

MICHIGAN TRADESMAN

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

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, APRIL 17, 1912

Number 1491



[This was Sam Walter Foss's last poem, and was written just before Christmas, 1910, when he thought he might have to submit to an operation. The end came February 26, 1911. This poem is included in Mr. Foss's last volume, Songs of the Average Man, published by the Lothrop, Lee & Shepard Co., of Boston, who very generously granted the Tradesman permission to reproduce same.]



The Trumpets



The trumpets were calling me over the hill,
And I was a boy and knew nothing of men;
But they filled all the vale with their clangorous thrill,
And flooded the gloom of the glen.

"The trumpets," I cried, "Lo, they call from afar,
They are mingled with music of bugle and drum;
The trumpets, the trumpets are calling to war,
The trumpets are calling—I come."

The trumpets were calling me over the Range,
And I was a youth and was strong for the strife;
And I was full fain for the new and the strange
And mad for the tumult of life.

And I heard the loud trumpets that blew for the fray,
In the spell of their magic and madness was dumb;
And I said, "I will follow by night and by day,
The trumpets are calling—I come."

The trumpets were calling and I was a man,
And had faced the stern world and grown strong;
And the trumpets were calling far off, and I ran
Toward the blare of their mystical song.

And they led me o'er mountains, 'neath alien skies,
All else but their music was dumb;
And I ran till I fell, and slept but to rise,
Lo, the trumpets are calling—I come.

The trumpets are calling, I've come to the sea,
But far out in the moon-lighted glow,
I still hear the trumpets, they're calling to me,
The trumpets are calling—I go.

And lo, a strange boatman is here with his bark,
And he takes me and rows away, silent and dumb;
But my trumpets! my trumpets! they peal through the dark,
The trumpets are calling—I come.

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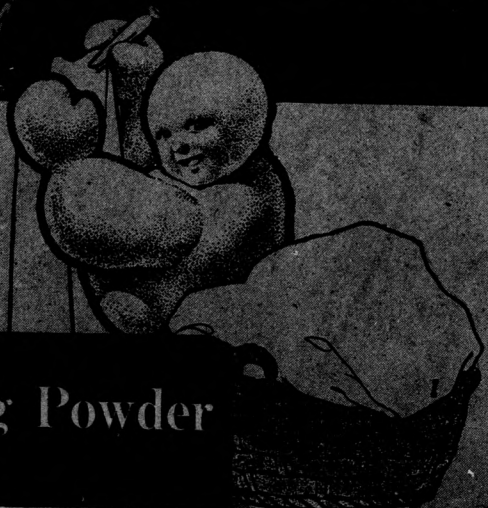
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TOLD BY HIMSELF.

How One Millionaire Reached the Goal.

The young man of ability who has nerve enough to break away from the big city in his quest for fortune is the one who, in my opinion, stands the best chance of ultimately becoming a millionaire.

There seems to be a prevalent idea that big cities and big fortunes are synonymous. Perhaps they are, in the sense that very wealthy persons are usually found in the great commercial centers, where immense amounts of capital are required to carry on great business enterprises. But a careful investigation will prove that in nine cases out of ten these ultra rich people did not come to the city until after they had acquired a big part of their wealth.

The big city does not offer any very great inducements to the young man just starting out in business with a limited amount of capital. On the contrary, he is handicapped from the beginning, because he must compete with firms of large capitalization. However, if he makes his start in a small community and has the proper qualifications for attaining success, he will eventually build up a capital that will justify him in locating in the metropolis.

Inherited Wealth.

I was more fortunate than the average young man because I inherited from my father not only considerable property but an institution which, while small, had a splendid standing in the community. By many I have been called "a rich man's son." While I have profited in many ways by the institution to which I fell heir, I have often regretted that I was not one of those who had to come up from nothing in order that I might see just how far my own ability would carry me. If people think that a young man who falls into a position such as I did—waking up suddenly one day, when I found my father's health had irreparably failed, as the head of a bank with great responsibilities—has an easy time, they are mistaken. From the very fact

that I had a college education and was considered a "rich man's son" I have always felt that I had more to live up to than some one who had no start, and that if I failed it would be much more to my discredit than if I had had nobody to do anything for me. I am sure it is just as hard to be a successful rich man's son as it is to be a successful poor man's son.

I was very fortunate in two ways—first, to have a father who gave me a splendid training for the business I am in, and, second, that my natural bent was along this line—something that can not be said of every young man whose parents select his vocation for him.

Trained To Be Banker.

From the time I was 7 years old my father talked business with me and trained me to make loans and to use my own judgment. When I graduated from Yale seventeen years ago I found that the Union Trust Company was a one man institution, my father having absolute control. I had not been there very long when I found that he was giving me more and more power.

During all the time I worked as an employe of the bank he never hesitated to give me authority, and often told me that he would rather have me do things, even if I made mistakes, than not to do anything. I believe, as he did, that inertia is one of the worst foes to business success. When his health failed in 1900 and I was given complete charge of the bank, I tried to emulate his business principles as far as possible.

I can not overestimate how fortunate I have been in having such associates in business. Most of the men I found myself with were also with my father for many years and never worked for any one else, and I feel that a large part of any success I may have had is due to their splendid co-operation with me. I mention this to show the value of retaining the friendship and good will of those under you.

I believe this has been largely due to the fact that I placed the same confidence in them that my father did in me.

The traits that were instilled in me from childhood up have been of inestimable value in my business life, and if I were just starting out in a business career I would endeavor to cultivate those principles. In my opinion they are the guide posts to success in any line of business.

Application and Patience.

Perhaps application and patience are the two most important things to remember. I see so many young men—particularly college graduates—who figure that their educational

training entitles them to more rapid advancement than others, become discouraged and throw up good positions simply because they have not those two qualities of application and patience. I know it is trite advice to tell a man to stick to one job, but it has been proved true so often that there must be something to it.

Application carries with it patience. And the young man who has the patience to stick to a low salaried position, knowing that he has the ability to rise far above it, must also be thrifty. I was taught the value of money at an early age and I count it as one of the most important business assets I possess. The mistake most young men of to-day make is they are inclined to live too high. This is especially true in the large cities, where the temptation to spend money is particularly strong. That is another reason why smaller communities offer better opportunities to the young man who aspires to become a millionaire. People who reside in such towns are thrifty because they have no occasion to be otherwise.

Some of the things I do not do and which I would advise other ambitious young men to do, are these: Speculation Bar To Success.

I do not speculate in stocks or grains, and I do not gamble. My observation is that the average man who fails in business can trace the cause to some such fault as that rather than to purely business causes. Speculation and gambling take a man's thoughts from his business and tend to upset his mental equilibrium. To succeed in any line a man must devote his entire mind to his work.

The selection of a vocation, or line of business, is most important. I have no doubt that many men fail to succeed simply because they start out wrong. It is a great temptation to take any job that offers the best pay, regardless of the future prospects for advancement. That is why so many who might have been successful in business are to-day working as salaried employes at jobs for which they have no liking. Find out what kind of work you are suited for, then apply all your energies to developing and perfecting yourself in that particular line. I believe the best way to select a life work is to follow your natural tendency.

There are just as many opportunities to-day, if not more, than there were fifty years ago, for young men to become millionaires. The great trouble is that the majority do not seem to care to work as hard as their fathers did. True, there are more distractions and more ways of spending money, but, on the other hand, there is more money and more ways of obtaining it than formerly.

It is the young man who has the force of character and will power to "stick to his knitting," who gets to the top.

\$2,000 Capital Too Small in City.

I would not advise any man to try to go into business for himself in Chicago on a capital of \$2,000 or \$3,000. While it is possible to make a success on such a limited amount, the chances are greatly against him, because he must compete with firms of large capitalization, with the result that his profits will be cut down. The small town is the place for the man of small capital to locate first. Then, after he has acquired experience and has accumulated, say, \$10,000, he is in a position to enter the big city field. I believe \$10,000 is the minimum capital a man should have to start in business in a city the size of Chicago.

To establish any big business on a sound basis it is necessary to build up an efficient organization and let others share the responsibility with you. In these days of strong competition no "one man" concern can make much headway against the great corporations that are composed of large numbers of brainy men all working together in harmony for the interests of the organization.

Frederick H. Rawson,
President Union Trust Co.

The Three Candles.

The Master made three men and gave
To each a candle as his Light,
To keep or burn, or waste or save,
As each might think was meet and right.

The first man lit his tallow dip,
Which in the room a halo shed,
Not brilliant, or with speedy drip,
But serving self till self was dead.

The next man lit both ends! And clear
Shone o'er the world his sun and moon.
He moved in brilliance, questing cheer;
But, ah! the light died out too soon.

The last man brooded o'er their fate.
He feared to light his precious spark;
And, pondering still this melting state,
He spent his whole life in the dark.
Stephen Chalmers.

No Other Paper Fills the Bill.

Blaney, April 15—I was thinking of discontinuing the Tradesman, but I find it of so much value to me in a business way that I have changed my mind. No other trade journal fills the bill the way the Tradesman does. It is invaluable to any large buyer of merchandise. John I. Bellaire,
Manager Wisconsin Land & Lumber Co. Store.

S. B. Drake, Western Michigan Manager for the Standard Oil Co., sails from New York April 20 on the Cincinnati for Cherbourg, France. He will join his family in France and spend two months on the continent.

You don't have to be an optimist to make light of other people's troubles.

OVER THE RIVER.

Final Summons for Pioneer Merchant and Banker.

Frayer Halladay, President of the Michigan Exchange Private Bank, died at Butterworth Hospital Sunday afternoon as the result of a critical abdominal operation earlier in the week. The funeral services were held at the residence, 43 Pleasant street, Tuesday afternoon, conducted by Rev. John T. Thomas, pastor of the Westminster Presbyterian church. The remains were taken to Ashton this morning, accompanied by Rev. John T. Thomas, where another funeral was held this forenoon in the Methodist church in which the deceased worshipped for many years. Interment was made beside his wife in the cemetery at Ashton.

Biographical.

Frayer Halladay was born on a farm near Leeds, Ontario, Oct. 15, 1845, being the oldest of a family of nine children. His father came from Scotch and English antecedents and his mother was pure Scotch. He attended the district school near his father's farm and remained with his father at home until 21 years of age, when he went to New York and worked as a farm hand for two years. He then came to Michigan and located a homestead in Sherman township, Osceola county. Finding this life too tame for him, he formed a copartnership with his father and engaged in general trade at Ashton in 1872 under the style of Geo. Halladay & Son. The goods were shipped by rail to Paris, which was as far north as the G. R. & I. was completed at that time. The remainder of the distance was made by wagon. Mr. Halladay made the trip himself and slept under the wagon at night. This copartnership continued fifteen years, when Frayer succeeded his father, continuing the business eleven years longer in his own name. He operated a sawmill for fifteen years, during which time he was the medium through which thousands of acres of hardwood lands were cleared and the timber converted into money. Twenty-one years ago Mr. Halladay formed a copartnership with W. J. Breen to engage in the fuel business in Grand Rapids. This copartnership was still in existence at the time of Mr. Halladay's death, Mr. Breen having long been the active partner in the business. Mr. Halladay owned several hundred acres of farm lands in Osceola county and a large tract of hardwood timber in the Upper Peninsula. He also had large real estate holdings in this city. While he resided at Ashton he was Supervisor and Treasurer of his township for several years, a representative of the Legislature and postmaster at Ashton for many years.

