a mile without varying scarcely two inches, say, from a dead level. The retaining walls of each terrace are built to be about 15 inches above the water level. All retaining walls are perpendicular and built at right angles to the level of the earth.

In the art of intensive cultivation the Ifugaos have progressed far. They irrigate and fertilize in a single operation. Water deflected from mountain streams or arising from springs passes through decomposed vegetable matters, ashes, black alluvial soil and manure, and is then con-

ducted to the topmost rice terrace, carrying in suspension rich fertilizing matter, which is evenly distributed.

There is thus no part of a rice paddy which is not fertilized. From the topmost terrace the water flows through a gap in the retaining wall to the terrace next below, still carrying fertilizing matter in suspension. Most of the work in the paddies is done by the women, who wade about stirring up the sediment. Sometimes the rice straw of a harvested crop is covered over with dirt and allowed to rot. The result produces the finest rice raised in the Philippines, of great size, and, it is said by experts, of practically perfect form. Ranchers in the West occasionally run an irrigating ditch through fertilizing matter, but the practice is not general.

Trials of Tomato Cannery.

"Truly the tomato canner has fallen upon evil days," says Thomas J. Meehan. "Now comes the Maryland Legislature with a bill to limit the hours for women working in canneries to ten hours per day, which during the past week developed unlooked for strength. It should become a law it will, undoubtedly, increase the cost of canning materially. With the recent ruling of the Government that the cans must be packed choked full of tomatoes with no added water, and the strike of farmers for higher prices for the 1912 crop, the canners, to use the vernacular, are up against it for fair. The familiar axiom that there is never a loss without a compensation may work out in this instance, but it is very difficult to see where the compensation is coming from in this matter. The report of the House Committee in charge of that bill will not be made for a week or more. Meantime the big canners in Baltimore are unwilling to make firm prices on their brands of tomatoes for future delivery until they feel reasonably safe to do so. The canners located at country points, however, are not unwilling to take a chance on orders ranging from one to four or five carloads at the current prices, but they are not seeking any big business. The buying of futures was fully as large this week as it was in any previous week, and the outlet is excellent for a big, broad market. Every market is liable, of course, to reactions from time to time, but it will require something entirely unanticipated at this time to cause any lower prices for the 1912 pack of tomatoes until the actual canning season is on."

His Escape.

"Yes, lady, it was awful! T'anks fer de pie. You see 'twas dis way: I heard de chug chug a-comin' an' smelt de gasoline an' made a spring, but I wasn't quick enough an' de roarin' machine passed directly over me prostrate form."

"And you live to tell the tale!" (Shuffling away.) "Sure, lady; it was an aeroplane."

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Butter, Eggs, Veal and Poultry
STROUP & WIERSUM

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

Symons Brothers & Company

Wholesale Grocers

Saginaw :: Michigan

Hart Brand Canned Goods

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

Michigan People Want Michigan Products

POTATO BAGS

New and Second Hand

Stock carried in Grand Rapids

Can ship same day order is received

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

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.

W. C. Rea

Rea & Witzig

A. J. Witzig

PRODUCE COMMISSION

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

"BUFFALO MEANS BUSINESS"

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

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

Established 1873

Established 1876

Can fill orders promptly for clover, timothy seeds, egg cases made up or knocked down. We want your 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 Ability To Imitate a Business Help.

Written for the Tradesman.

People frequently condemn imitation, not stopping to consider that the imitative instinct is of tremendous value in business as well as in every other department of life.

Manners and customs, polite conventionalities and all other and sundry of the graces and amenities that distinguish civilized nations from crude and barbarous people were accumulated and conserved because of our imitative instinct.

Wise people of mature years and children are alike possessed of the impulse to imitate. Only of course children imitate their elders more or less unconsciously, while grown-ups, if they are wise, imitate for some definite purpose.

It is well enough to laud originality. But, after all, originality is only relative. Substantially everything that Luther said had been said by Luther's forerunners. And it usually happens that the fruitful germ of the most original and revolutionary idea that emerges from the brain of the genius proves, upon investigation, to have been taken over from some humble and obscure source.

Nothing is commoner in this world than to find somebody toddling about with an idea, a plan, or a scheme that he can not manipulate. He has not genius enough to correlate it, or sufficient executive ability to get it harnessed up. What the unusual man does is to come along and borrow the idea, plan, or scheme and hitch it up for practical purposes.

Hard on the little chap that hatched the idea? Well, not necessarily. Maybe he never dreamed of the find he had actually made; or perhaps he is permitted to share in some measure of the glory and rewards of the discovery in which he was a partner. Or—and this often happens—he is positively relieved to get rid of the incubus of an idea or project too heavy for him to manipulate.

When we are talking about originality, therefore, we are not speaking of an absolute quality. The most daringly original of men must depend on imitation; and without it one would be either a fool, a crank or a failure.

The imitative instinct is a business asset. The wise merchant is the fellow who keeps his weather eye on his competitors—particularly the big fellows who are playing the game successfully.

Close observation, keen discrimination and a vivid imagination enable the dealer to pick out the new and excellent features in the other fellow's business policy. When he sees something new—something good—then, like a wise and discerning merchandiser, he takes it over.

Imitation is not copying, either. Just to ape the other fellow is droll. And that was evidently the idea in the mind of the man who invented the saw to the effect that imitation is flattery.

No; there is nothing gained by copying the other fellow's plan. But if it is a good one, there is much to

be gained in actually taking it over and making it your own. How? Why, by analyzing the plan—getting at the kernel of it and then investing this kernel in a new husk all of your own devising. That is where you need discernment and imagination. Often the clever imitation is a big improvement on the original idea—and frequently brings as much credit to the man who puts it over as to the originator of the scheme imitated.

Apropos this subject a discerning writer says: "Any business man, no matter what his ability or the degree of his individual insight, must be ready to see the best in the work of other business men to imitate it, whether that best is excellent in the methods of a single individual or is set forth in the general body of business wisdom that represents the accumulation of generations of experience. One must imitate to be abreast of progress; and it is only after getting abreast that one's individuality may put one in advance."

Chas. L. Philips.

Do You Want Good Eggs?

St. Louis, Mo., April 1—"If you want good eggs in the summertime, sell those laid by your chickens and buy cold storage eggs."

This was the advice of R. H. Taft, of the Taft-Nordmeyer Engineering Co., addressing the St. Louis League of Electrical interests at its weekly luncheon at the Mercantile Club.

"Many people think storage eggs are inferior to those just laid," he said. "But this idea is wrong."

"Storage eggs are better than fresh ones. They have a more delicate, pleasing flavor and are more nutritious."

"Any one can prove this. Eat eggs laid in August and then eat storage eggs. The first mouthful will convince you the storage eggs are the better."

"Storage eggs are produced and stored in March and April, when the hens are at their best. As the weather gets warmer the condition of the hens deteriorates and also the quality of their eggs."

Sausages and Art.

Robert Henri, the painter, was talking about those millionaires who buy, merely to show off, doubtful "old masters" at fabulous prices.

"Their knowledge of art," Mr. Henri said, "is about equal to that of the sausage manufacturer who said to Whistler:

"What would you charge to do me in oil?"

"Then thousand dollars," said Whistler promptly.

"But suppose I furnish the oil?" said the millionaire."

Classification of Lies.

Waist Lie—Twenty inches.

Stock Lie—Going up.

Egg Lie—Strictly fresh.

Billiard Lie—It rolled off.

Debtor Lie—See you to-morrow.

Campaign Lie—Not a candidate.

Matrimonial Lie—I promise to love, cherish and obey.

The Pharmaceutical Lie—For medicinal and mechanical purposes only.



Get Down to Date

Carry a Stock of

Mapleine

to meet the popular demand for a staple that's better than maple.

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

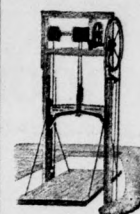
Crescent Mfg. Co., Seattle, Wash.

ELEVATORS

Hand and Power
For All Purposes

Also Dumbwaiters
Sidewalk Hoists

State your requirements, giving capacity, size of platform, lift, etc., and we will name a money saving price on your exact needs.



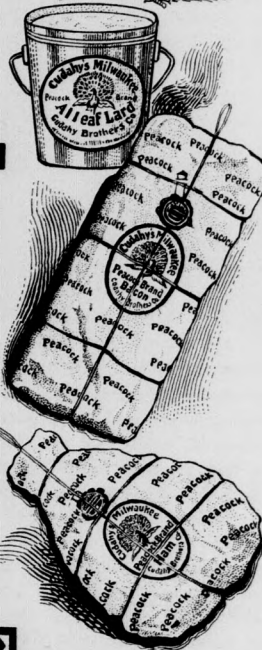
Sidney Elevator Mfg. Co. :: Sidney, Ohio

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.

PEACOCK BRAND



Is trade dull with you?

Then put in a stock of

Peacock Brand

Mild Cured

Hams and Bacon

Alleaf Lard and

Summer Sausage.

Make a good display of them
and the increase in your business
will surprise you and keep
your clerks busy. Try them.

Cudahy Brothers Co.

Cudahy, Wis.

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.



Comments Overheard in Street Car— Moral Obvious.

Written for the Tradesman.

It was the outbound car late in the afternoon, and the shoppers, laden with packages and bundles, were returning to their homes.

"I really should like to see the voiles and marquisettes they are showing at Tracy's this spring," said the plump brunette woman. "I have heard a good deal about them and I think they must have some very pretty things in those lines. But I have not entirely decided yet just what kind of a dress I will buy, and Tracy's is a place I just simply won't go to unless I have my mind all made up to get something."

"I feel just that way about Tracy's myself," said her seatmate, "and I've heard others speak of it. It seems as if every clerk there tries to look right through one and fairly aches to ask, 'Did you just come in to shop or do you really want something?'"

"I won't give a guaranty to buy before I see the goods," interposed the brunette emphatically. "My allowance for clothes is not large, and when I am to have a good dress or anything else that counts into money, I am going to see what I can find at different places and figure a little. I know there are very sarcastic things said about women who want all the goods in a store handed down for their inspection, and then decide they will 'not purchase to-day.' Perhaps there are some who deserve these thrusts, but I try never to make the sales-girls any more bother than is absolutely necessary, and I notice that almost everybody likes to go to the stores where they seem glad to show their goods whether you buy just at the time or not. I believe they do not lose anything by being pleasant about it."

"No, I guess not. Tracy's always seem to me an awfully stiff place anyway. They have nice goods, fashionable goods, the latest, swellest things and all that, but I declare it nearly freezes one up to go in there. They never give the glad hand. I have watched them sometimes, and if they have any old customers you wouldn't know it, for no one receives a cordial greeting."

A few seats farther down a dress-maker who lives in a village several miles out, and who would take the trolley line when they reached the limits, was telling of her experiences shopping by mail:

"I've gotten all out of conceit with Karl & Lennox's. They are all right if you are there to tell them

what you want, but they simply can not or won't read a letter.

"You see I have to send in for lots of little things, trimmings and findings, and the like, that they do not keep at our home stores, or do not have anything that will go with a certain dress. Most women, when they buy the goods for a gown or a suit, fail to get everything that is required to make it up. Sometimes they can not tell what accessories will be wanted until they decide on their style, and then they often ask me to get what is needed."

"There is a girl named Ida Campbell who used to work for Karl & Lennox, and she is a jewel and no mistake. I would send my orders to her and she would always understand what I wanted to a T, and please me just as well as I could please myself. If Karl and Lennox didn't have what was required, she would go out and hunt until she found the right thing."

"Well, last fall she left Karl & Lennox—had a better offer from Sampson & Peters. Then my troubles began. I continued to send my orders to Karl & Lennox, but they were not filled with care and painstaking as they had been. Items needed to finish work that must go out at once would be omitted altogether. Trimmings and things would be sent that were all wrong—we could not possibly use them."

"It ran along this way until about ten weeks ago, when I was getting Mrs. Treadwell ready to go South. After we had all the things she had planned nearly finished, she decided she must have a new silk waist of gray to match a certain cloth skirt."

"I sent to Karl & Lennox for samples, enclosing a scrap of the goods of the skirt, and explaining exactly what was wanted. The next day the mail brought a big fat envelope of samples—serges and whipcords of all colors, a fine assortment of tissue ginghams, a few foulards and mesalines—but not one piece of gray among them."

"Two precious days were gone. Well, I wrote to Miss Campbell, of Sampson & Peters, described to her what was required, enclosed the scrap of the skirt goods and a check, and asked her to select the silk for the waist and send it immediately. I wouldn't have dared do this with anyone but Miss Campbell, especially as Mrs. Treadwell is a very fastidious woman. I included also a several-dollar order for findings."

"The goods came the next day. The silk for the waist was just the shade wanted and in every way satisfactory. Now I am sending all my

orders to Miss Campbell. Karl & Lennox have a large stock of goods—perhaps the largest and best assorted in the city—and I like to go there when I come in to the city myself (which is not so very often). But when I write in for things, I have simply got to send to some one who cares enough about pleasing me to read my directions carefully."

"I go to Jamison's quite a little," remarked the lady to whom the dress-maker had been talking. She was from the country also—lived out on another line. "Jamison's is not one of the large places, but I always can find things that suit me there, and then I learn so much. That store seems to be a regular bureau of information about what kinds of goods are going to be worn, styles, and all that."

"To-day I wanted to get material for a new skirt. I told the saleslady that I did not know just what I wanted nor just how to make it, but I felt I must get a nice skirt for a little money."

"She showed me the skirt she was wearing, which is one she has just had made and is very neat and stylish. She hunted up the style in the fashion book and I bought the pattern, and then she brought out a rem-

nant of real good goods that had been marked down because it was a remnant. Well, we found there was enough of it so I can get the skirt out easily, and it is such a bargain!"

"I like to go in there, too," smilingly added the dressmaker, "their displays are so tasty and they always have such exquisite overlaces and dress garnitures, and you always see all the new things in neckwear and belts. I bought the trimmings for a white satin wedding gown there to-day."

"As you say, they always seem willing to tell one about everything, and I never fail to gain valuable ideas about materials and the stylish little fads that go so far in giving to costumes a smart and up-to-date look."

Fabrix.

We are manufacturers of

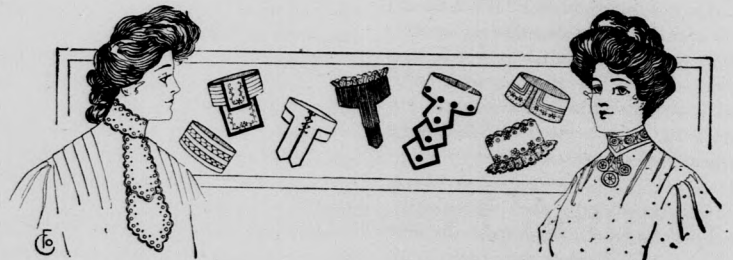
Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.

Grand Rapids, Mich.



We are now showing some of the latest novelties in Ladies Neckwear. Our line consists of good values to retail at 25 and 50 cents. Take a look at the samples. 🎀 🎀 🎀 🎀 🎀 🎀 🎀

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

HATS AND CAPS

STRAW HATS—Men's, Boys, Misses' and Children's, all popular shapes, good values ranging in prices from 55 cents up to \$4.50 per dozen.

SPRING CAPS—Men's, Boys'—latest styles to retail at 25 and 50 cents.

Men's Felt and Derby Hats from \$9 dozen and upwards. Buy now while assortments are good.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Sixty members of the Flint Board of Commerce visited the plant of the Greissel Baking Co., of that city, last week and were entertained at lunch. The plant has a daily capacity of 30,000 loaves of bread and is also turning out 600 dozen fried cakes a day. The grocers of the city and their wives were entertained at the plant in the evening.

The main plant of the Chamberlain Metal Weather Strip Co., of Detroit, which was recently destroyed by fire, will be rebuilt in Peru, Ill., the chief reason being inadequate railroad terminals and poor freight service, although nearness to zinc, the chief raw material used, is also a factor.

The South Michigan Brick Co. will open a plant at Kalamazoo. Stockholders are also operating plants at Saginaw and Grand Rapids, and will also build a new brickmaking factory at Michigan City, Ind.

The Northeastern Michigan Fair will be held at Bay City the first week of September. It is planned to build a new floral hall and grandstand and there is also talk of erecting a new building for merchants of the city. Nine counties will participate in the Fair.

John H. Burke has been nominated for another term as President of the Kalamazoo Commercial Club.

Merchants of the Lakeside section of Muskegon will use business stationery prepared by the Lakeside Board of Trade. Bill board nuisances will be looked after and new factories secured.

It is estimated there are over 500 acres of vacant lots in Kalamazoo and citizens are behind a movement to convert these waste places, many of them eye sores, into vegetable and flower gardens. The plan has worked successfully in other cities and the Celery City now aspires to be known also as the "Garden City."

April 9 will be a big day at Alpena. The corner stone of the new Federal building will be laid and the Alpena Chamber of Commerce will hold its annual banquet, with many prominent speakers.

Paper manufacturers of Niles have started suits against five railroads, asking for lower rates on coal shipments from the West Virginia mines, also for a return of the excess sum of \$1,746.08, which they have already paid on shipments.

The Crown Chemical Co., of Grayling, will remove its turpentine plant to Cheboygan, provided a lease of six acres of land as a site is furnished, also a lease of 10,000 acres of stumps or stump lands, and subscriptions amounting to \$5,000 be made by citizens to pay the expense of moving. The Cheboygan Chamber of Commerce has taken the matter in hand.

The City Council of Muskegon Heights has signed a ten-year lighting contract with the Grand Rapids-Muskegon Power Co.