Mr. Halladay was married December, 29, 1875, to Miss Elizabeth McMurray, a native of Canada, who was teaching school at Ashton at that

time. She died April 10, 1885, leaving three children—Grace, Eva and Roy. The former is the widow of the late Clarence Harrison. Eva was married about six weeks ago to Mr. Breen. The boy died some years ago at the age of 19.

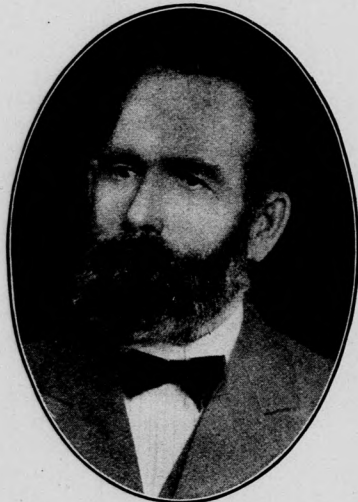
Mr. Halladay was at one time quite prominent in the Odd Fellows fraternity, but has not been very active of late years. He was also a devoted member of the Methodist church and retained his belief in the universal plan of salvation to the end. He frequently remarked he had but two hobbies—chewing tobacco and hard work.

Resolutions of Respect

Adopted by the directors of the Michigan Exchange Private Bank April 15, 1912:

Whereas—By the unexpected visitation of Providence, we are called upon to mourn the death of our beloved and honored associate and President, Frayer Halladay; and

Whereas—The cordial and confidential relations between him as



Frayer Halladay

President of the Michigan Exchange Private Bank and the members of this Board make it fitting that we record our appreciation of his value; therefore, be it

Resolved—That in his death we realize that one of God's noblemen has passed from our midst into the Great Beyond, leaving behind him a memory of business honesty and integrity, an untarnished character, an enviable record in the furtherance of the business interests of the city and a moral and social example worthy of the emulation of all; that his removal from our midst and from the position of honor and responsibility in which he had been placed by us, and which he has so ably filled, leaves a vacancy appreciated and felt by all the members of this Board, the banking business at large and the city of Grand Rapids, which he has faithfully served as an exemplary citizen.

Resolved—That we extend our deep sympathy to the afflicted family of our departed friend and co-worker in the loss they have sustained.

Samuel M. Lemon,
Geo. Clapperton,
E. A. Stowe,
Committee.

Appreciation of the Deceased.

When one with whom we have long been intimately associated dies the better angels of our nature prompt us to kindly reflection upon the life that was, to emphasize the good we know and to give generous and charitable tribute of praise. We are thus in sadness quickened to oft belated duty and righteous judgment. Human nature in its frailty is better fitted to judge of the good than the weakness in our fellowmen. But one man fitted to judge other men as they are ever trod this earth. And as we in our weakness strive to judge justly and generously we ourselves approach toward the divine. The custom of paying tribute of words and flowers to the dead is a happy one. Such tributes, however, are offered always in sadness and often in self-reproach. They are apt to bring to those who offer them a sense of selfish thoughtlessness and lack of kindness toward the living. With moisture in the eye and sadness in the heart we keenly realize that it is the kind and thoughtful word of sympathy, commendation, encouragement or praise to the living friends that reflect joy and inspiration to burdened lives, the flowers thoughtfully and kindly sent to those still among us whose beauty and fragrance reflect human sympathy and affection that cheer the recipient and that God and the angels enjoy. Better such tributes to the living than a wilderness of encomiums and flowers around the pulseless form of the confined dead.

One long and intimately acquainted with Frayer Halladay may offer just and generous tribute to his life and character in sincerity and without reservation or fulsomeness. His life was patient, kind and gentle, his character forceful, strong and brave. He was a characteristic type of early pioneer life of a day that is dead. Such men who lived and endured the hard, brave manhood-making lives of the early settler who builded communities and states are too rapidly disappearing from our midst. They are entitled to our generous appreciation and regard and to be cherished in grateful memory. Mr. Halladay in early manhood followed the blazed trail into the Northern woods of Michigan. Settling there amid crude environment he spent twenty-six industrious, patient, frugal years, the best of his rugged life, became an active force in his growing community and State, making loyal friends of all who knew him and accumulating by patient effort and temperate living a goodly competence. The latter, important in its place, is of comparatively little consequence. It is life and character that really count while we live and continue to exert beneficent influence and force in human life after we have passed away.

In later life, leaving the scene of his earlier toil, and trial, and triumph, he came to this city and in that larger field of business life and endeavor became actively associated with numerous enterprises. He there made appreciative acquaintances and a goodly number of warm personal

friends, such as are among the greatest and most cherished of life's treasures. In this way was a brave and burdened life enlarged and enriched. The blunt abraded honesty and integrity of Frayer Halladay had the indelible guinea stamp and always and everywhere rang true. He was a man of strong and steady intellect and kind heart. He was deliberately and rationally helpful and generous to others without ostentation and seeking always to have such others aided to help themselves. He was a man of positive principle, who in his quiet way won appreciative friends, and to those principles and friends he was steadfastly unwaveringly, loyal and true. He was a powerful man physically and mentally, with a strong positive and unique personality. He was not a man who carried all these qualities upon his sleeve and was not a man to be quickly and superficially understood. His strong positive qualities of mind and heart were such as to command the increasing admiration and appreciation of those who came to know him well.

He was a remarkably self-reliant man. He was a man of keen discernment and sound judgment. I have met few men whose judgment of men and affairs was more sound, just and unerring; and he was a man who knew his own judgment, had absolute confidence in it, relied implicitly upon it and, exercising it, stood by it to the end. He was an intelligent man in the broad sense of that term, given to careful thought and deliberate reflection. He did his own thinking and formed his own opinions. He was a man of real force and originality, a force that had in it the slow resistless power of the tides; an originality that could be appreciated fully only by those who knew him best. In social intercourse with his friends his keen, active intellect, his rare sense of humor, his original ideas and characteristic epigrammatic manner of expression made him a most attractive and interesting companion. His business associates found him acting slowly and cautiously, deliberately, but dependable always and absolutely reliable, and his action almost invariably intelligent and right.

Frayer Halladay was not only a good man but he was a good citizen. He brought to the consideration of questions of public interest the same patient, deliberate, positive study and reflection that he gave to personal affairs. Upon such questions his judgment was sound and his action clear and intelligent. Reticent of nature, inclined to be self-contained, he was not ambitious of or attracted by public life. His public career, aside from small local affairs, was confined to a period as Representative in the Legislature of the State. There his positive strength and sound qualities made him a real and a valuable representative. His conception of duty in such a position was to bring to the consideration of public matters the same deliberate, intelligent, independent judgment, study and reflection that characterized his private life. He

formed his own intelligent opinions, he made up his own mind, he acted wisely and courageously. He could never be in such a capacity a trimmer or an automatic register of what he might think that others thought. His mind was too intelligent, his judgment too sound and deliberate, his opinion too positive, his nature too honest and brave for that. He was, and was fitted to be, a representative of those who delegated to him representative duties and responsibilities, and he served them faithfully and well. If the qualities of Frayer Halladay were more general and active in legislative halls, the real interests of the people and the State would be more intelligently subserved and their welfare more ably promoted.

The passing away of a man like Frayer Halladay is a distinct loss to a community and to a State. The memory of his life and character will long be cherished in respect and admiration by all who knew him well.

George Clapperton.

Bankruptcy Proceedings in Western Michigan.

April 9—In the matter of Jacob S. Davis, bankrupt, formerly merchant at Manistee, the adjourned first meeting of creditors was held, and a first dividend of 5 per cent. was declared and ordered paid to ordinary creditors whose claims have been allowed.

April 10—An order was made by Judge Sessions adjudging the Hendershot Credit Clothing Co., of Grand Rapids, a bankrupt, on petition of creditors, and the matter was referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held at his office on May 2, for the purpose of proving claims, electing a trustee, examining the officers of the bankrupt, etc. The bankrupt's schedules show the following assets:

Stock in trade	\$ 3,000.00
Furniture and fixtures	300.00
Debts due on open account	12,000.00
Total	\$15,300.00

The following creditors all unsecured, are scheduled:

M. Ullman, Buffalo	\$ 14.90
A. Solomon & Bros., New York	80.00
Thomas Landan, New York	52.52
Schattman, Rosenberg & Schattman, New York	150.00
J. & L. Waldstein, New York	253.00
L. F. Bowman & Co., Cincinnati	28.00
Fisher Bros. & Co., New York	262.25
M. D. Katz, New York	100.00
Simon Cohn & Co., New York	157.00
B. Berstein, New York	34.54
Morris Wischner, New York	64.71
Rand Brothers, Philadelphia	89.88
Buckskin Breches Co., Evansville	267.00
Taft & Company, New York	88.90
Geo. H. Heineman, Milwaukee	86.26
R. Schnall, New York	171.50
F. W. James Co., Toledo	282.18
World Shirt Waist Co., New York	159.49
Louis Schulman, Philadelphia	66.30
B. Berman & Co., Detroit	66.00
J. A. German & Co., New York	89.28
B. Haas, Cincinnati	173.00
I. Blumberg, New York	63.00
A. H. Feldman, New York	54.00
Edwards Mfg. Co., Clinton, Ia.	87.88
M. Cohn, New York	56.00
Globe Dress & Suit Co., New York	104.00
Ph. Herzog & Sons, New York	165.00
Nathan Sloan & Co., Chicago	49.63
D. Schwartz, Chicago	67.50
Chas. W. Powell & Co., Ypsilanti	78.00
Kruger, Gross & Co.	15.60
Lindeman, Gross & Hindes, N. Y.	35.00
Max Dorf, New York	13.75
I. M. Riegelhaupt, Cleveland	1,358.45
J. Elias, New York	53.50
C. R. Brewer Lumber Co., Battle Creek	23.70
Geo. Miller & Co., New York	24.00
S. Novick & Co., New York	75.50
Globe Silk Waist Co., Philadelphia	203.00
C. Rineberg, New York	108.35
S. & H. Levy, New York	682.32
Samuel Plum, New York	63.00
Butler Brothers, New York	20.00
D. S. Zemon & Co., Detroit	286.53
Rosenthal & Dickman, New York	116.00
I. Hirsch & Co., Chicago	65.50
Abe Gittelmacher, Philadelphia	126.00
Reznek, Shapiro & Co., New York	237.50
Mezeritsky & Miller, New York	161.75
Stanley Makinski, Grand Rapids	300.00
Mike Koverack, Grand Rapids	100.56
Evening Press Co., Grand Rapids	13.00
Carl Knott & Co., Grand Rapids	163.42
Mrs. M. E. Myers, Grand Rapids	1,150.00
T. B. Moore, Defiance	500.00
Defiance Bldg. Loan Association, Defiance	1,085.00
Mrs. Ollie Gould, Grand Rapids	600.00

Wm. F. McKnight, Grand Rapids	404.00
Jacob Kozminski, Grand Rapids	700.00
L. L. Stone, Battle Creek	270.00
Kohl & Baskin, New York	71.50
Max U'delf Co., New York	60.00
J. C. Ruth & Co., Aurora	160.20
Geo. Miller & Co., New York	18.00
Auto Raincoat Co., New York	6.00
Jacob Rayvid, New York	23.75
Phil Walcoff & Co., New York	54.37
Isaac Walcoff, New York	20.00
Morris Levy & Co., New York	63.25
Bernard Cloak Co., New York	76.00

April 11—In the matter of Meade Brothers, bankrupts, formerly merchants on Canal street, City, the final meeting of creditors was held, and the final report and account of Don E. Minor, trustee, was considered and allowed. There were not more than sufficient assets to pay the preferred claims and administration expenses and there was no dividend declared for ordinary creditors. No cause to the contrary being shown by creditors it was determined that a certificate recommending the bankrupt's discharge be made by the referee.