Kalamazoo has adopted a new housing code, intended to guide the

erection, maintenance and occupancy of buildings along safe and sanitary lines.

Alma wants the new car shops of the Ann Arbor Railroad, although officials have announced that they would be located between Owosso and Corunna. Alma's offer is said to be \$75,000 cash and forty acres of land.

The new factory of the Lutes-Sinclair Co., manufacturer of laundry machinery, will be located in the old plant of the Western Blank Book Co., Benton Harbor.

Masons of Marshall will erect a temple at Madison and Green streets.

Hay shippers of the Soo and Chippewa county have been unable to get cars during the shipping season and the State Railroad Commission is making an investigation. Sheds and barns have been used for storage and one shipper was obliged to pile nearly 100 tons of hay in the streets of Sault Ste. Marie temporarily.

A canning factory will be built at Bangor by S. M. Carpp.

Coldwater has granted franchises for two electric railroads, the Battle Creek, Coldwater & Southern and the Michigan-Indiana Traction Co. Both companies must start building operations within a year and be completed within two years.

Kalamazoo has an East Side Improvement Association and the recent banquet at the East Avenue school was attended by 200 persons.

Battle Creek will install a temporary hypo-chlorate plant at Gogua Lake for treatment of the water for germ life before it goes into the city mains.

The Marquette Commercial Club has elected the following officers: President, A. E. Archambeau; Vice-President, A. H. Meyers; Secretary-Treasurer, R. C. Lowe; Directors, the officers and E. S. Bice and A. T. Roberts. One important matter to be taken up by the Club will be the question of economy in municipal affairs.

Retail grocers and meat dealers of Muskegon and vicinity will be guests of the wholesale produce and grocery dealers at a banquet to be held April 17. Geo. Hume is chairman of the Committee on Arrangements.

The new Secretary of the Bay City Board of Commerce is Justin A. Runyan, former Secretary of the Manufacturers' and Merchants' Association of Kansas City.

The Detroit Board of Commerce has appointed a special committee, with M. J. Murphy, the chair manufacturer, as chairman, to take up the matter of better local terminals and equipment with the heads of railroads entering Detroit.

John A. Cimmerer has been nominated for another term as President of the Saginaw Board of Trade.

Business men of Lyons have formed an association to look after the best interests of the village.

Almond Griffen.

A girl's kisses are like pickles in a bottle—the first is hard to get, but the rest come easy.

Vivid Imagination.

"Great Scott, Maria, that is a daring dress!"

"It's a fancy costume."

"Well, if I were you, I would stick a little closer to fact."

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

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.

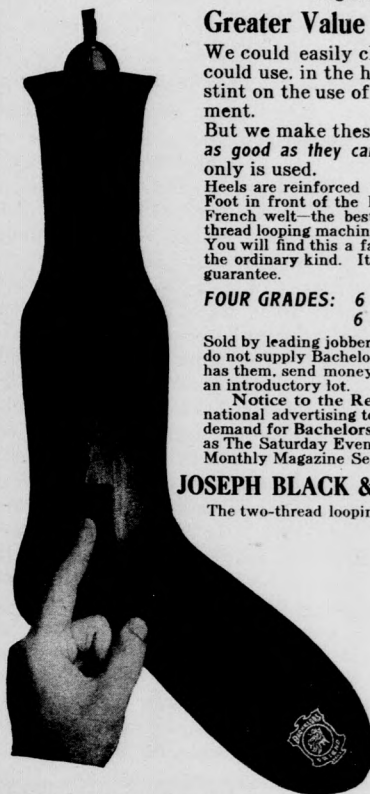
FOUR GRADES: 6 Pairs, \$1.50; 6 Pairs, \$2.00; 6 Pairs, \$2.50; 6 Pairs, Gauze Weight, \$2.00.

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

We Invite You to Send

for one of our catalogues, as we believe it will prove of exceptional interest to you.

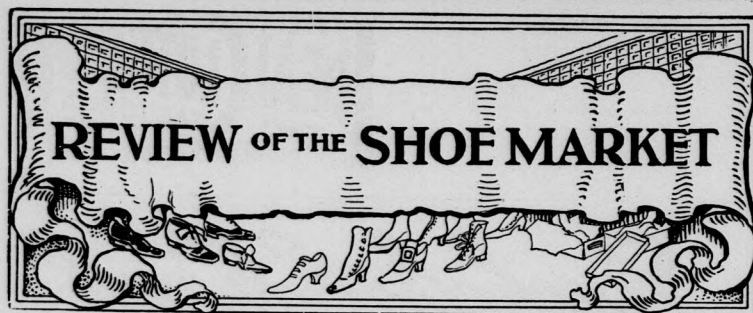
We are showing some smart new styles in the "BERTSCH" and some new numbers in the "H. B. HARD PANS" that are sure winners.

May we show you why these lines are better lines for you to handle?

Become a BERTSCH and H. B. HARD PAN dealer this season.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.
GRAND RAPIDS, MICHIGAN



What About White Shoes For the Coming Season?

Written for the Tradesman.

Unless present tokens fail, white shoes are going to make a tremendous hit with the public. Although tans and white goods ran neck-and-neck last summer in many large shoe-consuming centers, it is now thought by the most accredited prognosticators of style-tendencies that white shoes will far out-sell tans.

Canvas, nubuck and buck will be the dominant materials.

Canvas shoes for women's wear will come in pumps, low-cuts and button shoes; in ties and ankle-straps for children; and in low-cuts and button shoes for men's wear. The button shoes for men are being made, of course, only out of the best materials, while the low-cuts for outing purposes are made from canvas of the several grades.

The development of the vogue for white footwear is an interesting study. White canvas shoes with rubber soles were used in gymnasiums and on the tennis court first; and then it was seen that they were easy and cool and restful to the feet for hot weather wear, so the idea occurred to the manufacturers to make up a better grade of canvas shoe for general outing purposes and for wear at fashionable watering places, etc. Simultaneously with the inception of this thought came the idea of substituting leather soles and heels for rubber; for rubber is hot in summer, and it has a way of drawing and blistering the feet; and, moreover, it is less satisfactory than leather on the score of wear.

But the American people did not take to white shoes all at once. And this is pardonably natural, for it is a far cry from gun metal and patent leather, wax, oil and grain leathers—and even tans—to snow-white footwear. But little by little the popularity of white shoes increased until last summer the sight of white footwear on the streets of some of our largest cities—Chicago, for example—was notable to a degree. While people had hitherto supposed that they must go somewhere out of town, if only for a week-end into the country, to claim the privilege of wearing white shoes, they came at length to realize that they were proper for the home, the street, the office—anywhere; in fact, any day during the week.

With the increasing vogue of white shoes came the call for better values. And so the North Shore leather experts gave us "white bucks." Now white buck, as every shoeman should

know, is made of cowhides. The hides are first split; so white buck is really processed split leather. Of course, this so-called "buck" leather comes in other colors; e. g., natural and brown shades. The leather is light and flexible, and remarkably strong and durable for a fancy leather. When made up on a swell last, "white buck" has much class to it; and dealers in big stores of our larger cities asked (and got) anywhere from \$7 to \$10 per pair for their white buck shoes. When the summer season was about over, the manager of a big Cincinnati department store found that he had on hand several dozen pairs of white bucks. The store had been selling them at \$7 a pair. The manager of the department told the writer he put an announcement in the paper reducing the price to \$5.20, and by noon of the first day of the sale every pair of white bucks in the store had been sold. He said he could have sold five dozen extra pair during the week if he had had them. And that, too, at the end of the season.

The popularity of white buck led to the production of a less expensive white leather, which has been called "Nubuck." This new product looks a good deal like the more expensive "white buck;" but, of course, it has not the same wear-qualities. However, it is better in some ways than canvas, and seems to fill a logical gap between canvas shoes of the better type and the more costly "white buck" shoes. Smith-Kasson, of Cincinnati, will retail "nubuck" shoes as low as \$2.50 per pair next season. And, by the way, the big retailing shoe concerns of Cincinnati are predicting big things in the white shoe line next season.

While manufacturers of leather have been developing processes for converting cowhide into the popular product known as "white buck," manufacturers of canvas, of course, have been improving the grade of their material. Consequently some of the objections that used to be urged against white canvas on the score of wear do not obtain as they once did. And this material, as I have said, will be much in evidence next summer. As to which will go better—white canvas low-cuts or button shoes in that material—this is both a con-
 know, is made of cowhides. The hides are first split; so white buck is really processed split leather. Of course, this so-called "buck" leather comes in other colors; e. g., natural and brown shades. The leather is light and flexible, and remarkably strong and durable for a fancy leather. When made up on a swell last, "white buck" has much class to it; and dealers in big stores of our larger cities asked (and got) anywhere from \$7 to \$10 per pair for their white buck shoes. When the summer season was about over, the manager of a big Cincinnati department store found that he had on hand several dozen pairs of white bucks. The store had been selling them at \$7 a pair. The manager of the department told the writer he put an announcement in the paper reducing the price to \$5.20, and by noon of the first day of the sale every pair of white bucks in the store had been sold. He said he could have sold five dozen extra pair during the week if he had had them. And that, too, at the end of the season.



Rouge Rex Shoes

Wolverine Leather Well Put Together



Regardless of his occupation, there is a Rouge Rex Shoe made to perfectly suit the needs of the man who works.

Solid leather throughout; made to wear; over lasts that fit.

Sold under the accompanying trade-mark, which the trade has learned by experience to look for.

Are you prepared for the spring demand, or will this business go to another?

Our salesman is ready to see you. Write today.



Hirth-Krause Co.

Hide to Shoe
Tanners and Shoe Manufacturers

Grand Rapids, Mich.

Not Handsome---But



When you sell a man six, nine or twelve months' wear for \$2.50, it's going some.

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

ture and "a local issue." But the probability is that both sorts will go.

White canvas and white buck pumps of the much-heralded convertible type are looked upon as winners. Along with the plain pumps the customer gets a buckle, a bow, and straps and buttons. The buckle has a modified Colonial tongue of the same material as the shoes, and is attached by means of clasps (like glove fastenings). The buckle or the bow may be worn at pleasure, thus changing the general appearance of the pump. With all these collateral accessories to produce in the course of the sale, it would look as if the salesman had an over-plus of talking points. With that sort of a commodity, even a tongue-tied sales-Johnny ought to get over with it.

In the matter of low-cuts, button shoes, and even the convertible type of pump, there are excellent opportunities for the salesman to interest his customer in some commodity or ornament of a little better grade than goes with the shoe. There are better white laces (or ties) for the low-cut, better buttons for the button shoes, and fancy buckles for the convertible pumps. And the outlook for buckles next summer is extremely gratifying. Of course, the buckle that goes with the pump is an inexpensive one—but the customer is likely to be interested in the more attractive and costlier ornament.

The popularity of white shoes will, of course, make the call for cleaning preparations correspondingly heavy. So the dealer had better be prepared to care for this business that will

naturally come to the findings department next summer. A very new thing in the way of a cleaning preparation is a powder that is applied dry. It is said to work magic in the removal of dirt, grease, stains, etc.—and without injuring the fabric in the least. The process is ever so much quicker and more satisfactory than with the liquid preparations, it is claimed.

Dealers are anticipating a heavy call for children's shoes in white. Children seem to be partial to white. In fact, white has been called the children's color. Little girls particularly seem to love to wear white shoes and stockings. Shoes for the little folks' trade come in a great variety of styles.

Writers on women's styles in dress goods for the coming season tell us that white is going to be much worn; but we seem to have gotten somewhat away from the idea that footwear must match the color of the gown in order to preserve the tonorial effect. Last summer white shoes were worn with all colors of the rainbow; and I dare say they will be so worn during the coming season. Whatever may be one's personal feeling with reference to such a custom, if one is a retail shoe dealer he will not be particular to specify that the white shoes must be worn only with white dresses.

Local shoe dealers can do much to swing their people in line on this white goods proposition. The growing vogue ought to be mentioned frequently in the newspaper announcements, and white ought to figure con-

spicuously in the display windows. It is a bully good stunt to have a display of all-white shoes real early in the action. If one sells hosiery as a subsidiary line, display that, too, and by all means display cleaning preparations along with the goods.

In order to forestall objections, better have the sales force tell the customer about the limitations of white footwear, and the proper means of caring for it in order to get the maximum of wear and style out of the shoes. And by all means have the clerks exercise the greatest care in handling the goods, for the presence of soiled thumbprints on white shoes has a bad psychological effect on the customer; it reminds her of the precarious nature of white. Let her forget that until you get the money for the shoes, then remind her of it—and sell her a box or bottle of some good cleaning preparation.

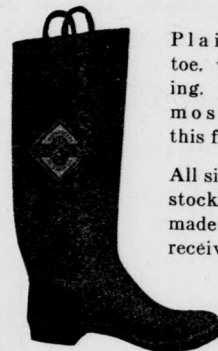
Cid McCay.

Fresh Air Shoes Live Longest.

Fresh air is good for most things, including shoes. But in this instance as in many others the value of fresh air is not rightly estimated. At night the least-thoughtful shake out their clothes, brush off the day's dust and slip each garment over a hanger; and many garments are thrown over a chair before an open window. But how many of even the most fastidious germ-fighters think to air their shoes? Clickety-click into a close closet, or closed shoe box they go, instead of being brushed, pulled into shape and placed where the air can play freely about and through them.

A windowsill is an excellent shoe-airing rack and is convenient for all. Shoes placed there for an hour or so after wearing each day will not only prove refreshing to the feet, but will harbor no foot odors, and the dampness from feet warmth and weather conditions will evaporate, leaving leather and lining renewed to resist the next day's wear.

Elephant Head ATLAS Rubber Boot



Plain edge. cap toe. wool-net lining. One of the most popular of this famous brand.

All sizes always in stock. Shipment made day order is received.

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

If you haven't our illustrated price list of rubber boots and shoes, ask for it.



Mr. Retail Merchant

ARE you anxious to connect with a strictly solid line of Ladies, Misses, Children's and Little Gents' Shoes, made in an up-to-date factory right near you? Are you carrying too many lines? Why not concentrate on a shoe that is right? Then your trouble will be over. We have all the leading styles of lasts, patterns and

designs of uppers, and our shoemaking is equal to the best. Get rid of your perplexities by dealing with a factory that can make just what you want and make it quick. We have pleased the leading merchants throughout the Middle West during the last generation.

WRITE FOR SALESMAN TO-DAY

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

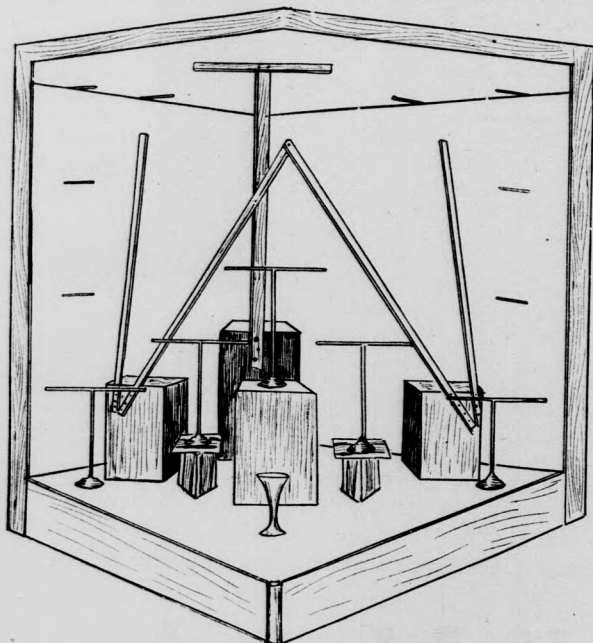


Attractive Window Display of Lace and Trimmings.

Wall paper printed in imitation of wood makes an effective cover for window backgrounds. It can last through a season if you like, with an

designs that can be worked out to advantage.

For example, with this paper you can produce fixtures that look like logs. Put it on some round object and you have the trunk of a tree. Bend it around boards for the back-

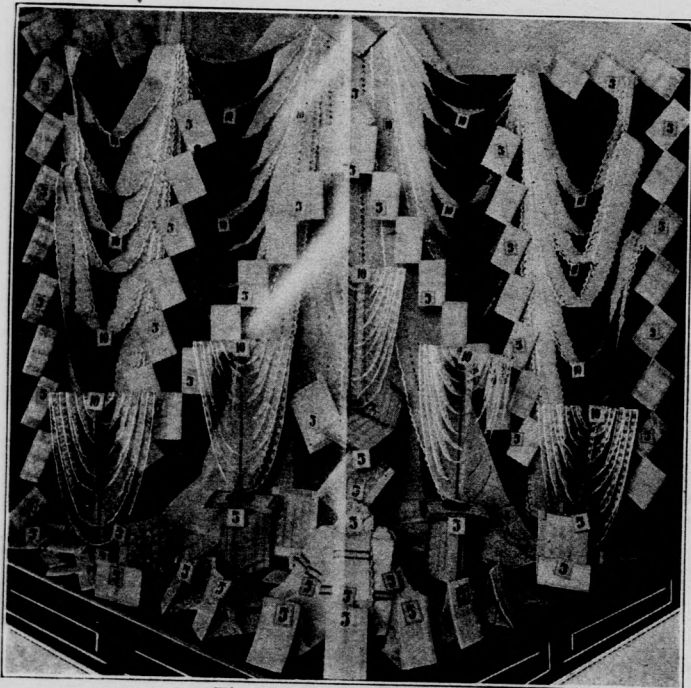


Ready For the Merchandise.

occasional change in the scheme with crepe paper.