In the matter of Henry Motor Car Co., bankrupt, of Muskegon, a hearing was had on the offer of Charles F. Latimer of \$7,500 for the remaining assets of the estate, excepting accounts receivable and cash on hand. The trustee submitted an additional bid for the assets and the offer of Latimer was rejected and the offer of Geo. Sachsenmaier & Co. and E. Levene & Co., of Philadelphia, of \$9,000, was accepted and the sale ordered made and confirmed.

In the matter of the American Electric Fuse Co., bankrupt, of Muskegon, the trustee, Paul S. Moon, of Muskegon, filed his first report and account showing a balance of cash on hand and to be received within a few days of \$89,742.26, and also property still on hand of the appraised valuation of \$47,315.86. An order was made by the referee calling a special meeting of creditors to be held at his office on April 22, for the purpose of considering such account and declaring and ordering paid a first dividend for ordinary creditors.

April 12—In the matter of Carl H. Nye, bankrupt, laborer of Grand Rapids, the first meeting of creditors was held. No claims were proved and it appearing from the examination of the bankrupt that there are no assets excepting those claimed as exempt, no trustee was appointed. Unless further assets are discovered or further proceedings are desired by creditors, the estate will probably be closed at the expiration of twenty days.

An involuntary petition for adjudication in bankruptcy has been filed against the Callaghan Hardware Co., of Reed City, and the alleged bankrupt has filed its schedules of assets and liabilities and also a composition at 50 per cent. cash on the claims of all ordinary creditors, excepting the claim of M. M. Callaghan & Co., of \$21,266.49 to whom notes at 50 per cent. of the claim payable in twelve equal monthly installments, to be secured by chattel mortgage covering the alleged bankrupt's property is offered and which said creditor has agreed to accept. The matter has been referred to Referee Wicks and notice has been given of a special meeting of creditors to be held at his office on April 26, for the purpose of allowing claims, examining the officers of the alleged bankrupt and to consider and pass upon such offer of composition.

The alleged bankrupt's schedules show the following assets:

Cash on hand and on deposit	\$ 468.43
Bills receivable	2,692.88
Stock of merchandise	21,254.23
Furniture, fixtures, tools and machinery	1,700.00
Accounts receivable	4,982.66
Total	\$31,098.20

The inventory and report of appraisers will be on file at the time of such special meeting.

The schedules show preferred claims \$48, and ordinary unsecured claims, \$40,226.66. The following is a list of the principal creditors:

American Woodenware Mfg. Co., Toledo	\$ 66.00
Acme White Leas. & Color Works, Detroit	233.23
Aetna Powder Co., Chicago	27.00
Alabastine Co., Grand Rapids	85.55
Alith-Prouty Co., Danville	26.40
Alexandria Halter Factory, Alexandria	25.23
Abby & Embria Co., New York	37.70
American Oil Co., Jackson	35.80
Barrett Mfg. Co., Chicago	660.55
Baxter Stove Co., Mansfield	132.00
Baldwin Stove Co., Cleveland	33.00
Berger Mfg. Co., Canton	49.44
Baughman Horse Collar Co., Albion	11.00
Baker-Vawter Co., Chicago	27.00
Bement Company, Lansing	209.00
F. W. Bird & Son, East Walpole	73.96
Brown & Seher Co., Grand Rapids	736.54
Buhl Sons Company, Detroit	465.99
Bucher & Gibbs Co., Canton	128.50
Born Steel Range Co., Cleveland	130.10
W. Bingham Co., Cleveland	513.01
Canton Enameling Co., Canton	73.25
Cadillac Gas Light Co., Cadillac	32.50
Wm. D. Cramer Co., Muskegon	32.41
Detroit Emery Wheel Co., Detroit	25.27
Detroit Vapor Stove Co., Detroit	107.23
Detroit Bath Tub & Brass Co., Detroit	27.00
Dean & Kite Co., Cincinnati	38.32
H. S. Earle Mfg. Co., Detroit	27.51
Eagle White Lead Co., Cincinnati	36.88
Empire Rubber Co., Trenton	131.23

C. Emrich, Columbus	368.68
Eclipse Stove Co., Mansfield	42.74
Excelstor Stove & Mfg. Co., Quincy	28.80
Ferguson Supp. Co., Grand Rapids	137.91
Foster Mfg. Co., Chicago	880.06
Frohlich Glass Co., Detroit	218.07
Gem City Stove Co., Quincy	33.75
Goshen Manufacturing Co., Goshen	172.29
Hazzard Lead Works, Hazzardville	103.75
Jacob Haish Co., DeKalb	90.70
Hibbard, Spencer, Bartlett Co., Chicago	30.70
Herald Pub. Co., Reed City	48.33
Heystek & Canfield Co., Grd. Rds.	23.99
W. C. Hopson & Co., Grd. Rds.	38.96
Hunt-Helm-Ferris & Co., Harvard	173.25
Hetrick Brothers, Toledo	66.50
Home Rubber Co., Trenton	31.50
Independent Stove Co., Owosso	43.22
Imperial Campbell Branch Co., Chicago	119.44
Robert H. Ingersol & Co., Chicago	37.10
Illinois Pure Aluminum Co., LaMont	52.42
W. B. Jarvis & Co., Grand Rds.	428.90
Kramer Brothers, Dayton	50.71
Landers, Frary & Clark, New Britain	53.00
Lisk Manufacturing Co., Canandaigua	47.50
F. C. Mason & Co., St. Johns	92.68
Malleable Steel Range & Mfg. Co., South Bend	153.80
Michigan Stove Co., Detroit	291.63
Mossman-Yarnelle Co., Ft. Wayne	105.12
Moore Bros., Jamestown	58.75
Morley Brothers, Saginaw	1,052.00
Motor Car Supply Co., Chicago	39.40
New Process Stove Co., Cleveland	45.30
National Manfg. Co., Sterling	56.19
V. L. Ney Co., Canton	329.76
National Brass Co., Grand Rapids	21.25
Omega Separator Co., Lansing	33.50
Osburn Paper Co., Marion	30.00
Peninsular Stove Co., Detroit	446.72
Parker Plow Co., Richmond	39.51
Pittsburgh Steel Co., Pittsburgh	1,702.72
Peck-Williamson Heat & Ventilating Co., Cincinnati	406.93
Richards-Wilcox Mfg. Co., Aurora	114.99
Republic Metal Ware Co., Buffalo	148.95
Rochester Jewelry Co., Rochester	31.25
Robinson Ammunition Co., Swanton	200.00
W. D. Sager, Chicago	44.80
Sidney Hollow Ware Co., Sidney	58.44
A. G. Spaulding & Bro., Detroit	48.14
Southern States Turpentine Co., Cleveland	36.72
Stand. Garden Tool Co., Montrose	30.71
Stand. Varnish Works, Chicago	25.52
Stand. Oil Co., Grand Rapids	18.92
Stand. Stamping Co., Marysville	102.00
Stoughton Wagon Co., Stoughton	123.50
Standart-Simmons Hdw. Co., Toledo	738.23
Stimpson Scale Mfg. Co., Northville	22.25
Specialty Whip Co., Westfield	27.90
Utility Stove & Range Co., Indianapolis	40.54
United Supply Co., Saginaw	414.48
Viscosity Oil Co., Chicago	42.72
Wildor Strong Implement Co., Monroe	18.90
Wilson Saw & Mfg. Co., Pt. Huron	93.33
J. Wiss & Son, Newark	54.34
Detroit Shear Co., Detroit	36.52
Frank Stow, Reed City	81.78
Curtis Brothers, Reed City	75.80
A. M. Fleischhauser, Reed City	219.00
Janeway & Co., New Brunswick	100.00
Associated Mfg. Co., Waterloo	63.57
Moore Plow & Implement Co., Greenville	119.60
Haze Mfg. Co., Hudson	66.90
Filmer, Fur & Mfg. Co., Gloversville	163.50
Will Curtis, Reed City	840.00
M. M. Callaghan, Reed City	1,313.54
Reed Hemund, Jr., Reed City	68.00
M. M. Callaghan & Co., Chicago	21,266.49
Ontario Drill Co., Rochester	80.75

April 15—In the matter of Fargo Shoe Manufacturing Co., bankrupt, of Belding, the first meeting of creditors was held and Henry A. Smith, of Belding, was elected trustee by creditors and his bond fixed at \$7,500. Ray Reynolds, Secretary of the bankrupt company, was examined. By unanimous vote of creditors the trustee was given the same authority to conduct the business of the bankrupt as a going business as was given to the receiver under special order of the court. First meeting was then adjourned without day.

What Some Michigan Cities Are Doing.

Written for the Tradesman. Detroit reports relief in the freight car situation the automobile manufacturers having been furnished with 1,286 cars during the past week. The Pt. Huron Business Men's Association will conduct a vigorous campaign this year for new industries and for civic improvements.

A knitting concern at Vassar offers to remove its plant to Bay City provided \$5,000 worth of stock in the company will be taken there. The proposition will be investigated.

Jackson carried each one of its bonding propositions at the recent

election, including \$30,000 for sewers, \$31,000 for street paving, \$22,500 for purchase of the fair grounds from the county and \$16,000 for the sale of an alley to private parties who propose to erect a ten-story business block there.

The general offices of the Saginaw & Flint Railway will be removed from Flint to Saginaw.

Battle Creek now has a house famine in addition to its other troubles of coal famine, potato famine, flood telephone fight, high cost of living, store famine, etc.

A. M. Young & Co., of Chicago, manufacturers of specialties, the principal one of which is a dustless dust cloth, will remove to Kalamazoo and will employ between forty and fifty girls.

The Mt. Clemens Chamber of Commerce has awarded to a Detroit firm a contract for a publicity campaign that means the expenditure of about \$50,000 in boosting Mt. Clemens.

Union City plans to install a new dynamo and engine at the city lighting plant, giving twenty-four hours per day electric service, also a sewerage and street paving improvements. Almond Griffen.

Automobile For Sale

1911 Franklin G, 18 horse-power, complete with top, wind shield and speedometer. Has been run only about 6,000 miles. Lamps newly nickled and body newly varnished this spring. Price \$1,500 net cash. No trade. Address

FRANKLIN

Care Michigan Tradesman

IMPORTANT

Retail Grocers



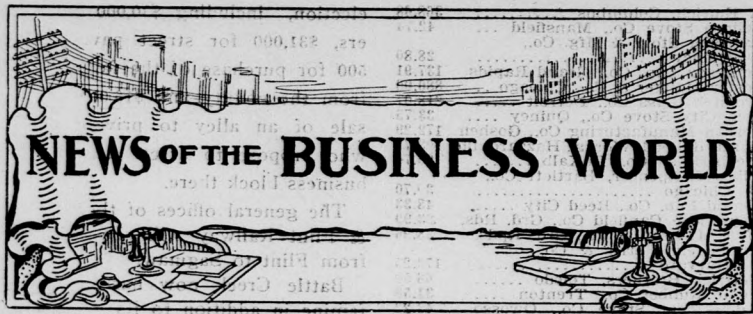
who wish to please their customers should be sure to supply them with the genuine

Baker's Cocoa and Chocolate

Registered U.S. Pat. off with the trade-mark on the packages.

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

MADE ONLY BY **Walter Baker & Co. Limited** DORCHESTER, MASS. Established 1780



Movements of Merchants.

Hastings—W. H. Spence succeeds W. H. Myers in the harness business.

Flint—J. H. Hyde has engaged in the grocery business at 916 Richfield road.

Manistee—The Engelbreth Bakery has opened for business at 301 Third street.

Battle Creek—J. G. Butler succeeds Charles L. Mead in the confectionery business.

Wyandotte—Mrs. James Lee, recently of Detroit, has opened a bazaar store here.

Cheboygan—A. W. Reams has opened a paint and wall paper store on State street.

Baldwin—R. P. Gleason, of Luther, will open a hardware and implement store here May 1.

Thompsonville—E. R. Grant has closed out his stock of jewelry and retired from business.

Middleton—E. W. Brown, formerly engaged in trade at Farwell, will open a general store here about May 1.

Petoskey—James Hitchings, grocer and meat dealer, lost his entire stock by fire April 9. Loss, \$2,200.

Grant—Richard E. Kincaid has sold his drug stock to C. Reece, formerly of Caro, who has taken possession.

Alba—I. Saperston has purchased the David Ward estate stock of general merchandise and merged it with his own.

Clare—The Wilson-Davy Co., dealer in dry goods and clothing, has increased its capital stock from \$30,000 to \$35,000.

Mt. Pleasant—B. A. Isbell has engaged in the wholesale and retail confectionery and cigar business on Main street.

Mt. Pleasant—Chatterton & Son, in the elevator and produce business, have increased their capital stock from \$16,000 to \$40,000.

Sparta—James H. Robinson has sold his stock of groceries to Mr. McGaw, formerly of Grant, who will take possession May 1.

South Boardman—S. E. Aldridge, grocer, has purchased the L. D. Musser grocery stock and bakery and will consolidate it with his own.

Detroit—The United Clothing Co. has been organized with an authorized capital stock of \$10,000, which has been subscribed and \$5,000 paid in in cash.

Detroit—The Hoyle & Rarick Clothing Co., conducting a chain of stores throughout the country, has opened an establishment at 216 Woodward avenue.

Charlotte—Crane & Crane have bought the interest of Albert Hall-

fax in the Dimondale elevator and Ed. Nelson has been employed to manage the business.

Black River—The general store owned by Frank J. Martin was totally destroyed by fire of unknown origin April 12. The loss is \$2,000, covered by \$1,000 insurance.

Ithaca—The Ithaca Gleaner-Farmers Elevator Co. has been organized with an authorized capital stock of \$25,000, which has been subscribed and \$2,500 paid in in cash.

Adrian—William Egan has purchased the meat department of the Rogers grocery, at the corner of Main and Seeley streets, and will conduct the business hereafter.

Blaney—John L. Bellaire, who recently sold his general stock at Germfask to Norman Stauffer, has taken the management of the general store of the Wisconsin Land & Lumber Co. at this place.

Menominee—The Twin City Packing Co. has been incorporated with an authorized capitalization of \$25,000, of which \$17,600 has been subscribed, \$2,600 being paid in in cash and \$15,000 in property.

Muskegon Heights—William H. Buckley, hardware dealer at Spring Lake, has purchased the hardware stock of the late Harry DeWitt, and will continue the business at the same location as a branch store.

Uby—Frank A. Brown, dealer in implements, has merged his business into a stock company under the style of the Brown Implement Co, with an authorized capital stock of \$8,000 which has been subscribed and \$6,000 paid in in property.

Vickeryville—C. N. Long, recently of Elma, Washington, has purchased the interest of the late J. E. Templin in the hardware stock of Miller & Templin and the business will be continued at the same location under the style of Miller & Long.

Monroe—Fire originating, it is thought, from spontaneous combustion, started in the rear hall of the Hoffman building, 21 Front street, April 10 and spread to R. W. Berryman's tailor shop, on the second floor. Before the flames were subdued by the fire department H. D. Hoffman's stock of dry goods on the store floor were damaged by smoke and water about \$5,000. Berryman's loss is placed at \$1,000.

Tecumseh—Samuel W. Temple, one of this town's oldest and most widely known business men, died suddenly of heart disease April 16. He was about 75 years old and had been in business here for fifty years or more. For many years he was engaged in the lumber and planing mill

business, after retiring from which he went into the grocery and farm implement business, in which he remained until his death.

Holly—The Michigan Truck & Lumber Co. has been incorporated with an authorized capitalization of \$17,500 common and \$7,500 preferred, of which \$22,500 has been subscribed and paid in in cash.

Chesaning—Walker & Conley, undertakers and dealers in furniture, have merged their business into a stock company under the style of the Walker, Blakeslee Co., with an authorized capital stock of \$10,000 common and \$5,000 preferred, of which \$8,000 has been subscribed and paid in in property.

Manufacturing Matters.

Detroit—The Invincible Starter Co. has increased its capital stock from \$1,000 to \$35,000.

Vermontville—D. H. Brown succeeds Wellington Best in the management of the Vermontville Creamery.

Negaunee—Robt. and Fred Northey, recently of Ishpeming, will engage in the cigar manufacturing business here May 1, under the style of Northey Bros.

Traverse City—T. D. Hobbs, formerly engaged in the grocery business at Kalkaska, is now managing a store for Loveland & Stone, lumber manufacturers at Cutler, Ont.

Kalamazoo—The Kalamazoo Fibre Package Co. has engaged in business with an authorized capitalization of \$25,000, of which \$12,500 has been subscribed and \$2,500 paid in in cash.

Detroit—The Goldbrook Creamery Co. has engaged in business with an authorized capital stock of \$75,000, of which \$41,000 has been subscribed, \$2,450 paid in in cash and \$38,150 in property.

Clarksville—The Clarksville Co-operative Creamery Co. has engaged in business with an authorized capital stock of \$2,500, of which \$1,250 has been subscribed and \$1,050 paid in in cash.

Boyne City—The Boyne City Potash Co. has been organized with an authorized capital stock of \$6,000, of which \$4,000 has been subscribed, \$100 being paid in in cash and \$3,900 in property.

Detroit—The De Croupet Iron Works has merged its business into a stock company under the same style, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Detroit—The Van Wormer Pure Food Co. has engaged in business to manufacture and sell flavors, extracts, syrups, jellies, preserves and foods, with an authorized capital stock of \$12,000, which has been subscribed, \$5,000 paid in in cash and \$300 in property.

Flint—The Lutz & Schram Pickling Co. will locate a branch plant in this city. The plant will cover sixteen acres. The parishioners of All Saints' church have agreed to raise 101 acres of cucumbers the coming season. Sub-stations will be established in the nearby towns.

Hamilton—The Bulhuis Manufacturing Co., manufacturer of gloves, overalls, jackets, pants, shirts and suspenders, has merged its business into a stock company under the same style, with an authorized capital stock of \$15,000, of which \$8,040 has been subscribed and paid in in property.

Detroit—The Anglada Co. has engaged in business to manufacture and sell demountable and detachable rims and other parts and accessories for motor wheels, with an authorized capital stock of \$50,000, of which \$22,500 has been subscribed, \$3,500 being paid in in cash and \$25,000 in property.

Detroit—The England Manufacturing Co. has engaged in business to manufacture and deal in pressed steel doors for automobiles, auto bodies and all parts, appliances and equipment connected with automobiles, with an authorized capital stock of \$50,000, which has been subscribed and \$6,000 paid in in cash.

Bronson—A new company has been organized under the style of the Warne-Douglas Co. to manufacture and sell sheet metal specialties, automobile and motor boat accessories, metal castings and hardware specialties, with an authorized capital stock of \$8,500 common and \$6,500 preferred, which has been subscribed and \$10,000 paid in in cash.

Another Association in the Field.

Pt. Huron, April 15—The merchants of Deckerville organized a Business Men's Association on Tuesday evening last, with the following officers:

President—David R. Brown.
Vice-President—Oswold Lawson.
Secretary—E. P. Carman.
Treasurer—C. H. Clement.

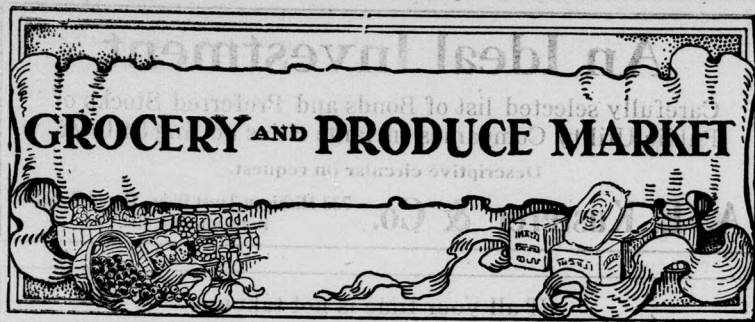
The Saginaw grocers will hold a banquet and smoker on Tuesday evening—grocers from every town adjacent to Saginaw have been invited to attend. The President and Secretary of the State Association will address them.