It can be purchased in various designs and colors. Through it very attractive wooded effects can be produced on your backgrounds. A little practice with it will suggest many

grounds and you will have a log effect there, too. Pasted flat on the background it looks like hardwood. If your background is of common lumber you had better put some unbleached muslin on it before pasting on the paper.



The Display Photographed.

For a top border with one of these wood paper backgrounds, you can use wall paper panels in various designs. Or you can make an icicle effect out of felt and mica. Another good scheme is to cut scenes out of the decorated crepe paper. These will fit in with most any kind of background.

The Window Photographed.

What you will need in fixtures and equipment:

- One glass vase.
- Five wooden boxes.
- One 61-inch board, 42 inches long.
- Six 6-inch boards, 24 inches long.
- Two small wooden strips, 24 inches long.
- One 6-inch board, 30 inches long.
- One glass bowl.
- Two laths.
- Six metal T-stands.
- Five rolls red crepe paper.
- One roll white crepe paper.
- A paper of pins.
- A few nails.
- Price tickets.

Ready For the Merchandise.

The arrangement for this lace window calls for a little extra work on the background, which should be covered with red crepe paper.

Cut two inches off the end of the roll of white crepe paper. As you unroll this strip pull one edge between your thumb and forefinger to produce a ruching effect. Do the same for the other edge and then pin it to the top of the background for a border.

Cut another strip of paper an inch wide, producing the ruching as before. Pin this over the center of the border in a spiral shape. This is easily done. Simply pin one end of the strip down and twist the strip around, pinning it at each turn.

Make seven more of these spiral strips and pin to the background where the folds of the dark crepe paper (preferably red in this instance) meet.

Now for putting in the merchandise: Nail a 24-inch strip to the top corner of the background on the left end for a side-arm. Pin a dozen 12-yard bolts of lace to this, corner by corner. Eight should be in one row and four in the other.

How To Festoon Lace.

Next place two boxes, end on end, in the corner. Over these put a 42-inch board. Put an inverted glass vase in the center of this board. Place a T-stand on top of the vase and drape therefrom a 12-yard bolt of lace. Pin one end to the T-stand at the right and let the festoon extend to the bottom of the vase. Carry the lace up to the other end of the T-stand, lay it over to the back and pin. Then bring it to the front again and make another festoon about 2 inches above the bottom one. Repeat this operation until you have twelve festoons, taking up the entire bolt.

Drape two other T-stands with eleven festoons of lace in the same manner. The lower one in this instance should extend to the bottom of the stand. Put one of these on each side of the vase, resting on what is left of the bolt of lace.

The two small units on the upper shelf are made of ten bolts of lace, six large and four small.

Make a "V" of Lath.

Then lay the two laths against the upper shelf in an inverted "V" fashion. They should reach nearly to the front of the window. Pin one bolt across the point of the "V" and seven more on each lath, corner to corner.

Drape twelve yards of lace on another T-stand and place this on a box resting on the floor in front of the corner unit. Arrange nine bolts around the base of the T-stand in the same manner indicated and then pin six more to the front of the box, corner to corner. The top of the T-stand in this unit should be even with the base of the vase in the higher unit.

Drape twelve yards of lace on a fifth T-stand. Place it on a box to the left. Drape what remains of the lace up on the background near the border in a rosette effect. Build up five bolts of lace on the left of the stand; three on the right and put one underneath. Pin two small bolts to each corner of the shelf and one large one in the center. Ditto for the T-stand and box on the right corner.

Floor Plan Is Easy.

Invert a glass bowl near the front corner. Place on it the 30-inch board covered with crepe paper. Arrange on the board nine sash pins.

This is all except for the small articles of jewelry, etc., on the floor, the display of which is plain in the photograph. These consist of eight pairs of small scissors, eight thread boxes and two pyramids of thread, eleven spools each; two dozen assorted small brooches, and the like, and a card of beauty pins at the front.

Years Well Spent.

One of Pittsburg's leading manufacturers does not think so highly of the value of a college career. He was taking a fellow magnate to task the other day.

"Well, I hear your son is through college."

"Yes, he's through."

"Put in four years, I s'pose?"

"Four years."

"And did he learn anything whatever that was useful during those years?"

"Oh, yes. He learned to operate an automobile so well that we have put him in charge of one of our big electric trucks."

Not That Kind of Sinner.

A story is told of a certain clergyman who was fond of making sharp remarks. One Christmas Day, after a fall of snow, he was wending his way along a country road in company with a parishioner. His companion suddenly stepped upon a hidden slide, and came down with a thud.

Looking gravely down at him, the pastor solemnly said:

"Ah, my friend, sinners stand on slippery places."

"Yes, I see they do; but I can't," was the indignant rejoinder of the fallen member of his flock.



YOUR customers get the goods for which they pay. You should be as sure of getting the money for the goods you sell.

Whether you do or not depends entirely on the system you use in conducting your business.

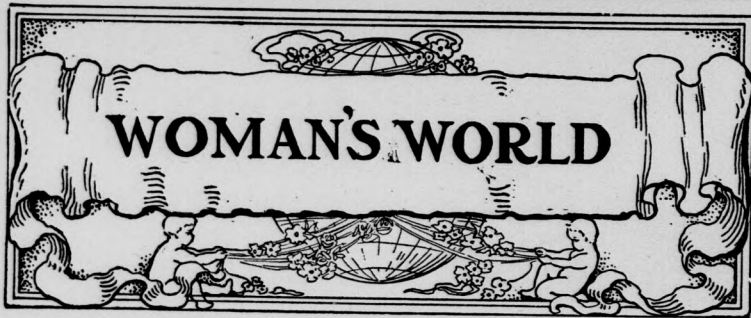
The old way was to depend on memory and habit.

With our new system, you depend on machinery which enforces accuracy and stops mistakes in your store.

The ***National Cash Register*** will systematize your business, so that you will be as sure of getting all your profits as your customers are of getting their goods.

It will pay you to investigate. Call or write.

The National Cash Register Company, Dayton, Ohio



Ambitious Girl or Contented Girl—Which?

Written for the Tradesman.

A young man living in Iowa writes to me asking which I think makes the better wife, "the woman who is perfectly satisfied to take things as they come and never worries about laying up money, or the one who always is anxiously striving to get ahead?"

He encloses stamp for reply, heartily thanks me in advance for my trouble and hopes I will answer at my earliest convenience. Then he says, "Yours very respectfully," and signs his name.

This young Iowan evidently is a wary soul, for he is careful to furnish no clue as to his own feelings and inclinations regarding this important matter. I can make only the vaguest guess as to what kind of an answer he desires to receive. Beyond the brief question quoted he furnishes no data whatever. Evidently he wants an unbiased opinion.

While he is careful not to say so, I take it that he has a very special reason for making this urgent enquiry. Never having known a young fellow to become much interested in such themes in the abstract, between his concise and noncommittal lines I read that he is acquainted with two young ladies, one a concrete embodiment of sweet contentment, and the other considerable of a hustler, and that he is debating within his own mind as to which one he may better entrust with the keeping of his prudent and possibly rather calculating heart.

The question as he puts it is a poser. You see it all depends. For a man who is a born money-maker, a man of the Rockefeller-Carnegie type, it would seem that the kind of wife who is amiably satisfied with whatever fortune may bring would answer very nicely. Since to this sort of man fortune is very sure to bring a great plenty, why need his wife go to the trouble of any ambitious striving for bettering their circumstances?

If, on the other hand, a man is thriftless, lacking in energy, resourceful and initiative, of unsound judgment, a "poor cal'alater," as an old lady expressed it—one of the kind likely to settle down into innocuous desuetude long before reaching middle age—then surely he needs a wife who has not only ambitious strivings but the ability to realize on them and, through her own efforts, to gather in the coin.

It would be cruelly unjust to consign an unknown young fellow to this last category; and, since Nature makes only about one man in ten thousand a real financier, it is mathe-

matically improbable that he belongs to the class first spoken of. Most likely he is just an average man, and the average man needs as his help-mate a wife whose disposition holds a fair share of quiet content and also a proper amount of ambition. About half and half of the two qualities makes a good mixture.

I will venture to suggest to our Iowa friend that if one young lady manifests only the one attribute, and the other young lady is overstrung on the other attribute, that if he is still fairly heart-whole, he might do as well to look farther. I am a little afraid that with either of these girls it will be a case of "if you get one you'll wish you had gotten the other."

Speaking in solemn earnest, the average man needs a wife who can extract the largest amount of comfort and happiness from a small income, but who also acts as a constant incentive to greater efforts and larger remuneration; who is a solace and comforter in all his troubles, and at the same time somewhat of a spur; who enjoys to the full any little luxury as a night at the theater, a picnic, or any sort of an outing, but who also keeps a sharp lookout for saving even the pennies, and takes a commendable pride in a growing bank account or in a comfortable home paid for by wholesome economies.

The right kind of a wife will if necessary supplement her husband's earnings by her own; but under normal circumstances and a fair degree of prosperity she does not put her shoulder to the wheel so zealously that he feels that all responsibility has been lifted from him. She prefers not to dwarf his abilities by superior achievements on her part, but walks by his side as his companion and inspiration.

I can claim no possible credit for having originated the idea that the best sort of a woman is one in whom thrift and amiability are about evenly balanced. If our enquiring Iowan will turn to the latter part of the thirty-first chapter of the book of Proverbs he will find a most admirable summary of desirable traits in womanly character. I can make only brief extracts:

"She seeketh wool and flax, and worketh willingly with her hands. * * * She riseth also while it is yet night, and giveth food to her household. * * * She considereth a field and buyeth it. * * * She perceiveth that her merchandise is profitable; her lamp goeth not out by night."

This was written probably several hundred years before Christ, yet in

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



Satisfy and Multiply
 Flour Trade with

"Purity Patent" Flour

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

Valley City Biscuit Co.

Grand Rapids, Mich.

Manufacturers of

Cookies and Crackers

Write for Price Lists

We Make a Specialty of 10c and 12c Cookies

NOT IN THE TRUST

Just as Sure as the Sun
 Rises

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.

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.

this year of grace 1912 it is hard to find a better or more graphic description of a shrewd, energetic, hustling woman.

The authorship of the first part of this same chapter is attributed to King Lemuel. As to this famous description of a model wife, authorities can not tell to whom to ascribe it—it certainly would do credit to Solomon himself.

She displays other traits besides ambitious strivings: "She stretcheth out her hand to the poor," and, what is more remarkable considering the account of her manifold labors, "She openeth her mouth with wisdom; and the law of kindness is on her tongue."

Personally it seems to me that it is putting it a little strong to commend working all night. The Orientals are somewhat given to hyperbole. Nor have I ever known a lady to be as much of a pusher as this one is described, and yet always have the law of kindness on her tongue. Since the description is of a purely ideal character, it is no heresy to add that I doubt whether Solomon, even with all his acquaintance with the sex, ever saw such a woman in real life. These are, however, minor points. The main thing is that a wise writer and keen student of human nature twenty-five or more centuries ago discerned that not financial acumen alone, nor an agreeable personality alone, nor piety alone, is enough, but that the perfect woman must possess all three in well-balanced combination.

The same writer ably sums up the value of such a wife:

"A worthy woman who can find? For her price is far above rubies. The heart of her husband trusteth in her, and he shall have no lack of gain."

I commend all this to my Iowa correspondent for careful study.

And to the whole sisterhood of women, even the most progressive and enlightened, the newest of them all, I counsel a frequent reading of this old, old recital of What a Woman Can Do. Quillo.

Reasons For Opposition To Parcels Post.

The following letter, sent to Congressman Martin by the firm of Lee & Prentis, of Vermilion, South Dakota, expresses that firm's views on the parcels post question. The letter follows:

Vermilion, S. D., Feb. 15, 1912.
Hon. Eben W. Martin, Washington, D. C.

Dear Sir—We have to-day forward-

ed to Senator Gamble and Representative Burke a petition signed by the business men of this city protesting against the enactment of the proposed parcels post law. We believe that the passage of this bill would be destructive to the smaller cities and towns, and in the end would work great injury to the farming communities as well, by the depreciation in value of their property. This bill is purely in the interest of the mail order and catalogue houses and is not asked for or advocated in the interest of the retail merchants. The catalogue houses are trying to make it appear that this bill is purely in the interest of the local country merchants, which is clearly false on the face of it. If this bill were passed, within a year the catalogue houses would claim that it was special legislation and unconstitutional, and in this contention they would doubtless be sustained, for a law of this kind should apply to all sections of the country.

Congress has ample power to remedy present conditions without resorting to the parcels post service and making a freight line of our present mail service, destroying its efficiency and causing an enormous deficit; by enacting laws that will compel the express companies to perform their service at reasonable rates. The railroads should be made to handle the express matter on their lines, instead of going into partnership with the express companies to rob the public. They could handle the express matter at less than half present rates and still make an enormous profit. It should also be borne in mind that only a small percentage of the merchandise bought by the retail merchant is shipped in by express, consequently the consumer is not paying either mail or express rates on his purchase.

This bill if enacted into law will practically mean destruction to the entire retail as well as the legitimate wholesale business, for they are naturally dependent on one another. If the farming communities or the public generally would be benefited by the passage of this bill we would have no reason for complaint, but the enormous profits of the mail order houses, as shown by their own statement, is the best evidence that the public is not getting value received for its money and it is therefore an injury instead of a benefit to them. This is not an individual matter but expresses the opinion of the trade generally, for it is easy to see what an injustice and demoralization this would mean to the whole country for it

would enrich a few at the expense of many, which is the whole object of the bill. And the greatest sufferers in the long run would be the patrons of the catalogue houses, whom they pretend it would benefit, by the destruction of their cities, and the consequent depreciation in value of their property.

We earnestly hope that you will oppose the passage of the parcels post bill as it is absolutely unnecessary and unjustifiable from any viewpoint.
Lee & Prentis.

Wrong Number? Call Again.

She—In a way, getting married is like using the telephone.

He—How so?

She—One doesn't always get the party one wants.

Buy a Seller
Win a Buyer
Sell a Winner

Grand Rapids Broom Co.

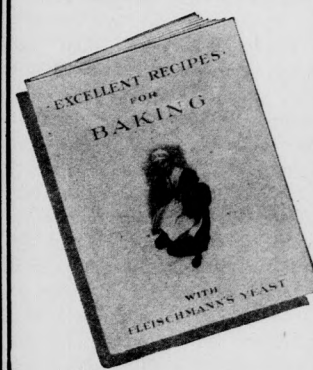
Manufacturers of the following standard brands:

Puritan
Jewel
Winner
Wittier Special

These are the leaders in brooms

Sold by your jobber

If your jobber does not handle our line write us



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

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

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.

Are YOU Selling WINGOLD Flour?

IT REPEATS

Distributed by

LEMON & WHEELER CO.

Grand Rapids



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.

How To Sell Stoves.

At the recent convention of retail hardware dealers of Ontario, held at Guelph, E. Holt Gurney, of Toronto, gave an interesting talk on the handling of stoves. He said:

"Occasionally I have had stove men say to me that the stove business is a difficult one to handle; that it takes up a lot of floor space and requires a lot of work, and that when there is water connection in the town, it takes a special man to make the connection, and, generally have been pessimistic as to whether it pays to handle them.

"There are some progressive hardware men who run a store without a stove department. When a woman buys a stove, if she likes it, you have her for a permanent customer for your store. There is nothing in the home required more than a stove. Two-thirds of the housework is done around it. If a hardware dealer supplies a stove which simplifies cooking, the housewife is a friend of his and his store for life.

"Almost all hardware men might start a stove inspection department. By this I mean that when he sells a stove it would pay him to put an inspector or a salesman into the house where that stove is, every two or three months, to see that the stove is working right. Another thing, this would lead to the sale of screen doors, hammocks and other hardware. In the United States there has been a change in the way stoves are being handled. Hardware men seem to have lost sight of the fact that a stove would draw a woman's trade to the store she bought the stove at and have quit handling the line. As a result many furniture stores have stocked a line of stoves and are doing a big business. After handling stoves for a while, they find they are asked for enamelware and open a new department for this line. One thing leads on to another until finally they are carrying almost a complete line of hardware."

To Sell Stoves Requires Brains.

"To sell a stove," continued Mr. Gurney, "calls for the most difficult line of salesmanship of any article in the store. Anybody who is going to buy a saw or package of tacks, or any other hardware item, will go to a store, and if satisfied pay the money and take the goods away. When a stove is to be purchased, however, at cost of \$40 or \$50, the situation is different. The spending

of \$40 or \$50 in the ordinary household is an unusual event. Here the competition in salesmanship is keen, and in selling goods the displaying of them enters largely into the question. I was at a recent meeting of the Advertising Club of Toronto, and heard a prominent advertising man tell a story of how he sold some goods that a firm thought were sticklers. A concern in New York, said the advertising man, 'had bought \$30,000 or \$40,000 worth of art prints. They could not sell these and brought me in. These prints were about 18 inches long. I built a frame into which I put these pictures. Running along the top of the frame I made a little trough and installed small electric lights. Then I had curtains bearing a monogram made to drape the pictures. One day, shortly after, I went out to see a wealthy New York art collector, and on being ushered into his den asked him to turn out the lights, draw the blinds and went through a lot of other rigmarole to add to the effect, when I showed him the pictures. When everything was ready I drew the curtains, lighted the electric lights and the effect was elegant. As a result of this piece of work I sold the man the picture for \$500, and it was not long before the rest of the prints were sold."

"A short time ago I was in Seattle and visited one of the biggest stove men in that city. The samples he used for display purposes were elegant. I asked him how he kept them in such good order, and he informed me that he went over them every day polishing the nickel, blacking the whole stove and keeping it in A1 shape, so that everything would be in readiness when a customer came in. This is the way to go into the stove business, and if a man will not go into it this way he had better stay out."