Pt. Huron grocers and butchers will close Wednesday afternoons during June, July and August.

J. T. Percival, Sec'y.

The annual banquet of the Grand Rapids Retail Grocers' Protective Association, which was held at the Pantlind Hotel last Thursday evening, was well attended. The principal speech of the evening was made by Fred Mason, Manager of the Shredded Wheat Co., of Niagara Falls, who gave his hearers some valuable advice and pertinent suggestions. Mr. Mason is a pleasing speaker and his presence is always regarded as a rare privilege by gatherings of grocers, no matter where held or under what auspices they are conducted.

The Gleye Hardware Co. has been incorporated with an authorized capital stock of \$20,000, of which \$16,500 has been subscribed and \$13,500 paid in in cash, to engage in the hardware business on Pearl street. The stockholders are Paul H. Gleye, Walter Gleye, A. C. Bertsch and John F. Healy.



The Produce Market.

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

Asparagus—\$1 per doz.

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

Beets—65c per bu. for old; 90c per doz. bunches for new.

Butter—The market has been very firm during the past two weeks, but prices hold about the same as a week ago. Receipts arriving are of good proportions for April, but the demand increases steadily and keeps the markets well cleaned up on all fancy goods. Naturally the market will be very sensitive at existing extreme prices so close to the grass season, and it is impossible to tell how long the present high market will last. No relief seems likely, however, for ten days or two weeks. Creamery extras command 32c in tubs and 33c in prints. Local dealers pay 24c for No. 1 dairy and 19c for packing stock.

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

Celery—Florida, \$2 per crate; California, \$1.10 per doz.

Cranberries — Late Howes, \$6 per bbl.

Cucumbers—\$1.75 per doz. for hot-house.

Eggs—Receipts are fairly liberal, as is normal for the season, and the quality of the current receipts is at its best for the year. The market is barely steady, owing to the large receipts, but owing to the strong advances and firm markets the price seems unlikely to decline at present. Western operators appear to be willing to pay higher prices for eggs for storage than Eastern operators, and most of the available supply for that purpose is therefore being kept in the West. Local dealers pay 18c, case count.

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

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

Green Onions—15c per doz. for home grown.

Green Peppers—60c per small basket.

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

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

Lettuce — Hothouse, 12c 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—Navels, \$3.25@3.50.

Pieplant—California, \$2.75 per 40 lb. box.

Pineapples—Cuban are in liberal supply at \$4.25 per crate for 24s, \$4 for 30s and \$3.75 for 36s.

Potatoes—\$1.40 per bu. for old stock.

Poultry—Local dealers pay 13c for fowls and springs; 7c for old roosters; 10c for geese; 14c for ducks; 16@18c for turkeys. These prices are for liveweight. Dressed are 2c higher.

Radishes—35c per dozen for hot-house.

Spinach—\$1.25 per bu.

Squash—2c per lb. for Hubbard.

Strawberries—The first strawberries arrived the first of the week from Louisiana and are selling at \$2.25 per 24 pint case most of the week. The quality was very good, but a little green in color. It is expected that the supply will increase from now on. The first shipments were about ten days late in arriving, which was said to be partly caused by the floods in the South.

Sweet Potatoes—\$6.25 for Jerseys.

Tomatoes—Six basket crates, \$4.50.

Turnips—50c per bu.

Veal — 5@9c, according to the quality.

The Grocery Market.

Sugar—In addition to the decline of 10 points last week, the refiners reduced their quotations 1/4c on Monday of this week, granulated being now quoted at 5.05, New York basis. The decline is, of course, due to manipulations on the part of the refiners to enable them to secure large stocks of raws during the period of heaviest receipts. As soon as they have their warehouses full of raws, the price of refined will be marked up. The uncertainty of the tariff bill which was passed by the House removing all the duty on sugar, is causing all buyers to take stocks sparingly and beet refiners are offering sugar more freely than they have for some time. No one seems to think that the sugar bill as passed by the House will be passed by the Senate, but a bill removing a part of the duty may go through.

Tea—The market is now showing more signs of life under full prices. Retailers are buying more freely and the stocks of high grade Japans in this country are getting low. There will be no surplus when the new crop teas arrive in July. The call for package teas is increasing, more especially those imported already packed, as they come direct from the firing go-downs, are sanitary and retain their original flavor and sweetness better than repacked teas. The

standard as fixed by the new Tea Board meets with favor. Chinas will be absolutely uncolored and a uniform inspection will, no doubt, bring harmony once more and general satisfaction to importers. Congous are easy. Indias and Ceylons hold firm. Better prices are expected in Japans for the remainder of the season.

Coffee—Rio and Santos grades are without material change. Underlying conditions, however, are still very strong. Mild coffees are very firm on a basis almost as high as anything yet reached, and the outlook is still stronger, owing to crop damage due to unfavorable shipping conditions. Mocha is firm for the week, but no higher. Java is quiet and unchanged.

Canned Fruits—Apples are dull and unchanged. California canned goods show a fair movement at unchanged prices. Winter pack Hawaiian pineapple will arrive on the market soon, which will relieve the shortage for some time at least. It is thought by some that the winter pack is hardly as good as the summer pack, but the real difference is so small that it is hard to detect. Prices are higher than a year ago, but the demand continues to increase.

Canned Vegetables—Corn and peas are unchanged, both spot and future, and the demand is slack, except for very cheap corn, blocks of which have sold as low as 50c in a large way. The demand for corn is not nearly as large as it should be with prices as low as they have been and are at present. Some wholesalers think that the fact that tomato and pea prices are so high has caused the consumer to regard the entire line in the same light. Tomatoes show a weakness both in spot and futures.

Dried Fruits—Peaches and apricots, both spot and future, are unchanged and dull. Raisins are quiet on spot; some demand for futures. Currants are quiet and unchanged. The continued weakness of prunes in secondary markets, due to holders' anxiety to sell at almost any price in reason, has at last had an effect on the coast market, which has been firm and well maintained. Sales were made during the week on the coast at a substantial notch below the highest point reached. The demand is not large anywhere.

Cheese—Stocks are very light and holders of old cheese can get about their own price for it. The market is higher at present than at any time since the war. The few remaining old cheese are firmly held, and no relief can be expected until new cheese comes forward in larger quantities, which it will not do for a month yet. New cheese now on the market rules 2@3c below old.

Rice—The demand continues of a good size from both the retailer and the consumer. Domestic Japan sorts are quoted from 5 1/4@6 1/2c per pound, with fancy Carolina from 6@7 1/2c.

Starch—All best Muzzy package has advanced 10c per 100.

Syrups and Molasses—Glucose has advanced 1c per gallon and compound syrup has advanced 4 scales. There are a great many retailers who have the idea that if sugar declines

or advances syrup should be affected, but that is not the case, as a great percentage of syrup consumed is made from corn. The market has been steadily advancing for a month or more on corn syrup and is still very firm. Wholesalers report a good business in future maple syrup, but practically nothing doing in spot goods.

Fish—Cod, hake and haddock are quiet and steady. Salmon shows no change and fair demand. Both domestic and imported sardines are unchanged and quiet.

Annual Banquet of Kalamazoo Retailers.

Kalamazoo, April 13—The grocers and butchers of Kalamazoo and their friends to the number of 150 sat down to the banquet tables at their annual feed and talk-fest, which was held at the Auditorium last evening. Many interesting impromptu talks interspersed with some of the "late ones" were given and every phase of the meat and grocery business with the exception of the high cost of living was discussed.

Following the banquet, Acting President Henry J. Schaberg introduced the toastmaster, Stephen A. Marsh, who read a letter from genial Gene Welch, who was unavoidably detained in Chicago, in which he expressed his regret at not being able to attend and assist in the festivities.

Short talks dealing with co-operation, the credit system and the benefits derived from early evening and Sunday closing were offered by Messrs. J. Rockwell, George Freeman, C. R. Howard, Frank Bowen, Glen Kent, William Slater and Selig Stern.

Butter and Egg Buyers Organize.

Pt. Huron, April 16—In the neighborhood of fifty wholesale and retail butter, egg and poultry dealers from all over the Thumb district and Detroit held an enthusiastic meeting in this city April 10 and formed an organization which will be known as the Pt. Huron District of the State Butter, Egg and Poultry Association. The object of the organization is to have the merchants and farmers cooperate in the buying of eggs on the loss-off or quality basis in the future.

The Association will held another meeting within a few weeks, by which time it is expected the egg-producing and purchasing market will be much improved in the Thumb. Members of the State Association were in attendance, as was also C. L. Opperman, representative of the Bureau of Animal Industry of the Department of Agriculture, Washington, D. C.

W. A. Williams, of Sandusky, was elected President of the new Association and J. F. Ruff, of Pt. Huron, Secretary and Treasurer.

One Insertion Enough.

Eaton Rapids, April 15—We recently instructed you to insert our advertisement several weeks, but we find that one insertion is enough. It has already brought us more replies than we can answer in a week.

LaFever & Minnie.



Our Con Mayor Attempts a New Con Game.

The action of the city administration in seeking bids from Detroit, Chicago and the banks of other cities for the use of the city funds is probably intended as a wild sort of bluff designed as a means of working the Grand Rapids banks for a higher interest offer. The Grand Rapids National City Bank now carries the city deposit and pays 2.30 per cent. on daily balances and the financial acumen of the city hall is trying to get better terms, which, of course, is justifiable if fair means be taken. The plan is to get offerings for portions of the funds as time deposits for six or nine months or until, it is estimated, the money will be needed for municipal purposes, and to carry the balance in one of the city banks on the usual basis of daily balances. This plan might work, but it may not have occurred to the city hall talent that the interest on the time deposits is about all that the city would get out of it. The chances are that the banks would look upon the amount kept at home for current needs as an ordinary commercial checking account and that no interest would be allowed on the daily or any other kind of balances. To have a considerable portion of the city funds earning nothing would more than offset the increased earnings on the time deposits.

As a matter of fact the city deposit is not especially attractive as a banking proposition and several of the city banks would not accept it on any terms that involved paying for the use of the money. The deposit may amount to a million and a quarter in July, when the taxes have just been collected, and in June, a year later, there may be only a hundred thousand to the city's credit. During the year the fund is subject to violent fluctuations. A hundred thousand or a quarter of a million may be dumped into the depository or pulled out of it without the slightest notice and the bank that carries the deposit must adjust itself to these fluctuations as best it can. It must always carry a heavy reserve to meet any demand the city may make and this naturally reduces the earning capacity of the deposit as a whole. To make the funds at all profitable it is often necessary to expand loans and discounts on the shortest possible notice or to contract them with a jerk. It takes skill and experience to do this, and because of the difficulties attending it few of the banks want to bother with the account at all, figuring that

the same effort put into other directions will accomplish better results.

The county receives 3.26 per cent. on its daily balances also from the Grand Rapids National City, but this account came into the bank from the old National City, which for some reason was particularly anxious to get this account when the bids were invited, and bid up accordingly. The county fund is not as large as the city and it does not fluctuate so violently and for this reason it is more desirable, but it is unlikely that any such bid would be received for the money at this time. When the State Treasurer carries funds in the banks about the State the interest allowed for the use of the funds is $2\frac{3}{4}$ per cent. The State deposits are fairly staple, with no day to day fluctuations and usually with ample notice as to when the money will be needed. The United States deposits are allowed 1 per cent. interest for special deposits and 2 per cent. for postal savings deposits. Bank deposits are carried in this city to an amount in excess of \$4,000,000, and the interest on these is 2 per cent., and except that the amount is steadily growing larger the fluctuations during the year do not exceed 20 per cent., which makes them, as a whole, fairly steady. In comparison with what the State, the Federal Government and the depositing banks receive for their balances it will be seen that the city with its 2.30 per cent. is faring tolerably well.

The city hall movement to get bids from outside banks is based more or less on the assumption that this city has a money trust—that the banks are in a combine against the city. And this is nonsense. There is a friendly feeling among the banks and in many ways they work together, but if the city deposit were as desirable as some people think it ought to be there would be the keenest kind of rivalry for it, and the fight would be three cornered. The Old National and the Kent State would be found in one corner, the Fourth National, the Commercial and the Peoples in another and the Grand Rapids National City and the City Trust and Savings in the third, and the Grand Rapids Savings doing the friendly between the Old and the Fourth. In matters of general policy and principal the banks stand together, but when it comes to getting good business friendship is forgotten.

If the city should make one of the banks of Detroit, or Chicago, or

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Carefully selected list of Bonds and Preferred Stocks of Public Utility Companies in large cities netting 5% to 7%.

Descriptive circular on request.

A. E. Kusterer & Co. 733 Michigan Trust Bldg., Grand Rapids
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If all your time is not taken
You Can Add to Your Income

Selling Life Insurance for

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

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

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

Merchants, Treasurers, Trustees, Administrators and Individuals

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

CORRESPONDENCE PROMPTLY REPLIED TO

Fourth National Bank

Savings Deposits

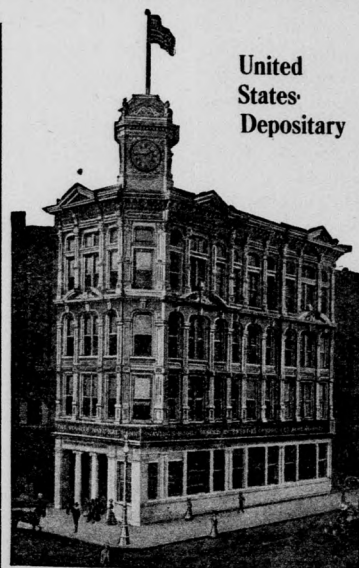
3

Per Cent Interest Paid on Savings Deposits

Compounded Semi-Annually

Capital Stock
\$300,000

United States Depository



Commercial Deposits

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Surplus and Undivided Profits
\$250,000

some other city, the depository for the municipal funds it would be interesting to know what would be the attitude of the city banks in regard to the city checks and drafts. Would they cash the checks as presented at par or would they charge a fee for their collection? The payment of outside checks is a favor or accommodation which the banks extend to their customers, and in this city it is done gratuitously. In New York and in many other cities a collection fee is charged. If the banks here should charge fees on the municipal checks drawn on an out of town depository, as they would be entirely justified in doing, is it not likely that the administration would hear something drop?

Aside from any other consideration the depositing of the city funds in any other than the banks of Grand Rapids would be an injury to Grand Rapids and one that should not be seriously considered for an instant. It would mean a large amount of money paid in by Grand Rapids taxpayers being sent away, instead of being kept here where it would be available for the use of Grand Rapids business men. It would be giving the business men and manufacturers of some other town the benefit of Grand Rapids wealth. The city could better deposit the money in the Grand Rapids banks without interest than to send it away at any interest that any outside bank would be likely to offer.

The Grand Rapids National City boys captured two first and two second prizes as operators of the Burroughs adding machine last week and are prepared to defend their laurels against all comers. The contest was one of the features of the meeting of the local chapter of the American Institute of Banking and was held at Grace Parish House, following a dinner served by the ladies of the church. There were two contests, one of 200 checks and the other of 100, and the prizes \$10, \$7.50 and \$5, first, second and third, respectively, in each class, the Burrough company offering them. In the 200 check contest Chester Stubbins, of the Grand Rapids National City, made his finish in 3 minutes, 1 second, and in doing so scored a world record. The best previous record was that of W. L. Sherwood, of Hartford, Conn., who took a fraction of a second longer. George Corrigan, also of the Grand Rapids National City, finished second in 3 minutes, 39 1/2 seconds, and A. J. Sparks, of the Fourth, third in 5 minutes, 13 1/2 seconds. In the 100 check class D. J. Foley, of the Grand Rapids National City, took first prize in 2 minutes, 16 seconds; Wallace Gould, of the same bank, second in 2 minutes, 19 4-5 seconds, and Philip Holloway, of the Old, third in 2 minutes, 33 1/2 seconds. The performance of Mr. Stubbins is considered a remarkable display of speed. It involves less than 1 second for the handling of each check. Frank Welton presided at the meeting as toastmaster and among the speakers were Clay H. Hollister, Paul Stetson, Rob-

ert Spier, Chas. W. Garfield and Jas. R. Wylie. Mr. Hollister offered prizes of \$35 and \$15 for the best essays of 1,000 words on the best plan for handling country checks.

Rudolph Brewer, of the Grand Rapids National City, and Robert Spier, of the Old National, went to Kalamazoo Monday to institute a local chapter among the bank clerks there.

President James R. Wylie has returned from a two weeks' visit in Washington. He was accompanied by his wife and their son joined them for the Easter holiday. This was the first time Mr. Wylie had been in Washington in several years and he found much to interest him.

With several counties yet to hear from bonds to the amount of nearly \$2,000,000 were voted in the April election for good roads. Kent and Ottawa counties each voted \$600,000, Genesee voted \$500,000, Gogebic \$150,000, Houghton \$25,000, Benzie \$15,000 and Erie township, Monroe county, \$30,000. This is an encouraging sign. It means that public sentiment at last is awakened to the importance of good roads and that the people are going in for them in a way and on a scale that means business. To a large degree distances in the country are measured not by miles but by the condition of the roads. The farm on a poor road two miles out is farther from market than the one ten miles away on a good road. The condition of the roads will make a difference in the cost of living for the city man as the cost of delivery from the country will be less, and it will add infinitely to the attractiveness of life on the farm and will help keep the boys at home. The expenditure of nearly \$2,000,000 this year ought to make between 600 and 800 miles of good road. This is not so very much considering the road mileage of the State, but it will help and the greatest and best help will be in the encouragement it will give other counties to do likewise.

Quotations on Local Stocks and Bonds.		Bid.	Asked.
Am. Box Board Co., Com.	30		
Am. Box Board Co., Pfd.	92		
Am. Gas & Elec. Co., Com.	78	84	
Am. Gas & Elec. Co., Pfd.	47	48	
Am. Light & Trac. Co., Com.	302	304	
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.	85 1/2	86	
Comw'th Pr. Ry. & Lt. Com.	63 1/4	65	
Comw'th Pr. Ry. & Lt. Pfd.	92	92 1/2	
Dennis Salt & Lbr. Co.		100	
Fourth National Bank	200		
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 1/4	
Kent State Bank	260		
Lincoln Gas & Elec. Co.	35 1/2	37 1/2	
Macey Co., Com.	200		
Macey Company, Pfd.	99	100	
Michigan Sugar Co., Com.	94	96	
Michigan State Tele. Co., Pfd.	100	101 1/2	
National Grocer Co., Pfd.	87	88	
Pacific Gas & Elec. Co., Com.	65	65 1/2	
Pacific Gas & Elec. Co., Pfd.	91	92 1/2	
Peoples Savings Bank	250		
United Light & Railway Com.	105	107	
United Lt. & Railway 1st Pfd.	90	92	
United Lt. & Railway 2nd Pfd.	82		
Bonds.			
Chattanooga Gas Co.	1927	95	97
Denver Gas & Elec. Co.	1949	95	97
Flint Gas Co.	1924	96	97 1/2
G. R. Edison Co.	1916	97	99
G. R. Gas Light Co.	1915	100 1/2	100 1/2
G. R. Railway Co.	1915	100	101
Kalamazoo Gas Co.	1920	95	100
Sag. City Gas Co.	1916	96	99

April 16, 1912.

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

In the matter of Julius Van De Kopple, 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 26, at 10 o'clock a. m., at the store formerly occupied by the bankrupt, No. 323 West Leonard street (old number), near Alpine avenue, Grand Rapids, Michigan, the stock of clothing and furnishings of said bankrupt. Said stock is appraised as follows: Men's clothing, \$598.88; hats and boys' clothing, \$426.29; men's furnishings, \$349.52; total, \$1,374.69. An itemized inventory may be seen at the office of Kirk E. Wicks, Referee in Bankruptcy, Houseman building, Grand Rapids, Michigan.

Said sale will be for cash, and subject to the approval of this court, and notice is hereby given that if an adequate bid is obtained, said sale will be approved within five days thereafter, unless cause to the contrary be shown. Wm. B. Holden, Chas. V. Hilding, Trustee.

Grand Rapids, Mich.,
Attorney for Trustee.

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

GRAND RAPIDS SAVINGS BANK

Only bank on North side of Monroe street.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$300,000

Deposits
6 3/4 Million Dollars

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

3 1/2 %

Paid on Certificates

You can transact your banking business with us easily by mail. Write as 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.

SURPLUS FUNDS

Individuals, firms and corporations having a large reserve, a surplus temporarily idle or funds awaiting investment, in choosing a depository must consider first of all the safety of this money.

No bank could be safer than **The Old National Bank of Grand Rapids, Mich.**, with its large resources, capital and surplus, its rigid government supervision and its conservative and able directorate and management.

The Savings Certificates of Deposit of this bank form an exceedingly convenient and satisfactory method of investing your surplus. They are readily negotiable, being transferable by indorsement and earn interest at the rate of 3 1/2 % if left a year.

THE OLD NATIONAL BANK

GRAND RAPIDS, MICH.

New No. 177 Monroe Ave.

Old No. 1 Canal St.

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.

Place your **Buy and Sell** orders with

Citz. 1122 **C. H. Corrigan & Company** Bell M-229

INVESTMENT SECURITIES

341-343 Michigan Trust Building Grand Rapids, Mich.

They will be handled promptly and properly and only a commission charged you.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Grand Rapids, Mich.

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Entered at the Grand Rapids Postoffice
as Second Class Matter.

E. A. STOWE, Editor.

April 17, 1912

THE STATE DISGRACED.