Hardware Men Must Be Clever.

Continuing, Mr. Gurney said that a hardware man had to be a very clever fellow. There are about as many lines in a hardware store as in a department store. He must know all the different lines he carries, and besides this, inspect his books, look after collections, etc. Therefore, it becomes a very hard thing for the hardware man to have the latest information about all his goods. Consequently, where a special line of stoves is carried the co-operation of the manufacturer is necessary. He should suggest display methods and other talking points to help the retailer handle them in the best way possible. Manufacturers' helps, however,

are sometimes discounted by irregular claims. Some manufacturers state that all the retailers have to do is buy the goods, stick them in the window, and then sit in a chair and let the goods sell themselves. A line of this nature has yet to be introduced.

Stoves Sell Other Lines.

"If a retailer has a stove line which is attractive," said Mr. Gurney, "and has good selling points, is well displayed and has the manufacturer's co-operation, it will bring trade to the store and create good business. Re competitive business let me say a few words: Every department store that sells stoves is great on the use of leaders. One of the largest department stores in Canada follows this



DON'T FAIL.
 To send for catalog showing our line of
**PEANUT ROASTERS,
 CORN POPPERS, &c.**
LIBERAL TERMS.
 KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

**ROBIN HOOD
 AMMUNITION** (Not Made by a Trust)
 Ask for special co-operative selling plan. Big Profits
Robin Hood Ammunition Co.
 Bee St., Swanton, Vt.

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.

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

CLARK-WEAVER CO.
WHOLESALE HARDWARE
GRAND RAPIDS, MICHIGAN

We ALWAYS Ship Goods Same Day Order is Received



We Manufacture

Public Seating

Exclusively



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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

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

policy with regards to women's goods. They take their notions, such as hairpins, needles and other small stuff, and sell them at flat cost in order to bring buyers into the store. Then they can sell them something else. They have done this in the stove department, too. I would advocate that the dealers sell their leading lines practically without profit in order to introduce the other goods. I would, however, penalize a salesman for selling too many leaders. This may seem funny, but it is fighting the devil with fire.

"From orders we have received at our factory, I can see that in some sections of the country very few stoves are sold, most of them coming from department stores, while in other sections of the country quite a large number are disposed of. This is caused entirely by the activity or inactivity of the local dealers. If dealers would get out and do a little missionary work they would find it profitable."

The Art of Advertising.

Mr. Gurney then touched on the subject of advertising. He stated that manufacturers have men who can sell stoves but can not write an advertisement and, therefore, can not help the retailer in this respect. The average hardwareman who is writing advertisements or putting out printed matter, should consult an advertising man if he wants to get in competition with department stores. A well displayed advertisement is a pretty hard thing to buck up against, and the local man who has this, a good

connection and a nice manner, is bound to succeed. The mail order houses in the states have been successful, but they have been less successful in the stove line than in any other. One man told Mr. Gurney that it cost him \$5 per stove to sell a first-class range, but stated he was willing to do this as he realized it brought other business.

Evil of Price Cutting.

Speaking of price cutting, Mr. Gurney stated he was very much against this, and advised the various hardwaremen to get together and see that prices were kept uniform in their respective towns.

Coming back again to the subject of co-operation between manufacturer and retailer, the speaker thought the matter should be gone into more thoroughly. "Dealers should ask for more than they do now," said Mr. Gurney. "If the stove manufacturer is a good merchant he should give the men who are selling his goods the very best he has, for two purposes, one to shut out the other man and the other to make new business."

Activities in the Hoosier State.

Written for the Tradesman.

A modern fireproof hotel, costing \$20,000, will be built at Linton.

The Hollingsworth-Turner Co., the largest ice and ice cream concern in Northern Indiana, has been formed at South Bend, with \$100,000 capital. The new company is a merger of the Independent Ice Co., the Co-operative Ice Co. and the Hollingsworth-Turner Co.

The right of the State to prohibit the sale of preserved food stuffs containing benzoate of soda has been upheld by a Federal court decision. Manufacturers made the plea that benzoate of soda in small quantities is harmless.

It is expected that the new Ft. Wayne & Toledo electric line will be in operation between Ft. Wayne and Bryan, Ohio, by October 1. The new road will open a virgin territory and will give continuous electric road service from Ft. Wayne through Toledo and Cleveland to Buffalo.

Auburn is a busy city of 5,000 people, and with a Commercial Club that is boosting its interests every minute.

In 1904 Ft. Wayne had one inter-urban road and to-day the city has five in operation, with others being planned. The electric roads have been a great factor in the development of the city.

Ft. Wayne's first school savings bank opened this week.

The magnificent gift to Ft. Wayne of a tract of land for park purposes by David N. and Samuel M. Foster has been accepted by the Park Commissioners, with the recommendation that the park be improved and opened without delay. "We commend the donors," says the Board, "for their public spirited action, through which they have erected unto themselves a grand monument that will for ages to come perpetuate not only their names, but also the memory of their civic consciousness, of their disinterested love toward their fellow citi-

zens, and of their municipal patriotism serving as a glorious example to be imitated by the present and by future generations, a living and growing monument which, with its green boughs, its shaded walks and driveways, its singing birds, its rippling waters, its brilliant flowers and other charms of nature, giving rest and recreation, joy and happiness to thousands of men, women and children, will be more enduring and beneficial by far than a mere record engraved on cold, dead stone could ever be—a monument that will be the pride of Ft. Wayne and a constant delight to every inhabitant of the city."

The rental price of stalls on the city market, Ft. Wayne, has been fixed at 15 cents a day, or \$15 a year. The city has been twice enjoined from charging what was deemed to be exorbitant rates. The original schedule was 25 cents a day or \$25 a year, and after an injunction suit the price was reduced to 20 cents a day, or \$20 a year. Another injunction suit followed, but the new schedule is not likely to be contested.

The Ft. Wayne Commercial Club has elected the following officers for 1912: President, T. F. Thieme; Vice-Presidents, S. E. Mulholland and W. E. Doud; Secretary, Chas. L. Biedewolf; Treasurer, J. Ross McCulloch; Directors, W. N. Ballou, G. W. Beers, C. E. Bond, H. J. Bowerfind, C. A. Dunkelberg, R. B. Hanna, F. S. Hunting, Van B. Perrine, G. H. Van Arnam, Theo. Wentz and J. B. Franke. Almond Griffen.

CUT OUT BIG ICE BILLS

If you knew, Mr. Marketman, what your saving in ice bills would amount to each year, you would install our system at once.

Brecht's Enclosed Circulating Brine System

of one to twenty tons capacity, for artificial refrigeration is the most practical, economical and simple on the market. It is not an expense, but a good investment.

A few hours' operation each day is sufficient to maintain a low temperature at a cost below your expectations.

WHAT YOU SAVE IN ICE BILLS WILL SOON PAY FOR IT

Investigate this today and have it installed before hot weather

Address Dept. "A"

THE BRECHT COMPANY

ESTABLISHED 1853

Main Offices and Factories: 1201-1215 CASS AVE., ST. LOUIS, U. S. A.



New York

Denver

San Francisco, Cal.

Hamburg

Buenos Aires



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

Wafted Down From Grand Traverse Bay.

Traverse City, April 1—O. D. Sheldon, formerly with the Badger Candy Co., has been added to the Musselman Grocery Co. selling force. Mr. Sheldon at one time was in business at Copemish. The boys extend congratulations and best wishes.

Fred Meyers, of Manton, salesman for the Olds Gasoline Engine Co., contemplates making Traverse City his headquarters in the near future. We welcome you and your family to this city.

We are pleased to report at this writing that L. J. Firzlaff, who recently underwent an operation for appendicitis at a Manistee hospital, is on the mend and we hope to report a speedy recovery.

Fred Van Tyle, of Bay City Council, is spending Sunday in our city and, by the way, Fred is chairman of affairs at the Grand Council meeting to be held in Bay City in June, and he reports that nothing is being spared by its members to make it a huge success.

Fred Read, of the Stearns Hotel, Ludington, is to be congratulated for the installation of the sanitary liquid soap devices.

A movement is on foot among the citizens of Mesick, Sherman and Glengarry to apply for a new union station just north of Mesick, on the Ann Arbor, where the Buckley division of the M. & N. E. crosses the line. This would surely meet the approval of the traveling public.

Traverse City Council will observe memorial services Sunday, March 14. A cordial invitation was extended from one of the pastors and the boys will attend in a body. This is in honor of our first Supreme Secretary, Chas. Benton Flagg, and all subordinate councils are requested to meet on Memorial Day to engage in appro-

prate services and exercises. All U. C. T.'s welcome. Fred C. Richter.

Old Acquaintances.

There are few men in this country fatter than President Taft. There are equally few who get more amusement out of their own avoirdupois.

Senator Nathan B. Scott, who always tries to get off something funny when he goes to the White House, told Mr. Taft one day:

"You know, Mr. President, it is a very usual thing for fat men to get thin as they grow older."

"Well," replied the President laughingly, "if that happens to me it will give me an opportunity to see something of some old acquaintances of mine."

"Who are they?" asked Scott.

"My ribs," replied Mr. Taft.

Diplomatic.

First Legislator—You don't do anything for the suffragists yet they seem to like you. How do you manage it?

Second Legislator—Easy enough. When they come to me I tell them I'll be perfectly willing to talk about their voting when they look old enough to vote, and that sends them away smiling.

Only a good man can believe that a woman is better than he is.

Activities in the Buckeye State.

Written for the Tradesman.

The Boys' Box Co. has been incorporated at Dayton. Its original stockholders are fourteen school boys, and the boys will manufacture porch, window and flower stands, hanging flower baskets, tables, chairs, desks, tabourettes, book racks and umbrella stands. All pieces will be made of dark oak in mission style.

Noon day luncheons are being made a successful feature by the Canton Business Men's Association.

Cleveland is planning to install three sewage disposal plants at a cost of a million dollars.

Chillicothe, the first capital of Ohio and the place where the constitution of 1802 was written, invites the Constitutional convention now in session in Columbus to come over there for one day's meeting. The session will be held in the old court house, the first State house of Ohio, and the delegates will occupy the chairs used by Governor Tiffin and other early officials of the State.

Toledo is trying to secure the branch auto plant which the Cadillac Co., of Detroit, plans to establish in some outside city.

Hotel managers of Columbus have decided to contribute \$3,000 annually to the Chamber of Commerce of that \$20,000 to \$50,000.

Bureau well greased.

The Dolphin Hosiery Co., of Toledo, has increased its capital from city in order to keep its Convention

Cedar Point is fast becoming the Atlantic City of the Middle West. New hotels, automobile drives and amusement features are among the improvements planned for this year.

In order to stimulate better farming methods the Hay and Grain Producers' Association of Northwestern Ohio will send thirteen boys raising

the best acres of corn this year on a complimentary trip to Washington next fall.

After a long fight Akron has purchased the private water works plant for \$815,000.

The final result of the cost of living investigation among students of the Ohio State University shows that \$456 is the average amount necessary for each student, including both resident and non-resident, during a year of thirty-two weeks.

The Scioto Valley Supply Co., of Columbus, has purchased the W. H. Allman Co.'s business at Canton and will enlarge the line of supplies for plumbers, mills, mines, railways and water works.

The proposition to issue bonds for \$60,000 for a sewage disposal plant was defeated at Cambridge.

Several cities of the State will fight the high cost of living by vacant lot cultivation, raising vegetables in the back yards.

The recent convention of the moving picture men, held at Dayton, was a success. Moving pictures are finding uses larger now than merely for entertainment. They have educational value and are being introduced in city schools. They are also entering into the commercial world, and recently at Columbus an audience composed of architects, builders, metal workers and others was shown by moving pictures a steel plant in operation, the handling of crude material, the rolling, ingot casting, furnace tapping, removing of slag, annealing and the action of huge hammers and other machinery.

Almond Griffen.

Even the proudest of women are willing to accept orders when the time is ripe; and to be domineered over by the right man is a thing all good women warmly desire.

**YOU ARE ALWAYS SURE of a sale
 and a profit if you stock SAPOLIO.
 You can increase your trade and the
 comfort of your customers by stocking**

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

News and Gossip of the Traveling Boys.

Grand Rapids, April 2—With this issue of the Tradesman the writer winds up his work as correspondent for the Grand Rapids travelers and the United Commercial Travelers. The work will, undoubtedly, be carried on by Walter Ryder, assisted by his brother, Edward. With a small amount of help from the boys the column given to the Grand Rapids boys can be made a huge success, so we will ask the boys (of 131 especially) to boost for the "only" Council, 131, by handing the future correspondent an item now and then. To those who have given us a helping hand we extend our thanks. In behalf of the boys, we wish to extend their sincere thanks for the many kindnesses shown them through the columns of this magnificent journal, by that grand friend of the traveling men, E. A. Stowe.

Eat, drink and be merry for the next assessment will soon be due.

We are glad to know that the new manager of Edson, Moore & Co.'s Grand Rapids office is a subscriber to the Tradesman, so our good friend, John Hendricks, will still be in a position to read some.

Sign on Grand Rapids street cars: "Cheer up, Ramona will be open soon." The comon trash would cheer up more if the company would give better service.

This is our last chance to speak a word regarding next year's banquet, to be given by the U. C. T. The hotel banquet rooms are by far too small to accommodate the crowd. The Coliseum is the only logical place for such an event. With the tickets sold to the members and local travelers, the revenue should be sufficient to cover the extra expense. The advertising and effect on the non-members should greatly increase the membership of Grand Rapids Council.

J. J. Berg, of South Bend, spent the week in Grand Rapids on business. Mr. Berg is a former resident of Grand Rapids and a member of Grand Rapids Council.

But we notice Mr. Stowe didn't say what one McNamara said about him.

Sheriff Hurley should appoint some of those specialty salesmen as deputies. Awfully hard to get away from them.

To those who can not remember the name of the new manager of Edson, Moore & Co.'s office, we wish to again impress on them the proper name, Milo W. Whims. After being introduced, he has been called by the following names: Wind, Slim, Prim, Wench and some names we are not allowed to publish.

E. W. Smith (Ira M. Smith Mercantile Co.) reports the arrival of a baby girl, weight five pounds, one ounce. Mr. Smith probably stood on the scales himself, causing the extra one ounce to register.

The attention of the State Board of Health is called to the Marion Hotel at Marion.

J. Albert Keane and family will spend Easter Sunday with relatives in Detroit.

Mr. Wheaton, the Traverse City representative for the Lemon &

Wheeler Company, has been dubbed L. & W.; the Grand Rapids representative as the Apricot Holdover Kid—whatever that refers to.

The following hotels are still clinging to the roller towel, and unless they make a change very soon the traveling men will do the changing—change to other quarters:

Park Hotel, Muskegon.
Hotel Marion, Marion.
Crathmore, Grand Rapids.
Lakeview, St. Joseph.

Each week following there will be a list published of those hotels which still use the roller towel. None will be passed over. The change must come about sooner or later. Why not now?

The severest arraignment the roller towel has yet received is the poetry dedicated in its honor by our esteemed friend and next Grand Secretary of the U. C. T., Fritz C. Richter.

Don't forget the U. C. T. meeting Saturday night, April 6. Bring in that application with you this week.

And still they come! We used to think that the traveling men were strong for race suicide, directly in opposition to what our boisterous ex-



President Roosevelt advocated. We have learned our mistake. If you want to be convinced yourself, just start a gallery for peddlers' babies. And the fat father of this fat baby is well known through nearly all this settlement—and so is his line through his splendid work as a salesman. And we must add, also, through the splendid line he has to sell, Kady suspenders. Ralph Lichtenauer, the proud father of this week's subject, has represented the Ohio Suspender Co. for several years and has placed his lines in all the important towns of Michigan—but we are getting away from the real subject again. We needn't say any more. The picture will speak for itself. Permit us to introduce the "only" little Kady baby, M. Jane, age 18 months.

Neil DeYoung, who has recently been appointed District Passenger Agent of the Pere Marquette, wishes us to announce through these columns that he is with the traveling boys at all times, and if they have any suggestions or complaints to make, he would be pleased to hear from them. There are changes to be made in the schedules that will benefit the traveling fraternity, and

all will be in operation within a few days. The writer, being personally acquainted with Mr. DeYoung, knows that he means what he says, and we again urge the boys to boost instead of knock the Pere Marquette.

At a meeting held last Sunday Chas. Reynolds was appointed manager of the U. C. T. ball team for 1912. Although Reynolds has not as yet accepted, every influence will be brought to bear to have him accept. Charlie is a manager of no mean ability; in fact, he has the reputation of being the best manager of semi-professional ball teams in Western Michigan. A few years ago he managed the U. C. T. ball team and when he took it in charge he had nothing but mediocre material to start with. Before the season was over he had a team that cleaned up on most of the semi-professional teams in and about Grand Rapids. His acceptance as manager will be a boon to the U. C. T. and their baseball team.

Yes, we used to live in Grand Rapids.

Slim Eggeman and Skinny Wallace (Milwaukee) spent Sunday in Grand Rapids.

Walter Lawton left his grip in a street car when he arrived in Grand Rapids last Saturday. Must have had either a very good or a very rotten week.

Notice we always say the traveling men arrive in Grand Rapids on Saturday. Far be it from our intentions to get them in wrong.

Again we wish to thank the traveling men for their response to our request for a few items for this week's issue. They responded like a confirmed dead-beat would to a dunning letter.

Are you, Mr. U. C. T. member, doing your share to make it 500 for 131?

To the many requests we have received from Ed. Donohue (National Candy Co.), we wish to say that Augustus Dieterle is a German and not an Indian, as Mr. Donohue had supposed.

Luke Wilkinson has renounced his nationality also. He is an Indian no longer.

A. F. S.: Sure we know why it was so quiet in Grand Rapids last Saturday. Wilbur Burns was in the Upper Peninsula, G. K. Coffee went away, Geo. Abbott went home early and Hub Baker and Dick Warner, Sr., didn't have a quarrel all day.

Fred Dimer, all around good sport and metal polish salesman, might be able to make arrangements with the local promoters to get on for a real bout.

Next U. C. T. dance Saturday night, April 13.

L. J. Firzloff, of Manistee, representative for the Hoffman Sons' Co., of Milwaukee, and who was stricken with a severe attack of appendicitis last week, is doing very nicely and is now entirely out of danger.

James Phillips, who has been quite ill at the St. Louis Sanitarium, has been moved to the Elwell Sanitarium and is being cared for by his wife. He will be glad to welcome any of the boys who may find time to call.

At the U. C. T. meeting to be held on Saturday night a special program will be prepared in honor of the Grand Junior Counselor, who will pay the local Council a visit. A special Easter luncheon will be served and the degree team will put a number of candidates through their paces.

The will of the people(?) Mecosta county goes dry by 59 majority, Otsego county goes wet by 18 and Roscommon goes wet by 50.

It is hoped that every U. C. T. member will be present at the meeting Saturday night to give the new Senior Counselor a good sendoff. The gavel will fall at 7:30. Visiting members are cordially invited.

E. C. Jones, formerly with Foster, Stevens & Co., has accepted a position with the Cleveland Alloys Co., of Cleveland. His territory will embrace the greater part of Western Michigan.

Some lucrative work, that campaigning for the Anti-Saloon League.

Bill Bosman and wife attended church last Sunday. As usual, this item was handed to us. We did not see them there. Wish to congratulate William if he has reformed.

If the money used in making those counties play see-saw was used to feed and clothe the poor, how many it would take care of.

Lewis H. Fuller, the Havana dispenser for the Peck Drug Co., has resigned and accepted a position as city salesman for the National Biscuit Co. Mr. Fuller takes the place of Earl Warren, who has been transferred to Albion.

Geo. Perry was elected Mayor—not of Grand Rapids, but of Gladstone.

Our last word, "Boost!"

J. M. Goldstein.

Traveler Is Quarantined.

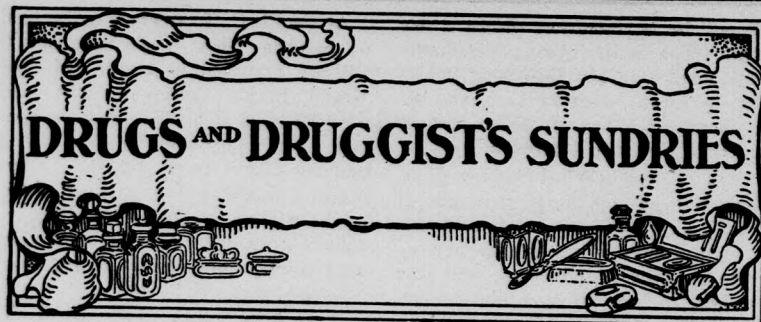
Kalamazoo, April 1—Stewart Harrison, a Lansing traveling man, who was taken to Bronson Hospital Friday, suffering from appendicitis, being operated upon yesterday, is now suffering from smallpox. The Hospital has been quarantined and Harrison taken to the Contagious Disease Hospital. Physicians say his condition is not serious.

Harrison came to Kalamazoo the day before he was taken ill.

James M. Goldstein assumed his new duties as manager of the Rye & Adams store, at Ludington, April 2. Mr. Goldstein will continue to keep a weather eye open for the traveling men who visit Ludington and chronicle their goings and comings from week to week. He has gotten so in the habit of doing this that he will hardly be able to resist the opportunity his new position will give him to keep in close touch with his former fraters in the traveling ranks.

An Owosso correspondent writes: T. E. Durkee, who has been with the Pierce Shoe Co., in Cleveland, Ohio, for some time is again with the Eady Shoe Co. His family expect to return to the village soon.

Geo. Alexander, representing the Flint Buggy Co., is preparing to move to Battle Creek, where he will make his residence.



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, Pompell.
 Second Vice-President—G. C. Layerer, Bay City.
 Secretary—R. W. Cochrane, Kalamazoo.
 Treasurer—W. C. Wheelock, Kalamazoo.
 Executive Committee—W. C. Kirschgessner, Grand Rapids; Grant Stevens, Detroit; R. A. Abbott, Muskegon; Geo. Davis, Hamilton; D. G. Look, Lowell; C. A. 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.

Trade Common Sense.

1. To promise to have medicine ready or a desired article on hand at a certain time and to fail—is to disappoint a customer and to undermine faith in future promises. Having once given a promise spare no pains to fulfill it.
2. To leave a recipe desk or a delivery counter cluttered for one moment is to invite confusion and error. At all times should the desks be kept cleared for action when not in actual use.
3. To leave drawers partly pulled out rather than snugly pushed in is to show every one that you are careless regarding the cleanliness of the contents. Open drawers are excellent dust traps.
4. To figure so as to take advantage of all cash discounts is to make a very comfortable saving.
5. To put the weights in the right hand scale pan and weigh a powder out in the left hand side is usually to spill a generous portion of it.
6. Avoid unpleasant notoriety of any sort. Rumors are sure to become exaggerated and much harm be done through a misapprehension in the minds of the public.
7. Insurance against error is a valuable protection, inasmuch as it protects against the possible carelessness of employees.
8. A "Book of Reminders," in which are listed dates of expiration of licenses, fire insurance, policies, lease, trade magazine subscriptions, also important dates to be provided

for ahead, like taxes, special payments, etc., will often save embarrassment, as well as to give a mental security that the February, March or April list will tell at a glance what must be taken care of in those months.

9. Among your neighbors who from the nature of their business may with propriety become valuable patrons are physicians, dentists, manicurists, hair dressers and barbers, bakeries (extracts, flavorings, etc.); manufacturers, where acids and other chemicals are used; public institutions (supplies and disinfectants); restaurants (olive oil, condiments, etc.). Many of these people will not come to you unless you seek their trade, but they buy these goods of some one. Why not of you? Are you working your field for all it is worth?

10. Have you thought to view your window displays from the other side of the street? What may look pretty good right close at hand, may be tame and meaningless when the street intervenes.—Pharmaceutical Era.

How They Are Divided.

"Let me tell you a little story, my friend," said the smiling author:

"A certain quack doctor once stood before the door of his superlatively splendid mansion when a physician of great learning, even genius, approached. The two fell into conversation, and at last the physician, a rather plain-spoken soul, evidently, said a little bitterly: 'How is it that you, without education or skill, are able to live in such style? You have a country house, as well as this city palace, and you keep the latest touring car, while I, allowed by most men to possess some knowledge of medicine and long experience, can hardly pick up a decent living?'"

"The quack laughed good naturedly, and enquired: 'Wait a second, and tell me how many folks have passed us since we began this conversation?'"

"'Oh, possibly a hundred,' was the reply."

"'Now one more question,' continued Mr. Quack; 'How many of the hundred do you presume were blessed with a fair amount of common sense?'"

"'One or two, only,' said the physician."

"'All right,' was the other's summing up of the case. 'That one or two come to you. I get all the rest.'"

A man rises in his own estimation when he settles down, and in the estimation of his creditors when he settles up.

Substitute For Rubber.

The story from Philadelphia that a man of that city has discovered a substitute for rubber which he manufactures from various kinds of waste will be accepted with a grain of salt until the facts he claims are fully established. It has long been the dream of chemists that a substance which would take the place of rubber in many of the forms in which it is used would ultimately be discovered, but, like the famous passage to Cathay in the time of Columbus, the result has eluded pursuit.

It may be put down as a fact that some time, somewhere, such a substitute will be found. It may not have all the qualities of rubber, which seems to have been a special gift of Providence to mankind of a value

impossible of replacement or counterfeit; but the uses of rubber have extended so enormously, and the supply is so limited in tropical countries, that the mind of the world has been, as it were, concentrated upon the proposition of finding some substance which would, under proper condition, take its place. Until now no such product has been found.

The Drug Market.

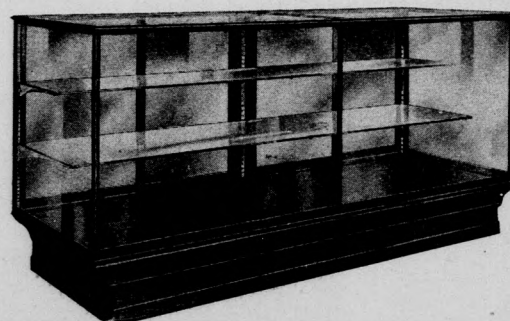
Glycerin—Is decidedly firmer and an advance is expected.

Blue Vitriol—Has advanced $\frac{1}{4}$ ¢ per pound.

Cod Liver Oil—Is lower.

Quinine—Manufacturers report a decide advance.

That soul is truly lost that gathers darkness of the light.



**Less in Price
 Superior
 in Quality**

Write for Catalog

Fisher Show Case Co.
 886-888 Wealthy Ave.
 Grand Rapids, Michigan

MACAULEY SAID

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

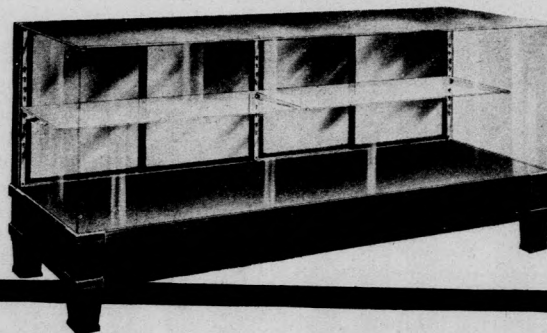
USE THE BELL

And patronize the service that has done most to abridge distance.

AT ONCE

Your personality is miles away.

Every Bell Telephone is
 a long distance station.



"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

WHOLESALE DRUG PRICE CURRENT

Aceticum 6@ 8	Copaiba 1 50@1 75	Scilla @ 50
Benzoinum, Ger. 45@ 60	Cubebae 4 00@4 50	Scilla Co. @ 50
Boracie 10@ 15	Erigeron 2 35@2 50	Tolutan @ 50
Carbolicum 25@ 35	Evecthithos 1 00@1 10	Prunus virg. @ 50
Citricum 45@ 50	Gaultheria 4 80@5 00	Zingiber @ 50
Hydrochlor 1 1/2@ 5	Geranium 5@ 75	
Nitrosum 5 1/2@ 10	Gossypil Sem gal 60@ 75	Tinctures
Oxalicum 14@ 15	Hedeoma 2 50@2 75	Aloes 60
Phosphorium, dil. 40@ 42	Junipera 40@1 20	Aloes & Myrrh. 60
Sulphuricum 1 1/2@ 5	Lavendula 90@4 00	Anconitum Nap's R 50
Tannicum 1 00@1 10	Limons 2 00@2 10	Anconitum Nap's R 50
Tartaricum 38@ 40	Mentha Piper 3 75@ 400	Arnica 60
Ammonia	Mentha Verid 5 00@5 25	Asafoetida 75
Aqua, 18 deg. 3 1/2@ 6	Morrhuae, gal. 1 50@1 60	Atrope Belladonna 60
Aqua, 20 deg. 4 1/2@ 8	Myrica 3 75@4 35	Aurant Cortex 50
Carbonas 13@ 15	Olive 2 50@3 25	Barosma 60
Chloridum 12@ 14	Picis Liquida 10@ 40	Benzoin 60
Aniline	Picis Liquida gal. 10@ 40	Benzoin Co. 60
Black 1 00@2 00	Ricina 98@1 25	Cantharides 75
Brown 80@1 00	Rosae oz. 11 50@12 00	Capsicum 50
Red 45@ 50	Rosmarini @ 100	Cardamon 75
Yellow 1 00@1 50	Sabina 1 75@2 00	Cardamon Co. 50
Bacca	Santal @ 500	Cassia Acutifol 50
Cubebae 70@ 75	Sassafras 90@1 00	Cassia Acutifol Co 50
Junipers 6@ 8	Sinapis, ess. oz. @ 45	Castor 2 75
Xanthoxyum 1 00@1 25	Succini 40@ 50	Catechu 50
Balsamum	Thyme 50@ 60	Cinchona Co. 60
Copaiba 70@ 75	Thyme, opt. @ 160	Columba 50
Peru 2 00@2 25	Theobromas 17@ 25	Cubebae 50
Terabin, Canad. 65@ 75	Tigil 1 60@1 70	Digitalis 50
Tolutan 60@ 75		Ergot 50
Cortex	Potassium	Ferri Chloridum 50
Abies, Canadian 25	Bi-Carb 15@ 18	Gentian 50
Cassia 25	Bichromate 13@ 15	Gentian Co. 50
Cinchona Flava 20	Bromide 40@ 50	Guaiac 50
Buonymus atro. 40	Carb 12@ 15	Guaiac ammon 60
Myrica Cerifera 32	Chlorate 12@ 16	Hyoscyamus 50
Prunus Virgini 30	Cyanide 30@ 40	Iodine 1 00
Quillaia, gr'd. 15	Iodide 2 35@2 50	Iodine, colorless 1 00
Sassafras, po 30 26	Potassa, Bitart pr 30@ 35	Kino 50
Ulmus 25	Potass Nitras opt 7@ 12	Lobelia 50
	Potass Nitras 7@ 12	Myrrh 50
	Prussiate 23@ 26	Nux Vomica 2 50
	Sulphate po 15@ 18	Opil 1 00
Extractum		Opil, camphorated 1 00
Glycyrrhiza, Gla. 24@ 30	Radix	Opil, deodorized 2 75
Glycyrrhiza, po. 25@ 30	Aconitum @ 37	Quassia 50
Haematox 11@ 12	Aithae 50@ 60	Rhatany 50
Haematox, is 13@ 14	Anchusa 10@ 12	Rhei 50
Haematox, 1/2s 14@ 15	Arum po @ 25	Sanguinaria 50
Haematox, 1/4s 16@ 17	Calamus 20@ 40	Serpentaria 50
Ferru	Gentiana po 15 12@ 15	Stromonium 60
Carbonate Precip. 15	Glycyrrhiza pv 15 12@ 15	Tolutan 60
Citrate & Quina 80@2 00	Hellebore, Alba 15@ 20	Valerian 50
Citrate Soluble 63@ 75	Hydrastis, Canada @ 700	Veratrum Veride 50
Ferrocyanidum S 25	Hydrastis, Can, po @ 650	Zingiber 60
Solut. Chloride 15	Inula, po 25@ 30	
Sulphate, com'l. 2	Ipecac, po 2 25@3 00	
Sulphate, com'l. by 75	Iris Flora 20@ 30	
bbl., per cwt. 7	Jalap, pr. 40@ 50	
Sulphate, pure 7	Maranta, 1/4s 30@ 35	
	Podophyllum po 15@ 25	
Flora	Rhei 75@1 00	
Arnica 18@ 25	Rhei, cut 1 00@1 25	
Anthemis 40@ 50	Rhei, pv 75@1 00	
Matricaria 30@ 35	Sanguinari, po 18 @ 28	
	Scilla, po 45-60 20@ 25	
Folia	Senega @ 90	
Barosma 1 75@1 85	Serpentaria @ 90	
Cassia Acutifol. 15@ 20	Smilax, M. gr'd. @ 25	
Tinnevely 25@ 30	Smilax, off's H gr'd. @ 45	
Cassia Acutifol 25@ 30	Spigella @ 90	
Salvia officinalis, 20@ 25	Symplocarpus @ 30	
1/4s 20@ 25	Valeriana 16@ 20	
Uva ursi 8@ 10	Zingiber a 25@ 28	
	Zingiber j 25@ 28	
Gummi	Semen	
Acacia, 1st pkd. @ 40	Anisum po 22 @ 18	
Acacia, 2nd pkd. @ 35	Apium (gravel's) @ 30	
Acacia, 3rd pkd. @ 30	Bird, ls 7@ 8	
Acacia, sifted sts. @ 20	Cannabis Sativa 7@ 8	
Acacia, po. 35@ 45	Cardamon 1 00@1 10	
Aloe, Barb 22@ 25	Carui po 20 12@ 15	
Aloe, Cape @ 25	Chenopodium 20@ 30	
Aloe, Socotri @ 45	Coriandrum 10@ 14	
Ammoniac 35@ 40	Cydonium @ 100	
Asafoetida 1 00@1 25	Dipterix Odorate @ 65	
Benzoinum 50@ 55	Foeniculum @ 30	
Camphorae 55@ 60	Foenugreek, po. 6@ 9	
Euphorbium @ 40	Lini 5@ 8	
Galbanum @ 100	Lini, gr'd. bbl. 5 45@ 50	
Gamborge po. 1 00@1 25	Lobelia 9@ 10	
Gauclacum po 45 @ 35	Pharlaris Canan 6@ 8	
Kino po 45c @ 40	Rapa 8@ 10	
Mastic @ 75	Sinapis Alba 9@ 10	
Myrrh po 50 @ 45	Sinapis Nigra 9@ 10	
Opium 9 00@9 25		
Shellac 30@ 40	Spiritus	
Shellac, bleached 35@ 45	Fruentil W. D. 2 00@2 50	
Tragacanth 1 00@1 20	Fruentil 1 25@1 50	
Herba	Junipers Co. 1 75@3 50	
Absinthium 25@ 30	Junipers Co O T 1 65@2 00	
Eupatorium oz pk 35	Saccharum N E 1 90@2 10	
Lobelia oz pk 35	Spt Vini Galli 1 75@6 50	
Majorium 35	Vini Alba 1 25@2 00	
Mentra Pip, oz pk 35	Vini Oporto 1 25@2 00	
Mentra Ver oz pk 35		
Rue oz pk 30	Sponges	
Tenacetum 30	Extra yellow sheeps'	
Thymus V oz pk 30	wool carriage @ 4 00	
	Florida sheeps' wool	
Magnesia	carriage @ 4 00	
Calcined, Pat. 55@ 65	Grass sheeps' wool	
Carbonate, K-M. 18@ 20	carriage @ 1 25	
Carbonate po 10@ 15	Hard, slate use @ 1 00	
	Nassau sheeps' wool	
Oleum	carriage @ 4 00	
Absinthium 8 00@8 25	Velvet extra sheeps'	
Amygdalae Dulc. 75@ 85	wool carriage @ 2 75	
Amygdalae Ama 8 00@8 25	Yellow Reef, for	
Anisi 2 15@2 20	slate use @ 1 40	
Aurant Cortex 3 15@3 25		
Bergamili 8 00@8 50	Syrups	
Callputi 85@ 90	Acacia @ 50	
Caryophilli 1 25@1 30	Aurant Cortex @ 50	
Cedar 85@ 90	Ferri lod @ 40	
Chenopadi 6 50@7 00	Ipecac @ 75	
Cinnamon 1 50@1 60	Rhei Arom @ 50	
Conium Mae 1 80@2 00	Smilax Off's 50@ 60	
Citronella 40@ 50	Senega @ 50	