The Republican State convention in Bay City last week, for the election of delegates to the National convention, was not a credit to the State nor was it an incident for the party to be proud of. It was marked by riotous disorder. The fact that the militia was called out, ostensibly to preserve the peace, but in reality as a furtherance of a partisan design, was as great a disgrace to the State and the party as the disorder itself. In all the seventy-five years that Michigan has been a State, in all the fifty-four years we have had a Republican party, never has it been necessary to make use of other than ordinary means to keep the peace. On many occasions partisanship has run high, many times factionalism has been bitter, but never before has it been necessary to call out the troops. It was not necessary last week, but Governor Osborn had the authority to do so and he used his authority to bolster up the Roosevelt boom, which he favored. His folly has brought humiliation to the State and shame to his party.

The riotous convention and the calling out of the troops is being used by the so-called progressive papers as an argument for the direct primary for President. The argument, however, is not valid. No matter what political system we may have, no matter what reform ideas may be adopted, if we have small caliber men in high places, we are bound to have episodes of which the State will not be proud. No matter what the method may be of making nominations, with a grandstander like Osborn in the Governor's chair and a rattle head like W. Frank Knox at the head of the State Central Committee, there is certain to be trouble if sober, intelligent men venture to oppose the crazy notions they put forth. It is not a new method of making nominations that the State needs, but men of intelligence, ability and patriotism in the places of responsibility.

Governor Osborn is the chief champion of the Roosevelt campaign in Michigan, and why he is so ardent a Rooseveltian has not been explained. Up to three or four months ago he was an ardent Taft man. He was saying in the speeches he made that Taft was the greatest of living statesmen, and he loved to have his name

and that of Taft coupled together. Then he made a trip to Washington, and when he returned he was a Roosevelt man, ready to go any length in behalf of the Rough Rider. He made no explanation of his sudden change in front. He told nobody why or wherein President Taft had become unfit. He simply returned a Roosevelt man, ready to call special sessions of the Legislature, to call out the troops, to use the entire power and influence of the State administration to deliver the Michigan vote to the candidate whom he preferred. The real reason for his change is said to be that he asked President Taft for the appointment of Frank Knox to an office which for several very good reasons could not be given him. The President is said to have promised him something equally as good as soon as matters could be arranged, but the Governor insisted upon the particular office he had asked for and it hurt his vanity that it should not be granted at once, and therefore friendship ceased. Thus it appears that the State has had its two sessions of the Legislature, and the disgraceful Bay City convention as the result of a disappointment over a petty Federal appointment.

NOTABLE SHOW WINDOWS.

The Grand Rapids merchants give much attention to their show windows. The display of seasonable fabrics and finished goods and of those things in which special sales are being held are always attractive. They do not confine themselves to traditional lines, however. If the occasion warrants it they do not hesitate to break out into special settings to emphasize a desired point. At the present time the Spring Dry Goods Co. has one window arranged showing a bunch of children at play in the sand. The children are in jumpers of gingham, with wide brim hats on their heads and sandals on their feet and they have little shovels to dig with. The scene may be a back yard sand pile or the beach at the lake shore, but it is one that will catch the eye of every parent, furnish ideas for dressing the little ones and create a desire. Foster, Stevens & Co. are featuring their sporting department in one of their windows. The display shows all sorts of fishing tackle and a sign, changed every morning, tells just how many days remain before the trout season opens. There is the appeal to the small boy and to others who are fond of the National game in an assortment of balls, bats, mits and face guards. J. C. Herkner has a way all his own to attract attention and the Herkner store, taking it in season and out, is one of the most attractive in the street. The display includes the usual stock to be found in a jewelry store, gems, watches, pins, and such things, but the special feature—and one that attracts much attention—is a bunch of the flowers that may be in season, usually displayed in a receptacle of cut glass. Just now the display is of trailing arbutus in the foreground and a beautiful azalea in full bloom above and back of it. Fred A. Wurzburg

also makes a frequent use of flowers in the windows of his linen store, usually old-fashioned garden flowers which he brings from his home garden where his wife raises them. The Heyman Co. has fitted up four of its windows as a suite of rooms, completely furnished. The rooms are bedroom, dining room, library and living room, and in the angles of the windows are shown small entrance halls. These rooms are furnished just as they might appear in the home, including the wall decorations, rugs and draperies, and the various articles shown are neatly priced for the information of the passer. The rooms can be rearranged with different furniture as often as desired, and one can be transformed into a kitchen and another into a den if occasion demands it. In this city attractive store windows are the rule rather than the exception, but those named are mentioned because they bring out some special idea that makes them worthy of attention and remark. Next week some of the other stores will have their special attractions. The window displays are always changing and there is always something new to see even for those who are daily on the street.

SWAT THE FLY.

The campaign against the fly, which gained substantial proportions last season, has been taken up bright and early this year and the indications are favorable that it will be pushed with vigor. As a sanitary measure and as a matter of cleanliness it ought to be. The slogan of the campaign is, Swat the Fly, and this slogan, to make the campaign effective, should be given a broad and generous interpretation. It should mean more than smashing the fly when it comes hovering around. The campaign should be even more against the places where the flies breed than against the fly itself. Destroy the breeding places and the fly will cease to be a nuisance and a menace. Clean up the back yard and the alley. Do not let filth of any kind accumulate. Protect the manure pile and the vault. Fill in the low places and be sure no garbage is left around to fester in the sun. Screen the doors and windows. Go after the places where the flies breed and the rest of the campaign will be easy—at least, it will be much easier. The fly is a demonstrated disseminator of disease. It carries the germs of typhoid and other diseases. It flits from the manure pile to the butter dish, from the foulest filth to the food which the baby is eating. Its presence is a menace and its destruction a sanitary measure. In tropical countries it has been found that the remedy against yellow fever and against malaria is to suppress the mosquito. By going after the places where mosquitoes breed it has been possible to make tropical cities as safe as the cities of the North. Here in the North the great menace is not the mosquito but the house fly, and if the North can learn to swat the fly as it should be swatted, at the breeding places, many sanitary problems

will be made much easier of solution.

Aside from sanitary considerations the storekeeper should be an energetic fly swatter. The store that is free from flies is more attractive than one that is full of the pest. The store is more easily kept clean and presentable, and the stock remains fresh looking longer if flies are not around. For business reasons, if for no other, the storekeeper should make his fly campaign energetic and effective, and now is the time to start, before the flies have come forth.

THE SALVE OF HUMOR.

We may become tired of the wag and his droll sayings, and yet the practical use of his observations in keeping good nature uppermost is apparent. Just a few days ago we heard of a most opportune illustration of it, which served to appease the wrath of a sparring high school class, and cause a bubbling over of merriment just at the critical moment when harsh words were being picked up as missiles. "Wouldn't it be awful," remarked the lad who was better at making fun than studying, "if the rest of you people would all flunk and I would be the only one who would pass." The absurdity of the situation had the desired effect, and others took up the impossible situation with various jests, forgetting for the time that they had a disagreement.

Lincoln has been criticised for the proneness to telling funny stories, even in the most critical moments during the great war. He has told some of his nearest friends in confidence that it was not his indifference but his intense suffering over the situation which compelled him to relax; and without an occasional recourse to humor he believed that he would have died from worry.

Fortunate are those who can thus relieve the friction of life in part. The habit is often innate, but it is one which may be acquired. If we make up our minds to laugh at misfortune we have gained a victory over it. Incongruity has its uses. The absurd comparison may render life for some one a bit brighter. Humor is a healing salve of old grievances; it is the oil which stops friction and renders the bearings more easily running. It costs nothing. It may be found widely scattered. Encourage the kind which has no sting, either on those around you or on yourselves.

A correspondent avers that the famous crack in the Liberty Bell is not a crack, but only the facsimile of a crack. His assertion is that the original bell was indeed cracked, but that the present bell is a recast from a model of the old one, with the crack filled up, though still showing the lines of the defect.

The address on A Business Conscience, published on pages 20 and 21 of this week's paper, was prepared and delivered by Hon. Charles W. Garfield, who can probably talk better and write better on subjects akin to right thinking and right living than any other man in Michigan.

A Big Demand for Comfort Shoes

with this
name and
Trade Mark



THE tremendous popularity of Mayer Martha Washington Comfort Shoes is steadily increasing. An army of particular women have discovered their comfort and wearing qualities and insist on the genuine. These women are alert to the superiority of Martha Washington Comfort Shoes and have developed a habit of keen discrimination against substitutes.

The demand is for Martha Washington Shoes. Seven out of every ten comfort shoes sold are Martha Washingtons. Why not handle the brand that sells and for which you have to make no apologies. A heavy newspaper advertising campaign will be conducted in May and June. If you do not carry Mayer Martha Washington Comfort Shoes, this is a good time to begin.

WRITE FOR PARTICULARS

F. MAYER BOOT & SHOE CO.

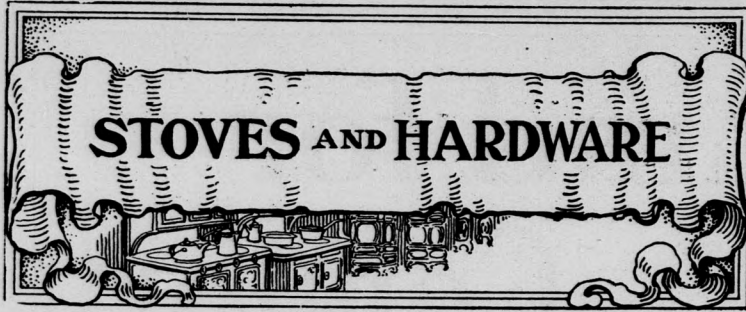
MILWAUKEE, WIS.

LARGEST MANUFACTURERS OF FULL VAMP SHOES IN THE WORLD

Mayer's

**Martha Washington
Comfort Shoes**





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.

The Express Company Abuses To Be Ended.

Abuses in the express service have reached such a point that the Interstate Commerce Commission now has in hand an elaborate plan for reform. From time to time American Artisan has directed the attention of its readers to the overcharges and unsatisfactory delivery service of the express companies, and the necessity of united protest on the part of shippers. This agitation has been taken up so generally that the attention of the Interstate Commerce Commission was forcibly directed to the matter. Much credit for this outcome is due to Secretary Mitchell and the American Hardware Manufacturers' Association untiring work in his behalf. The commission detailed a score of experts to go over the books of the express companies and they brought to light figures that seemed to surprise even the companies' officials and compelled them to admit that reforms were absolutely necessary.

It was shown, for instance, that one company in a single day had made 4,000 undercharges and overcharges and another had made 3,000 undercharges and overcharges in 24 hours. Commissioner Kane declared that if the Federal Government would prosecute every overcharge it would bankrupt and put out of business every express company in the United States. He estimates that 10,000 protests had been received by the Interstate Commerce Commission against this practice alone. The Commission is confident that the plan which it has now devised will result in making the express rate intelligible to the average citizen and will do away with the system of overcharging. It must be noted in this connection that undercharging is quite as objectionable as overcharging, since the law contemplates uniform rates to all shippers.