Lupulin @ 2 50	Saccharum La's 20@ 30	Oils
Lycopodium 60@ 70	Salacin 4 50@4 75	Lard, extra bbl. gal.
Macis 70@ 80	Sanguis Drac's 40@ 50	Lard, No. 1 75@ 90
Magnesia, Sulph. 3@ 5	Sapo, G @ 15	Linseed pure raw 70@ 80
Magnesia, Sulph. bbl. @ 1 1/2	Sapo, M 10@ 12	Linseed, boiled 70@ 81
Mannia S. F. @ 85	Sapo, W 15@ 18	Neat-foot w str 80@ 85
Menthol 7 65@8 00	Seidlitz Mixture 20@ 25	Turpentine, bbl. @ 54 1/2
Morphia, SP&W 5 30@5 55	Sinapis 20@ 25	Turpentine, less 60@ 65
Morphia, SNYQ 5 30@5 55	Sinapis, opt. @ 30	Whale, winter 70@ 76
Morphia, Mal 5 30@5 55	Snuff, Maccaboy,	
Moschus Canton. @ 40	De Voes @ 54	
Myristica, No. 1 25@ 40	Snuff, S'h DeVos @ 54	
Nux Vomiva po 15 @ 10	Soda, Boras, po 5 1/2@ 10	Paints
Os Sepia 25@ 30	Soda, Boras 5 1/2@ 10	Green, Paris 13 1/2@ 20
Pepsin Saac, H &	Soda et Pot's Tart 25@ 30	Green, Peninsular 13@ 16
P D Co @ 1 00	Soda, Carb 1 1/2@ 3	Lead, red 7@ 10
Picis Liq N N 1/2 @ 2 00	Soda, Bi-Carb 1 1/2@ 5	Lead, white 7@ 10
Picis Liq qts @ 1 20	Soda, Ash 1 1/2@ 4	Ochre, yel Ber 1 2@ 5
Picis Liq pints. @ 65	Soda, Sulphas 1 1/2@ 4	Putty, comm'l 2 1/2 2 1/2@ 5
Pil Hydrarg po 80 @	Spts, Cologne @ 3 00	Red Venetian, bbl 1 @ 5
Piper Alba po 35 @ 30	Spts, Ether Co. 50@ 55	Shaker Prep'd 1 50@1 65
Piper Nigra po 22 @ 18	Spts. Myrcia 2 00@2 25	Vermillion, Eng. 90@1 00
Pix Burgum 10@ 12	Spts. Vini Rect bl @ 22	Vermillion Prime 13@ 15
Plumbi Acet 15@ 18	Spts. Vi' Rect 1/2 bbl @	American 13@ 15
Pulvis Ip cut Opil 2 25@2 50	Spts. Vi' R't 10 gl @	Whiting, Gilders 1@ 5
Pyrenthrum, bxs. H @ 75	Spts. Vi' Rect 5 gl @	Whit'g Paris Am'r @ 1 25
Pyrenthrum, doz. @ 75	Strychnia Crys'l 1 00@1 30	Whit'g Paris Eng. @ 1 40
Pyrenthrum, pv. 20@ 30	Sulphur, Roll 2 1/2@ 5	
Quassia 10@ 15	Sulphur, Subl. 2 1/2@ 5	
Quina, N. Y. 17@ 27	Tamarinds 8@ 10	
Quina, S. Ger. 17@ 27	Terebenth Venice 40@ 50	
Quina, S P & W 17@ 27	Thebromiae 55@ 60	
Rubia Tinctorum 12@ 14	Vanilla Ext. 8 00@12 00	
	Zinci Sulph 7 10	



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We solicit your orders for

Sulphur—Light and Heavy **Lime and Sulphur Solution**

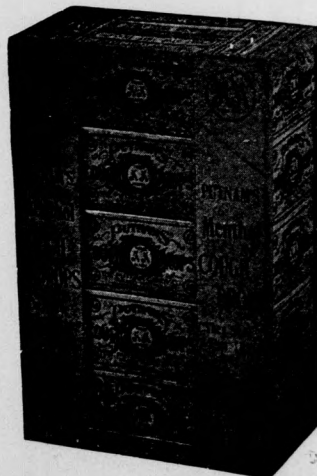
Bordeaux Mixture—All Sizes

Paris Green **Arsenate of Lead—All Sizes** **Blue Vitriol**

Stock complete Prompt shipments

Respectfully,

Grand Rapids. **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.

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Provisions			
Cheese			
Flour			
Fruit Jars			
Corn Syrup			
Corn Starch			
Butter Coffee			

Index to Markets		1	2
By Columns			
A		AMMONIA	Clam Bouillon
Ammonia	1	12 oz. ovals 2 doz. box 75	Burnham's 1/2 pt. 2 25
Axle Grease	1		Burnham's pts. 3 75
B		AXLE GREASE	Burnham's qts. 7 50
Baked Beans	1	Frazer's	Corn
Bath Brick	1	1lb. wood boxes, 4 doz. 3 00	Fair 75 90
Breakfast Food	1	1lb. tin boxes, 3 doz. 2 35	Good 1 00 1 10
Brooms	1	3 1/2 lb. tin boxes, 2 doz. 4 25	Fancy 1 30
Brushes	1	10lb. pails, per doz. 6 00	French Peas
Butter Color	1	15lb. pails, per doz. 7 20	Monabodon (Natural)
C		BAKED BEANS	per doz. 2 45
Candles	1	No. 1, per doz. 45 90	Gooseberries
Canned Goods	1-2	No. 2, per doz. 75 1 40	No. 2, Fair 1 50
Carbon Oils	2	No. 3, per doz. 85 1 75	No. 2, Fancy 2 35
Catsup	2		Hominy
Cheese	2	BATH BRICK	Standard 85
Chewing Gum	2	English 95	Lobster
Chicory	2	BREAKFAST FOODS	1/2 lb. 2 50
Chocolate	2	Apetizo, Biscuits 3 00	1 lb. 2 50
Cider, Sweet	2	Bear Food, Pettijohns 1 95	Picnic Tails 2 75
Clothes Lines	2	Cracked Wheat, 24-2 2 50	Mackerel
Cocoa	2	Cream of Wheat, 36-2 4 50	Mustard, 1 lb. 1 80
Cocoanut	2	Egg-O-See Wheat 2 75	Mustard, 2 lb. 2 80
Confections	2	Egg-O-See Corn 2 75	Soused, 2 lb. 1 60
Cracked Wheat	2	Flakes 2 75	Soused, 1 lb. 2 75
Crackers	2	Posts Toasties, T. 2 80	Tomato, 1 lb. 1 50
Cream Tartar	2	Posts Toasties, T. 2 80	Tomato, 2 lb. 2 80
D		No. 3 2 80	Mushrooms
Dried Fruits	2	Farinose, 24-2 2 70	Buttons, 1/2 16
E		Grape Nuts 2 70	Buttons, 1 30
Farinaceous Goods	2	Grape Sugar Flakes 2 50	Oysters
Fishing Tackle	2	Sugar Corn Flakes 2 50	Cove, 1 lb. 85 2
Flour and Feed	2	Hardy Wheat Food 2 50	Cove, 2 lb. 1 50 2
Fruit Jars	2	Postma's Dutch Cook. 2 75	Plums
F		Holland Rusk 3 20	Pears in Syrup
Gelatine	2	Saxon Wheat Food 3 00	No. 3 cans, per doz. 1 40
Grain Bags	2	Krinkle Corn Flake 2 00	Peas
G		Malt Breakfast Food 4 50	Marrowfat 1 25
Herbs	2	Maple Flakes 2 70	Early June 1 25
Hides and Pelts	2	Maple Corn Flakes 2 80	Early June sifted 1 45 1 55
Horse Radish	2	Minn. Wheat Cereal 3 75	Pie 90 1 25
H		Algrain Food 4 25	No. 10 size can pie 4 25
Jelly	2	Ralston Wheat Food 4 50	Pineapple
Jelly Glasses	2	Saxon Wheat Food 3 00	Grated 1 75 2 10
I		Shred Wheat Biscuit 3 60	Sliced 90 2 60
Mapleine	2	Triscuit, 30 2 50	Pumpkin
Mince Meats	2	Pillsbury's Best Cerl 4 25	Fair 80
Molasses	2	Post Tavern Special 2 80	Good 90
Mustard	2	Voigt's Cream Flakes 4 50	Fancy 1 00
J		Quaker Puffed Rice 4 25	Gallon 2 15
Nuts	2	Quaker Puffed Wheat 2 85	Raspberries
Olives	2	Quaker Brkfst Biscuit 1 90	Standard @
Pickles	2	Quaker Corn Flakes 1 90	Salmon
Playing Cards	2	Victor Corn Flakes 2 20	Warrens, 1 lb. Tall 2 30
Potash	2	Washington Crisps 2 80	Warrens, 1 lb. Flat 2 40
Provisions	2	Wheat Hearts 1 90	Red Alaska 1 85 1 95
K		Wheatena 4 50	Pink Alaska 1 40 1 50
Rice	2	Zest 4 00	Sardines
Rolled Oats	2	Evapor'd Sugar Corn 90	Domestic, 1/2 3 00
L			Domestic, 1/2 Mus. 3 00
Salad Dressing	2	PARLOR	Domestic, 1/2 Mus. 7 14
Saleratus	2	Jewel 3 00	French, 1/2 18 23
Sal Soda	2	Winner 4 25	Shrimps
Salt	2	Whittier Special 4 55	Dunbar, 1st. doz. 1 20
Salt Fish	2	Parlor Gem 3 75	Dunbar, 1 1/2 doz. 2 25
Seeds	2	Common Whisk 1 10	Succotash
Shoe Blacking	2	Fancy Whisk 1 50	Fair 90
Shuff	2	Warehouse 4 50	Good 1 20
Soap	2	BRUSHES	Fancy 1 25 1 40
Soda	2	Scrub	Strawberries
Spices	2	Solid Back, 8 in. 75	Standard 95
Starch	2	Solid Back, 11 in. 75	Fancy 2 25
Syrups	2	Pointed Ends 85	Tomatoes
M		Stove	Good 1 35
Table Sauces	2	No. 2 90	Fancy 1 50
Tea	2	No. 1 1 75	No. 10 4 00
Tobacco	2	Shoe	CARBON OILS
Twine	2	No. 8 1 00	Perfection 10 1/2
N		No. 7 1 30	D. S. Gasoline 25
Vinegar	2	No. 6 1 70	Gas Machine 25
O		No. 5 1 70	Deodor'd Nap'a 13 1/2
Wickens	2	No. 4 1 70	Cylinder 29 34 1/2
Woodenware	2	No. 3 1 70	Engine 16 22 1/2
Wrapping Paper	2	Butter Color	Black, winter 8 1/2 10
Yeast Cake	2	Dandelion, 25c size 2 00	CATSUP
P		CANDLES	Snider's pints 2 35
		Paraffine, 6s 10	Snider's 1/2 pints 1 35
		Paraffine, 12s 10	CHEESE
		Wicking 20	Acme 22
		CANNED GOODS	Bloomington 21
		Apples	Carson City 21
		3lb. Standards 95	Hopkins 19
		Gallon 2 75 3 00	Riverside 21
		Blackberries	Warner 21
		2 lb. 1 50 1 90	Brick 22
		Standards gallons 5 00	Lelden 22
		Beans	Limburger 19
		Baked 85 1 30	Pineapple 40
		Red Kidney 85 1 30	Sap Sago 22
		String 70 1 15	Swiss, domestic 13
		Wax 75 1 25	
		Blueberries	
		Standard 1 30	
		Gallon 7 00	
		Clams	
		Little Neck, 1 lb. 1 00	
		Little Neck, 2 lb. 1 50	

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	50
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
Unedea Biscuit	50
Unedea Jinjer Wayfer	1.00
Unedea Lunch Biscuit	50
Vanilla Wafers	1.00
Water Thin Biscuit	1.00
Zu Zu Ginger Snaps	50
Zwieback	1.00

Other Package Goods	
Barnum's Animals	50
Chocolate Tokens	2.50
American Beauty	50
Ginger Snaps	2.50
Butter Crackers, NBC family package	2.50
Soda Crackers, NBC family package	2.50

In Special Tin Packages.	
Per doz.	
Festino	2.50
Minaret Wafers	1.00
Nabisco, 25c	1.00
Nabisco, 10c	1.00
Champagne Water	2.50
Per tin in bulk	
Sorbeto	1.00
Nabisco	1.75
Festino	1.50
Bent's Water Crackers	1.40

CREAM TARTAR	
Barrels or drums	33
Boxes	34
Square Cans	36
Fancy caddies	41

DRIED FRUITS	
Apples	
Evaporated, Choice, bulk	10
Evaporated, Fancy, pkg	11
Apricots	16@18
Citron	
Corsican	16

Currents	
Imp'd 1 lb. pkg.	9 1/2
Imported bulk	9 1/2
Peaches	
Muir's—Choice, 25 lb. b	12 1/2
Muir's—Fancy, 25 lb. b	13 1/2
Fancy, Peeled, 25 lb. b	18
Peel	
Lemon, American	12 1/2
Orange, American	12 1/2

Raisins	
Connorslar Cluster 1 lb.	17
Dessert Cluster 1 lb.	21
Loose Muscatels 3 Cr	7 1/2
Loose Muscatels 4 Cr	8
L. M. Seeded 1 lb. 8@	8 1/2
California Prunes	
L. M. Seeded 1 lb. 9@	9 1/2
Sultanas Bleached	11
100-125 25lb. boxes.	7 1/2
100-125 25lb. boxes.	7 1/2
80-90 25lb. boxes.	8 1/2
70-80 25lb. boxes.	9 1/2
60-70 25lb. boxes.	10 1/2
50-60 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 Rusk	
Packed 12 rolls to container	1.25
5 containers (26 rolls) 4	7.50

Hominy	
Pearl, 100 lb. sack	2.00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	6
Imported, 25 lb. box	2.50
Pearl Barley	
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.	6
Tapoca	
Flake, 100 lb. sacks	6
Pearl, 130 lb. sacks	6
Pearl, 36 pkgs.	2.25
Minute, 36 pkgs.	2.75

FISHING TACKLE	
1/4 to 1 in.	6
1/4 to 2 in.	7
1/4 to 3 in.	9
1/4 to 4 in.	11
1 in.	15
2 in.	20

Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20

Linen Lines	
Small	20
Medium	25
Large	34

Poles	
Ramboo, 14 ft. per doz	55
Ramboo, 16 ft. per doz	60
Ramboo, 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	5.70
Light Loaf	5.10
Graham	2.50
Granena Health	2.30
Buckwheat	3.00
Golden Meal	1.90
Bolted Meal	2.10

Voigt Milling Co.	
Graham	4.50
Voigt's Crescent	5.20
Voigt's Flour	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	5.50
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, 1/2s	6.30
Ceresota, 1/4s	6.40
Ceresota, 1/8s	6.20

Lemon & Wheeler	
Wingold, 1/2s	6.40
Wingold, 1/4s	6.30
Wingold, 1/8s	6.20

Worden Grocer Co.	
Laurel, 1/2s cloth	6.30
Laurel, 1/4s cloth	6.20
Laurel, 1/8s cloth	6.10

Wykes & Co.	
Sleepy Eye, 1/2s cloth	6.00
Sleepy Eye, 1/4s cloth	5.90
Sleepy Eye, 1/8s cloth	5.80
Sleepy Eye, 1/2s paper	5.80
Sleepy Eye, 1/4s paper	5.80

Meal	
Bolted	4.00
Golden Granulated	4.20

Feed	
No. 1 Feed	33.00
Coarse Meal	32.50
Rye Flour	3.10
Granulated Meal	2.20
Rolled Oats	6.00
Bran	31.00
Cow Feed	31.00
Perfect'n Horse Feed	33.00
Green Meadow Dairy	
Feed	28.50
Scratch Feed	1.95

Wheat	
Red	95
White	93

Oats	
Michigan carlots	59
Less than carlots	62

Corn	
Carlots	77
Less than carlots	78

Hay	
Carlots	22.00
Less than carlots	24.00

FRUIT JARS.	
Mason, pts. per gro.	4.15
Mason, qts. per gro.	4.50
Mason, 1/2 gal. per gro.	6.85
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	0.00
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
Shearings	50@1.00

Tallow	
No. 1	5
No. 2	4

Wool	
Unwashed, med.	18
Unwashed, fine	13

HORSE RADISH	
Per doz.	90

JELLY	
5lb. pails, per doz.	2.50
15lb. pails, per pail	.60
30lb. pails, per pail	1.00

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

MUSTARD	
1/2 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 1 05@	15
Bulk, 2 gal. kegs 90@	10
Bulk, 5 gal. kegs 90@	10
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.	2.35
Queen, Mammoth, 19	75
oz., Mammoth, 28	5.25
oz., Mammoth, 28	5.25
Olive Chow, 2 doz. cs.	2.25
per doz.	2.25

PICKLES	
Medium	
Barrels, 1,200 count	7.00
Half bbls., 600 count	4.25
5 gallon kegs	1.90

Small	
Barrels	8.25
Half barrels	4.65
5 gallon kegs	2.25

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. 212, Special	1.75
No. 98 Golf, satin fin.	2.00
No. 908 Bicycle	2.00
No. 632 Tourn't whist	2.25

POTASH	
Babbitt's	4.00

PROVISIONS	
Barreled Pork	
Clear Back	18.00@18.50
Short Cut	17.50
Short Cut Clear	17.00
Bean	15.00
Brisket, Clear	23.00
Pig	23.00
Clear Family	26.00

Dry Salt Meats	
S P Bellies	13

Lard	
Pure in tierces 10% @11	
Compound lard 7% @8	
80 lb. tubs	advance 1/4
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
8 lb. pails	advance 1/4

Smoked Meats	
Hams, 12 lb. av. 15	15 1/2
Hams, 14 lb. av. 13 1/2	14
Hams, 16 lb. av. 13 1/2	13 1/2
Hams, 18 lb. av. 13 1/2	14
Skinned Hams	14@14 1/2
Ham, dried beef	20@20 1/2
sets	20@20 1/2
California Hams 9 1/2 @ 9 1/2	
Picnic Boiled Hams	15
Boiled Hams	21@21 1/2
Minced Ham	11
Bacon	13

Sausages	
Bologna	8
Liver	7 1/2 @ 7 1/2
Frankfort	9 @ 9 1/2
Pork	11
Veal	11
Tongue	11
Headcheese	9

Beef	
Boneless	14.00
Rump, new	15.00

Pig's Feet	
1/4 bbls.	95
1/2 bbls.	1.90
3/4 bbls.	3.75
1 bbl.	8.00

Tripe	
Kits, 15 lbs.	90
1/4 bbls.	1.60
1/2 bbls.	3.00

Casings	
Hogs, per lb.	35
Beef, rounds, set	16
Beef, middles, set	60
Sheep, per bundle	80

Uncolored Butterline	
Solid Dairy	12 @ 16
Country Rolls	12 1/2 @ 18

Canned Meats	
Corned beef, 2 lb.	3.50
Corned beef, 1 lb.	1.85
Roast beef, 2 lb.	3.50
Roast beef, 1 lb.	1.85
Potted Ham, 1/2s	90
Potted Ham, 1/4s	90
Deviled Ham, 1/2s	45
Deviled Ham, 1/4s	90
Potted Tongue, 1/2s	45
Potted Tongue, 1/4s	90

RICE	
Fancy	6 @ 6 1/2
Japan Style	5 @ 5 1/2
Broken	3 1/2 @ 4 1/2

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

Uncolored Butterine		
Solid Dairy12	@16
Country Rolls	...12 1/2	@18
Canned Meats		

Special Price Current

12

13

14

Banner, 5c	5 96	Rob Roy, 50c, doz.	4 12
Banner, 8 oz.	1 60	S. & M., 5c, gross	5 76
Banner, 16 oz.	3 20	S. & M., 14 oz. doz.	3 20
Belwood Mixture, 10c	94	Soldier Boy, 5c gross	5 95
Big Chief, 2 1/2 oz.	6 00	Soldier Boy, 10c	10 56
Big Chief 16 oz.	30	Soldier Boy, 1 lb.	4 80
Bull Durham, 5c	5 90	Sweet Caporal, 1 oz.	60
Bull Durham, 10c	10 80	Sweet Lotus, 5c	6 00
Bull Durham, 15c	18 48	Sweet Lotus, 10c	12 00
Bull Durham, 8 oz.	60	Sweet Rose, 2 1/2 oz.	4 85
Bull Durham, 16 oz.	6 72	Sweet Tip Top, 5c	2 00
Buck Horn, 5c	5 76	Sweet Tip Top, 3 1/2 oz.	38
Buck Horn, 10c	11 50	Sweet Tips, 1/2 gro.	10 08
Buck Horn, 15c	18 48	Sun Cured, 10c	11 75
Buck Pipe, 5c	6 00	Summer Time, 5c	5 76
Buck Pipe, 10c	12 00	Summer Time, 7 oz.	1 65
Black Swan, 5c	5 76	Summer Time 14 oz.	3 50
Black Swan, 10c	11 50	Standard, 2 oz.	5 90
Black Swan, 15c	18 48	Standard, 3 1/2 oz.	28
Bob White, 5c	5 76	Standard, 7 oz.	1 68
Brotherhood, 5c	5 76	Seal N. C., 1 1/2 cut plug	70
Brotherhood, 10c	11 50	Seal N. C., 1 1/2 Gran	63
Brotherhood, 15c	18 48	Three Feathers, 1 oz.	63
Carnival, 5c	5 76	Three Feathers, 10c	10 20
Carnival, 10c	11 50	Three Feathers and	
Carnival, 15c	18 48	Pipe combination	2 25
Cigar Clip Johnson	30	Tom & Jerry, 14 oz.	3 60
Cigar Clip, Seymour	30	Tom & Jerry, 7 oz.	1 80
Identity, 8 & 16 oz.	30	Tom & Jerry, 3 oz.	8 75
Darby Cigar Cuttings	4 50	Trout Line, 5c	8 75
Continental Cubes, 10c	99	Trout Line, 10c	10 00
Corn Cake, 14 oz.	2 55	Turkish, Patrol, 2-9	5 76
Corn Cake, 7 oz.	1 45	Tuxedo, 1 oz. bags	48
Corn Cake, 5c	5 76	Tuxedo, 2 oz. tins	96
Cream, 50c pails	4 60	Tuxedo, 4 oz. cart	64
Cuban Star, 5c foil	5 76	Tuxedo, 16 oz. tins	64
Cuban Star, 16 oz pails	3 72	Twin Oaks, 10c	94
Chips, 10c	10 20	Union Leader, 50c	5 06
Dills Best, 1 1/2 oz.	79	Union Leader, 25c	2 55
Dills Best, 3 1/2 oz.	79	Union Leader, 10c	11 60
Dills Best, 16 oz.	73	Union Workman, 1 1/2	5 76
Dixie Kid, 1 1/2 foil	39	Uncle Sam, 10c	10 80
Duke's Mix, 5c	5 76	Uncle Sam, 8 oz.	2 20
Duke's Mix, 10c	11 50	Uncle Sam, 5c	6 00
Duke's Cameo, 1 1/2 oz.	41	U. S. Marine, 2 oz. tin	88
Drummond, 5c	5 76	Velvet, 5c pouch	1 44
F F A 3 oz.	4 95	Velvet, 10c tin	1 92
F F A, 7 oz.	11 50	Velvet, 8 oz tin	3 84
Fashion, 5c	6 00	Velvet, 16 oz. can.	7 68
Five Bros., 5c	5 60	Velvet, combination cs	5 75
Five Bros., 10c	10 70	War Path, 5c	5 95
Five cent cut Plug	29	War Path, 8 oz.	1 60
F O B 10c	11 50	Wave Line, 3 oz.	40
Four Bros., 5c	5 60	Wave Line, 16 oz.	40
Full Dress, 1 1/2 oz.	72	Way up, 2 1/2 oz.	5 75
Glad Hand, 5c	5 76	Way up, 16 oz. pails	31
Gold Block, 1 1/2 oz.	39	Wild Fruit, 5c	5 76
Gold Block, 10c	11 88	Wild Fruit, 10c	11 52
Gold Star, 16 oz.	38	Yum Yum, 5c	6 00
Gail & Ax Navy, 5c	5 95	Yum Yum, 10c	11 52
Growler, 5c	4 56	Yum Yum, 1 lb., doz.	4 80
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		
Kiln Dried, 25c	2 45		
King Bird, 7 oz.	25 20		
King Bird, 3 oz.	11 00		
King Bird, 1 1/2 oz.	5 70		
La Turka, 5c	5 76		
Little Giant, 1 lb.	28		
Lucky Strike, 1 1/2 oz.	94		
Lucky Strike, 1 1/2 oz.	94		
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	5 76		
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		
Plow Boy, 5c	5 76		
Plow Boy, 10c	11 00		
Plow 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	94		
Prince Albert, 8 oz.	4 92		
Prince Albert, 16 oz.	8 40		
Queen Quality, 5c	48		
Rob Roy, 5c foil	5 90		
Rob Roy, 10c gross	10 20		
Rob Roy, 25c doz.	2 10		

TWINE

Cotton, 3 ply	20
Cotton, 4 ply	20
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	24
Wool, 1 lb. bales	6

VINEGAR

White Wine, 40 grain	8 1/2
White Wine, 80 grain	11 1/2
White Wine, 100 grain	13

Oakland Vinegar & Pickle Co.'s Brands.	
Highland apple cider	18
Oakland apple cider	14
State Seal sugar	12
Oakland white pickling	10
Packages free.	

WICKING

No. 0, per gross	30
No. 1, per gross	40
No. 2, per gross	50
No. 3, per gross	75

WOODENWARE

Bushels	1 00
Bushels, wide band	1 15
Market	40
Splint, large	3 50
Splint, medium	3 00
Splint, small	2 75
Willow, Clothes, large	8 25
Willow, Clothes, small	6 25
Willow, Clothes, me'm	7 25

Butter Plates

Wire End or Ovals.	
1/4 lb., 250 in crate	30
1/2 lb., 250 in crate	30
1 lb., 250 in crate	30
2 lb., 250 in crate	35
3 lb., 250 in crate	40
5 lb., 250 in crate	50

Churns

Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55

Clothes Pins

Round Head.	
4 inch, 5 gross	45
4 1/2 inch, 5 gross	50
Cartons, 20 2 1/2 doz. bxs.	55

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

Mop Sticks

Trojan spring	90
Eclipse patent spring	85
No. 1 common	80
No. 2 pat. brush holder	85
Ideal No. 7	85
12lb. cotton mop heads	1 45

Pails

2-hoop Standard	2 00
3-hoop Standard	2 35
2-wire Cable	2 10
Cedar all red brass	1 25
3-wire Cable	2 30
Paper Eureka	2 25
Fibre	2 40

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

29-in. Standard, No. 1	7 50
18-in. Standard, No. 2	6 50
16-in. Standard, No. 3	5 50
18-in. Cable, No. 1	8 00
16-in. Cable, No. 2	7 00
No. 1 Fibre	6 00
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 85
16 in.	2 30

Wood Bowls

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

WRAPPING PAPER

Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short c't 13	19
Wax Butter, full count 20	19
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
5 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	
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S. C. W., 1,000 lots	31
El Portana	33
Evening Press	32
Exemplar	32

15

16

17

Worden Grocer Co. Brand	
Ben Hur	
Perfection	35
Perfection Extras	35
Londres	35
Londres Grand	35
Standard	35
Puritinos	35
Panatellas, Finas	35
Panatellas, Bock	35
Jockey Club	35

COCOANUT

Baker's Brazil Shredded	
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10 5c pkgs., per case	2 60
36 10c pkgs., per case	2 60
16 10c and 36 5c pkgs., per case	2 60

COFFEE

Roasted	
Dwinell-Wright Co's B'ds	



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

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.

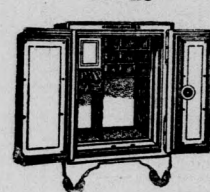
Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

Tip Top, Blend, 1lb.	
Royal Blend	
Royal High Grade	
Superior Blend	
Boston Combination	
Distributed by Judson	
Grocer Co., Grand Rapids;	
Lee & Cady, Detroit; Sy-	
mons Bros. & Co., Sagin-	
aw; Brown, Davis &	
Warner, Jackson; Gods-	
mark, Durand & Co., Bat-	
tle 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.



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

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale and Exchange by Frank P. Cleveland

CHIPPEWA COUNTY, WISCONSIN—HARDWARE AND IMPLEMENT BUSINESS and store building; about \$11,500 required.

ALEXANDRIA COUNTY, VIRGINIA—BAKERY, CONFECTIONERY AND ICE CREAM BUSINESS; profits average \$300 to \$400 per month; about \$4,000 required.

MONTGOMERY COUNTY, PENNSYLVANIA—HARDWARE AND HOUSE-FURNISHING BUSINESS; sales average \$2,000 per month; about \$11,800 required.

SANTE FE COUNTY, NEW MEXICO—GENERAL STORE; invoice \$17,500; good opening.

ESSEX COUNTY, NEW JERSEY—FUEL BUSINESS AND REAL ESTATE; net profits average \$743 per month; business established over 50 years; about \$65,000 required.

VAN BUREN COUNTY, MICHIGAN—VARIETY STORE, STORE BUILDING, RESIDENCE AND LARGE LOT; this is a money maker; real estate and stock will require an investment of about \$15,500.

PLYMOUTH COUNTY, MASSACHUSETTS—HARDWARE AND PAINT STORE; same owner for 25 years; sales average \$4,000 per month; invoice about \$20,000.

MONTGOMERY COUNTY, KANSAS—TEA, COFFEE AND SPICE BUSINESS; profits average \$300 net per month; invoice about \$8,000.

DONIPHAN COUNTY, KANSAS—TELEPHONE, ELECTRIC LIGHT AND POWER PLANT; this is an up-to-date, modern, money making plant; price \$20,000.

HENRY COUNTY, ILLINOIS—TEA, COFFEE AND SPICE BUSINESS; over 1500 regular customers; sales average \$3,000 per month; invoice about \$7,000; will exchange for farm.

FORD COUNTY, ILLINOIS—MILLINERY STORE; business established and same owner for 20 years; good opening; price \$400.

ALA COUNTY, IDAHO—STOCK OF GENERAL MERCHANDISE; must be sold to settle an estate; invoice about \$5,500; price and terms right.

BENTON COUNTY, ARKANSAS—240 acre STOCK AND FRUIT FARM; nearly 6,000 trees in full bearing; price \$18,000.

GILA COUNTY, ARIZONA—34-room HOTEL; now paying two per cent per month on the investment; price \$16,500.

MARATHON COUNTY, WISCONSIN—STORE BUILDING, 11-room RESIDENCE AND LARGE LOT; good opening for practical merchant; price \$7,500.

VAN BUREN COUNTY, MICHIGAN—SAW AND HEADING MILL; good opening for a hustler; price \$4,000.

I BRING BUYERS AND SELLERS TOGETHER. No matter where located, if you want to buy, sell or trade any kind of business or property write me. Established 1881. FRANK P. CLEVELAND, 1261 Adams Express Building, Chicago, Illinois.

I desire to purchase ladies' or men's ready made clothing business, doing business fifty to seventy-five thousand dollars per year, in good town, with lease on corner location. Will pay cash for business of this kind with good record. E. Bishop, Millington, Mich. 80

For Sale—Up-to-date candy factory in city of 40,000 inhabitants, doing a nice business, good opportunity for someone. Reason for selling, have other business. Address No. 79, care Tradesman. 79

For Sale—Good clean \$20,000 stock dry goods, clothing, shoes, etc. Excellent location. Good town; 4,500 population. Best store and best location in town. Good established paying business. Colburn Goodrich Co., Swanton, Vt. 78

For Sale—Drug stock \$1,000. Brick building. Will rent very reasonable. Established 1870. Retire because of advanced age. Good chance for young unmarried man. S. Bedford, Waverly, Pa. 77

For Sale—Only drug store in town of 400. Mostly prescriptions. Stock and fixtures. Invoice about \$1,000. Reason, old age. H. E. Lucas, Bertha, Minn. 76

For Sale—Soda fountain complete with counter, work board, steel tanks, etc. Bellaire Drug Co., 1515 Wealthy Ave., Grand Rapids, Mich. 74

Delicatessen for sale in city of 35,000; best location in city; growing trade; owner leaving town. Cheap if taken at once. Address B. H. P., 12 1/2 Main St., Danville, Ill. 82

For Sale—Drug store, invoice about \$1,200. One of only three in a town of 5,000 population. Last year's sales \$25,500. Terms part cash, balance on easy terms or good renting property. Address No. 83, care Tradesman. 83

For Sale—Very promising manufacturing enterprise must be sold. Will take \$5,000, for patents, stock on hand and business. Live Commercial Club should investigate this. Address 73, Tradesman. 73

For Sale—Forty acres fruit land on the Peninsula, Grand Traverse Co., Michigan. Soil medium light, original timber, maple, beech, oak and poplar. One mile north of old Mission dock, on Light House road, 25 acres cleared and set to 1250 fruit trees, set from one to three years, 600 apples, 100 Elberta peach, 250 Morency and 130 Windsor cherry, 170 Bartlett pears. Price \$2,500. No incumbrance. References, E. O. Ladd, Supervisor Peninsula Township; H. M. Laddie, General Merchandise. Address W. R. Pratt, (owner), Old Mission, Mich. 81

For Sale—The Osceola News, at Hersey; paper owned by the business men; county seat. Address News, Hersey, Michigan. 71

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

Brick store to rent. Strictly modern. Best location in city. Good opening for gent's furnishing goods, confectionery or other business. Address Box 202, East Jordan, Michigan. 64

For Sale—Grocery and bakery stock and fixtures. Best location in one of the leading towns of 3,500 population in Central Michigan. Four good factories and most prosperous farming section of the state. If you are looking for a live wire, investigate. Address No. 66, care Tradesman. 66

For Sale—A nobby little market in a neat university town of 10,000. Cheap rent; long lease; nice business; right price. Address C. H. Newcomb, Boulder, Colorado. 65

Merchants—If you desire to clean your stock of all undesirable odds and ends merchandise, write W. D. Hamilton & Co., 1037 Main St., Galesburg, Ill. 63

For Sale—Income business property located on main street in Cadillac, Michigan. 75 foot front, paved, with furniture and storage business if desired. Reason for selling, old age. Terms, cash. For particulars write owner. L. B. 104, Cadillac, Michigan. 60

Pure pleasant flavored maple syrup, \$1.25 per gallon. Address Lamb & Son, Vermontville, Michigan. 59

For Sale—Drug stock, located in fine farming section, Central Michigan. Owner desires to retire from business on account of health. Address No. 56, care Tradesman. 56

Shoes, clothing and men's furnishings, \$21,000 stock, original cost, to exchange for a good Wisconsin farm or Chicago or Milwaukee improved; must have some cash. Do not reply unless property is unincumbered. Wm. Jones, 295 Lake St., Milwaukee, Wis. 69

Wanted—A nice clean, general stock. State full particulars in first letter. Address Lock Box 15, Lowell, Mich. 70

For Sale—Hardware and implements located in best fruit and farm section Western Michigan. Invoice about \$10,000. Reason selling, wish to retire from business. Reduce stock if wished. Good thing for right man. Address 54, care Tradesman. 54

For Sale—Best fancy grocery stock, centrally located in town of 25,000. Thumb of Michigan. This store has always been a money maker. Last year's business showed profit of \$1,500. 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

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

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

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

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

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

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

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—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

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

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

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

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

HELP WANTED.

Wanted—A registered assistant drug clerk. Nelson Hower, Mendon, Mich. 75

Wanted—Immediately, first-class hustlers to sell Wyoming irrigated lands on commission. Apply to The Commercial Investment Co., Dean Bldg., South Bend, Indiana. Phones: Bell 1365 Home 6296. 58

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

Wanted—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

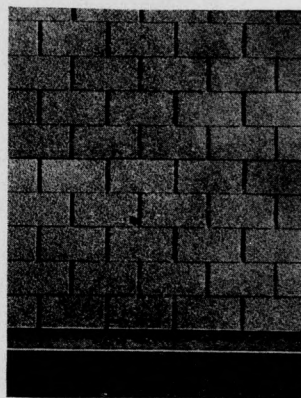
Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

SITUATIONS WANTED.

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.

REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

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

Write us for Agency Proposition. Distributing Agents at

Saginaw Kalamazoo Toledo Columbus Rochester Boston
Detroit Lansing Cleveland Cincinnati Buffalo Worcester Jackson
Battle Creek Dayton Youngstown Syracuse Scranton

H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer, GRAND RAPIDS, MICH.

Spring Is Full of Opportunities for Window Trimmers.

April showers bring May flowers.

This year April brings Easter also; and, with Easter, all the fantastic array of Easter cards which annually make glad the best window of the general store. Eggs, now, are the order of the day, eggs of all styles, sizes, compounds, colors.

The Easter egg is symbolic of creation, and typifies the recreation of spring. The practice of presenting eggs to friends at Easter is of Persian origin, and, therefore, whatever the merchant may have which smacks of the far East, may be used with entire appropriateness to the occasion.

Even in the matter of calico, which homely domestic fabric obviously suggests spring and housecleaning time here, can be made to serve in the double sense of utility and decoration by selecting those prints that are of Persian design and color; the palm leaf pattern is common enough to find its way into the stock of the most out of the way country store; and there are many designs of conventionized lilies, fleur de lis, and so forth, which come in all-over effects sufficiently Persian to pass. Ribbons of Persian design are much in vogue in everything pertaining to hat gear and feminine haberdashery just now, and it would be a pretty backwoods kind of a store which would not have something of the sort on hand if the Persian idea of the Easter window were to be carried out.

Fortunately most Easter windows are safe and sane, windows in which the innocuous Easter hat principally figures. If times are hard and the Easter bonnet consequently taboo in your particular section, there are a thousand and one things which can be worked up into charming and appropriate effects, without any cruel pull on the paternal purse strings; besides calling special attention to stock which would languish otherwise in the obscurity of back counter shelves.

The present vogue of making Easter presents makes almost any line of goods in which the yearly invoice may have shown an overstock, to be easily thrown out appealingly as Easter presents, and the wise merchant will discreetly suggest, through his very alluring window, that this or that particular article is just what the dear public has been looking for; and here it is in rich profusion.

Take handkerchiefs. Beautiful effects can be created out of handkerchiefs, all kinds, all colors, anything that may be in stock from the lovely lace trifle at two-for-a-quarter, to the humble imitation of a bandana which may be used to give the necessary touch of color to dusky corners. Handkerchiefs in fans, fountains, frilly pillars, friezes, dados, no matter how cheap the line of goods used in the decorations, make stunning effects, always timely and in season.

Napkins, towels, table linen and domestics can be used in much the same fashion and with particularly good effect.

As the month of showers, the umbrella should not be overlooked in a

window which aims to be utilitarian as well as decorative. Everybody knows that old joke about eternal vigilance being the price of an umbrella, so they will be glad to see it in your window. The world is partial to old friends. And who is there so lucky as never to have lost that price and his umbrella?

Verily, the lifting of the umbrella maketh the whole world kin, especially on a rainy day. Therefore, fill your window with umbrellas, attractively priced; for instance, great bargains, umbrellas, 98 cents, marked down from a dollar—and the world is yours.

With a seductive array of umbrellas, center, a rear guard of rain-coats or other rainy weather togs, make a shower of rubbers of graduated sizes strung on tinsel ribbons in the foreground and nobody will pass by without looking in to be reminded of his own needs along the line of wet weather furnishings during the rainy season, or to remember what it was that wife told him that very morning not to forget that the children needed for school wear. It works that way.

This year March spends all its days under the Lenten pall. Willy nilly it must not be very gay. It may be cheerful but not giddy, even in its most hilarious window outbursts.

But in truth there is nothing very exhilarating about fish, particularly dried fish. And of such the Lenten platter is supposed to be filled. The painstaking shopkeeper may inculcate a useful lesson in humility and abstemiousness, if he so chooses, while setting forth in most appetizing style, not to say epicurean, his stock of Lenten delicacies.

Let him lay a table in his window, round or oval makes better composition than square, cover it with a white cloth and place pretty doilies under the dishes and things with which it is accoutred. Both tablecloth and doilies, as well as the napkins, can be paper ones; they are inexpensive and artistic.

Build a center piece out of small sardine boxes to represent a ruined feudal castle and from within it have peeping over the top some handsome Easter lilies in splendid bloom. A fringe of dainty pale primroses can be placed about the parapet of the castle and will serve to conceal the stiff stalks of the lilies. Build a moat of more sardine boxes or any flat cans may be used, and fill this also with primroses, bright colored ones are better used here.

At the head of the table pile the turkey platter high with the handsomest, shiniest, fattest, most golden-hued bloaters the grocery department affords. At each plate, on its little doilie, put a small bottle of tomato ketchup. This certainly will suggest penance to the onlooker who happens to like good wine, but he may be in need of ketchup just the same. A dish of well polished prunes may be placed with propriety at the foot of the table; a pretzel, or other serviceable edible, may appear in every plate.

The background can be built up of canned goods appropriate to the sea-

son, carrying out the idea of the castle wall, if the topography of the window permits. On the floor little designs in other Lenten suggestions can be made; a tessellated floor created of kippered herring cans nicely fitted together to make any simple geometrical design, a conventionalized lily or even a fish.

The giving of Easter presents has become so general that there are few merchants so far away, where friends, and customers, are few, as not to provide carefully for this catch-penny season. Easter bonnets may be out of sight soaring in the empyrean of high prices, but Easter cards, Easter chicks, Easter eggs—are always within the reach of all. And their numbers are legion.

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

In the matter of Rebecca A. Grove, bankrupt, notice is hereby given that, in accordance with the order of this court, I shall sell at public auction, to the highest bidder, on Friday, April 12, at 2 o'clock p. m., at the store formerly occupied by the bankrupt, at Lyons, Ionia county, Michigan, the assets of said bankrupt, consisting of groceries, shoes and rubbers, clothing and gentlemen's furnishing goods, dry goods, notions, books and stationery, store furniture and fixtures. Said stock of goods is appraised at \$2,034.84, and the store furniture and fixtures at \$385.15, and an inventory thereof may be seen at the office of Kirk E. Wicks, Referee in Bankruptcy, Grand Rapids, Michigan, and with H. A. Ranger, Lyons, Michigan.

Said sale will be for cash and subject to the approval of this court, and notice is given that if an adequate bid is obtained, said sale will be approved within five days thereafter unless cause to the contrary be shown.

Gerrit J. Wissink,
Trustee.

Chas. V. Hilding,
Cleland & Heald,
Attorneys for Trustee.

The Boys Behind the Counter.

Big Rapids—William Whittaker, who has been employed by Brack & Co., will manage the grocery department to be installed by Bertrau Almroth & Co.

Owosso—Arthur C. Mason has resigned his position as clerk in Dudley Reynolds' grocery store and has accepted a similar position in the grocery department of C. A. Lawrence's store.

Battle Creek—Lee Allen, formerly connected with the Preston Shoe Co., and who for the past three months has been working for a shoe firm in Worthington, W. V., has returned to Battle Creek and will resume his old position with the Preston Company. Mr. Allen says that the Michigan climate is good enough for him.

When the suffragettes get what they are after and an election goes wrong a man will have one thing more to blame on his wife.

Worldly Wisdom.

One man's folly may be another man's widow.

Envy provides the mud that failure throws at success.

And the easier the job the harder it is to land.

Be sure of your aim in life before moving into a glass house.

A good scare is of more benefit to some men than good advice.

Most men who are shadowed by detectives are more or less shady.

The man who is liberal with his sympathy seldom hands out anything else.

The man who makes good does not sit down and wait for his ship to come in.

Music is the food of love—which is more than may be truthfully said of the onion.

If it was not for his wife a man would never know anything worth knowing about his neighbors.

What a girl in love calls a square meal wouldn't even pass as a free lunch with the average man.

A woman can get a man to do anything she wants him to if she has tact enough to induce him to talk about himself.

There is nothing more disappointing to a woman who wants to tell a secret than the discovery that the other woman is already next to it.

Every time a woman changes her mind she thinks it is up to her to air her views.

Don't be too modest. People never criticize an old hen for cackling after she lays an egg.

No matter what the future has in store for a woman, she will look for it on the bargain counter.

Owing to the difference in weight, people now invest in fake mining stocks instead of buying cumbersome gold bricks.

If a man has a big family he can seldom be induced to spend his money on anything else that may cause him more trouble.

The Saginaw Clothiers Agree To Co-operate.

Saginaw, April 2—A new organization, that of the Saginaw Retail Clothiers and Furnishers' Association, has been added to the city's activities, and the following officers elected:

President—James A. Griggs.
Vice President—Paul Krause.
Secretary—Max P. Heavenrich.
Treasurer—Fred Campbell.

A constitution was adopted and was referred to the executive committee composed of the standing officers, for further consideration and will be again submitted to-day.

Committees to be appointed by President Griggs will consider advertising, quarter-off sales, closing hours, etc., and report at the next meeting.

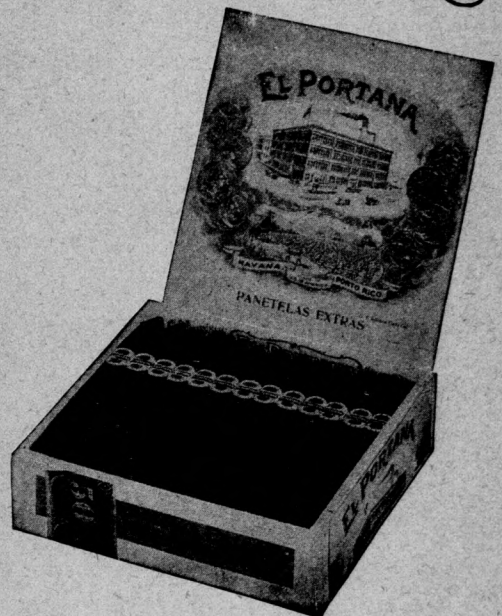
BUSINESS CHANCES.

For sale—Dry goods and shoes (new), country town, Barry county. Address Shoes, care Tradesman. 84

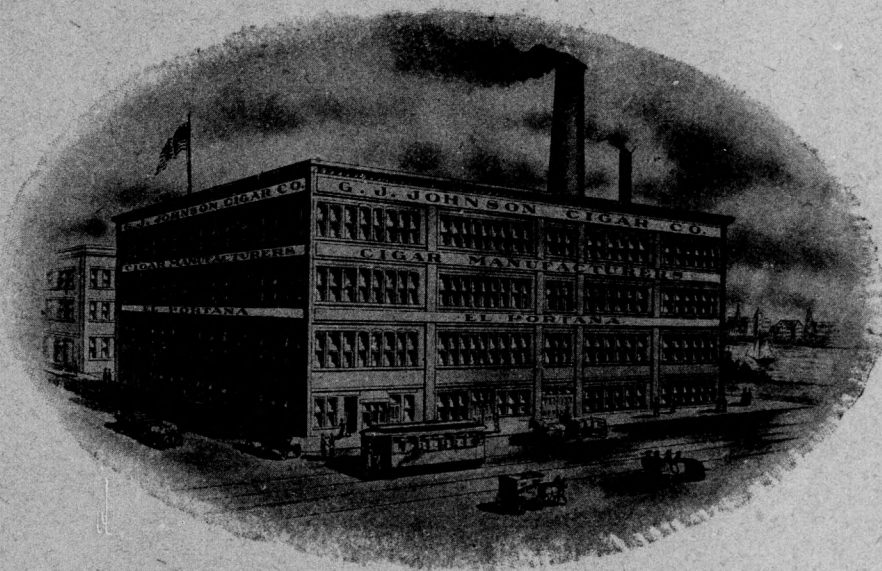
500 statements free, with your name and business printed on them to advertise our collection method without charges or fees, 3,000 subscribers. Twelve years experience. Offer good for five days only. Kings Collection Agency, Williamston, Michigan. 85

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

EL PORTANA 5c CIGAR



"In a
Class by
Itself"



Manufactured
Under
Sanitary
Conditions

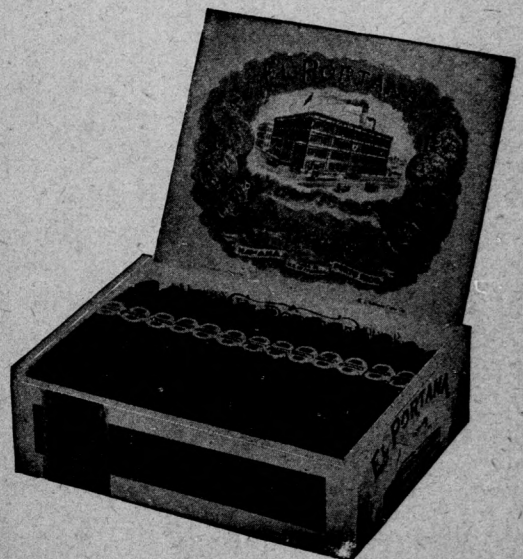
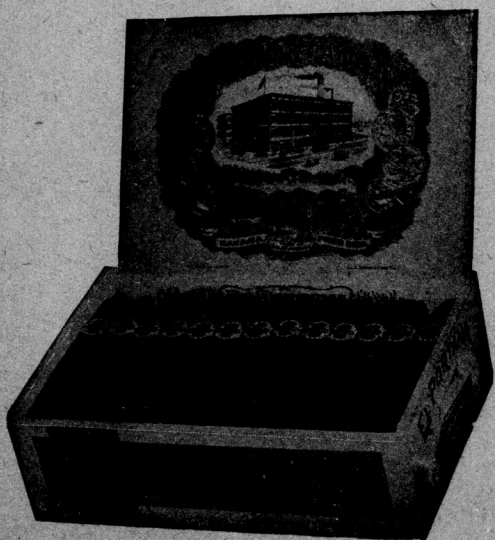
Made in

Five Sizes

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.



Your Bread Won't Dry Out

So fast if you use Lily White Flour.

Technical chemical analysis of our flour shows that it is "moisture retaining."

This is the language of the laboratory experts.

It also excels in color, being above the standard. Meaning, it makes white bread.

You who use it, know this.

It has less ash than standard flour, therefore less waste material.

You get more for your money when you buy—

LILY WHITE

"THE FLOUR THE BEST COOKS USE"

By "standard" is meant an arbitrary standard fixed by the chemists for comparative purposes.

We beat the "standard" on many points.

But we want to repeat that the taste of bread made of Lily White is its greatest attraction for the men folks.

Nothing in the line of bread can compare with it.

Chew slowly and note.

Every sack is sanitarily tightly sewed.

Valley City Milling Company
Grand Rapids, Mich.

This is a reproduction of one of the advertisements appearing in the daily papers, all of which help the retailer to sell Lily White Flour.