The proposed reforms include a simplified form of receipt, a system that will prevent express companies from charging at both ends, the extension of delivery limits in many towns and cities and several other suggestions of relief advanced by commercial organizations and shippers generally.

But more important will be a system of charges which the commission is working on. The commission has evolved a zone system which it is said will approximate the charges under a parcels post service.

It is believed that the proposed zone system of charges is the only feature of the comprehensive readjustment plan contemplated by the commission that

the companies will contest. The commission, however, has the right to name reasonable rates on the express business, and it is going ahead with the determination to bring about a readjustment of the tariff schedules in a way that will be fair to the companies and the public alike.

Whatever measure of relief may come from this action of the Interstate Commerce Commission will be due primarily to the protests of vigorous and insistent shippers who have been inconvenienced by the poor service of the express companies.—American Artisan.

Handling Mixed Paint at Retail.

Dealers in ready mixed paint do not need to be reminded of the fact that more than ordinary difficulties have beset the paint trade in the past year or two. The unprecedented advance in linseed oil put paint prices up to record figures, and for a time threw a wet blanket over painting prospects. Then came a reaction. Oil declined in price and some manufacturers have reduced their prices. This again disturbs the market, though it may result in slightly stimulating the sale of paint. It is not, however, satisfactory to those dealers who put in stocks of paint at the high price and who must now take a loss of 10 to 15 cents a gallon on such stocks if sold at the new reduced prices.

There are two kinds of mixed paint that can be handled year in and year out profitably—the highest grade for dependability and profit and a cheap grade of so-called "barn paint" for the trade demanding that quality. For residences nothing but the best is safe to handle; and the proof of this statement is that those paint dealers who sell a strictly high grade paint on a profitable margin stay in business year after year, while handlers of unreliable brands drop out of the game after one or two seasons.

As for the cheap paint, it has its legitimate use and for that purpose it may be quite as good as the more expensive mixture. The farmer who wants to preserve his roofs, fences or barns will not buy the highest quality of mixed paint for that purpose, nor need he; there are excellent brands of roof paints that can be had at a lower cost. It is not a question of price but of quality in these. Handle paints of good quality, whatever use they may be intended for. Sell at a fair margin of profit, and the paint department may be relied upon to give a good account of itself. The high quality will hold the trade and the satisfactory price will make the business profitable to the retailer.

The woman who puts paint on her face is making-up for lost time.

A Friend of the Family.

When Miss Ann Pickett dropped in on her neighbor, Mrs. Spicer, and found her moping over the fragments of a gilt vase, Miss Ann sympathized generously. "It must have been quite a costly vase," she said, looking admiringly at the pieces.

"No, it only cost six bits," Mrs. Spicer acknowledged. "'Tain't that I feel so bad about."

"Maybe it was a gift that you prized because of associations—"

Mrs. Spicer shook her head. "Jim and I bought it over in Tompkinsville a long time ago; I prized it because it was such a saving to the family. The first year we had it I kept it on the front shelf for a general ornament; then when Jim's birthday came and I hadn't anything else handy to give, I gave him the vase for his own. Next Christmas, instead of paying out good money to buy something new, he gave it back to me for a Christmas present; then I gave it to Jim, Jr., on his birthday, and he gave it to Sue Belle on hers.

"The next spring all the kinfolks got up a birthday party for old Aunt Sallie Spicer, and we took her the vase; after she'd kep' it a good bit, she gave it to Jim's sister Jane for a weddin' present, and afterward Jane gave it to me and Jim when we had our china weddin'. I was counting on giving it to Jim again on his next birthday, and now here it is smashed to flinders.

"I tell you, Miss Ann, it most makes me cry to think of losing such a useful family article—so near Jim's birthday, too!"

Simply be filled with the thought of good, and it will radiate. You do not have to bother about it any more than you need to trouble about your digestion.

ROBIN HOOD

AMMUNITION (Not Made by a Trust)

Ask for special co-operative selling plan. Big Profits

Robin Hood Ammunition Co.
Bee St., Swanton, Vt.



A Good Investment

PEANUT ROASTERS
and CORN POPPERS.

Great Variety, \$8.50 to \$350.00

EASY TERMS.
Catalog Free.

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

Established in 1873

BEST EQUIPPED FIRM IN THE STATE

Steam and Water Heating

Iron Pipe

Fittings and Brass Goods

Electrical and Gas Fixtures

Galvanized Iron Work

THE WEATHERLY CO.

18 Pearl Street Grand Rapids, Mich.

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

Which line are you interested in?

IMPLEMENTS

Harness, Trunks and Bags

Collars, Whips, Buggies

You will be glad to get the Sunbeam Catalog
Say which one—no charge

Brown & Sehler Co.

Home of Sunbeam Goods

Grand Rapids, Michigan



MAKING SALES BY MAIL.

How To Interest and Influence Prospective Customer.

Written for the Tradesman.

How do you land a customer?

"Talk to him," says the salesman.

"Write to him," says the advertising man.

"Both," says the merchant, and he is right. Just the same, even he fails to practice what he preaches and puts too much emphasis either on one side or the other.

There is a good reason, too, for Mr. Merchant may be a skillful salesman and a crude letter writer, or he may construct attractive handbills and yet stutter when he speaks.

The ideal advertising system includes all methods. The man with one cartridge soon ceases firing. Bird shot is not adapted to all kinds of game.

Resourcefulness is necessary. When one scheme fails, another must be sprung.

•But how to attain resourcefulness is the question. It certainly is not secured by continual harping on one string. That will simply lead to deformity of the whole organization. A man who exercises but a single set of muscles soon has no other muscles to exercise.

The wise course is to find the weak spot and bolster that.

What is the weak spot?

Long experience forces one to say that more merchants are unskilled in letter writing than in any other form of advertising. The head of the service department of a large corporation states that he receives more requests for model letters than for any other type of printed or written publicity.

Now inability to employ letters is not a fatal defect, but it is a very serious one, and the storekeeper who can not use them is almost as badly off as the orator who stutters. In both cases the importance of the message is minimized by the inability to convey it.

In fact, the merchant is in much the worse plight. The orator has his audience before him—they can hear him, at least, but the former fails altogether of reaching a large part of his audience unless he can talk to them through the mails.

Hand bills and newspaper advertisements will make up part of the deficiency, but they can never hope to do all the things possible to a scientifically constructed letter. They have not the personality.

They, also, have too much competition and must fight with every other advertisement in order to gain the attention of the reader.

They are machine-made, and the mind of the reader unconsciously attaches to them the automatism of the machine that turned them out.

Handbills are not personal. A message directed at everybody in general usually hits nobody in particular.

But letters escape all these drawbacks.

They have no competition for the attention of the reader. When he reads the written communication, he sees it and nothing else. Half a dozen encircling letters are not con-

spiring to draw him away from the object of interest.

If properly constructed, letters can contain almost as much personality and life as the spoken word itself, and to date nothing has been found to so nearly approximate the effect of the spoken word as a well-aimed letter.

Letters are peculiarly personal. They are a message direct from the writer to the individual reader. Under a 2 cent stamp they receive as much respect as a communication sent by a friend. They escape the disadvantage of being the common property of everybody who cares to read them. No one, particularly a woman, places much value on a possession that finds its exact duplicate in every neighbor's home, but the letter seems to take on the nature of a special and exclusive message.

To be effective, however, they must be properly aimed and scientifically constructed. Letters that are dashed off are dashed bad. Painful, laborious thought must be expended, and certain inflexible rules followed before they can possibly hit the bull's-eye. It will be the purpose of succeeding talks to demonstrate the formula of successful letter writing, to the end that more merchants may learn to make sales by mail.

Anderson Pace.

It Has Both Roller and Individual Towels.

Elk Rapids, April 13—In reading the Tradesman of April 10, I note an injustice has been done me and I fear that harm will come from it. I have had up in my wash room since March 14 individual towels on shelves, also roller towels, clean at each meal.

Some months ago the Tradesman published a contribution from one of the boys, complaining about the condition of my beds. This was remedied by new springs and mattresses to the value of \$30 per bed, but no good word has ever been given me for the work done. We feed over twenty-five at each meal and if we did not have clean towels, would our people stay with us—that is, boarders?

I have taken your paper for a good many years and never read it much, but have kept it for my trade and this is what I get.

Alex Y. Sharp,
Proprietor Lake View House.

Annual Meeting of Michigan Division

Grand Rapids, April 15—The annual meeting of the Michigan State Division of the T. P. A. of A. will be held at the Cody Hotel, April 20, beginning with a banquet at 6:30 p. m. in the private dining room.

The banquet is given by the State Division and if you have a friend who is eligible, and a possible prospect to membership in our Association, we would be pleased to have you invite him and get his acceptance that you may state the number of plates you desire. Clyde E. Brown, Sec'y.

Most of us know when to stop, but the trouble is we don't exercise our knowledge.

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
Twin
Compressor

**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



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

**REYNOLDS FLEXIBLE ASPHALT
SLATE SHINGLES**



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting

Fully Guaranteed

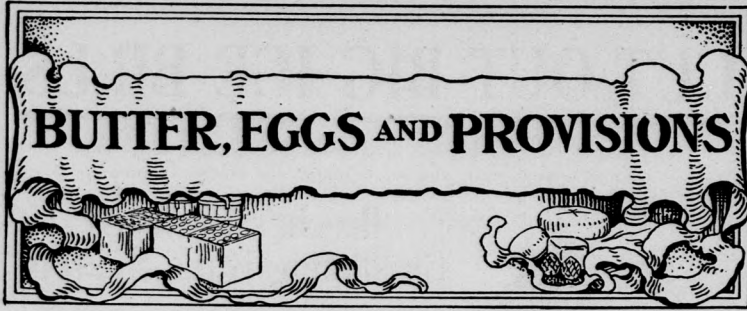
Beware of Imitations. For Particulars Ask for Sample and Booklet.

Write us for Agency Proposition. Distributing Agents at

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.



Simple Rules For the Storage of Eggs.

Some very simple rules about storing eggs can be followed by most anyone who is at all familiar with packing the eggs in standard cases and fillers, and any of the large warehouses will receive small lots of eggs, from twenty-five to fifty cases, for storage at reasonable rates.

Eggs intended for storage should be packed in clean, dry cases. It is not absolutely essential that the cases be new in order to carry well in storage. In fact, it is better to use a case that is thoroughly dry and not too green; but it is necessary that the case be clean and dry, and, in order to sell the eggs to advantage, the case ought to be new.

The fillers, flats and excelsior also ought to be perfectly dry and sweet. Fillers should be neither old nor green, and if it is convenient to do so it is a good idea to dry the fillers in a hot room until they are entirely free from moisture.

In grading eggs for storage, attention should be paid to ventilation of the case and to the eggs being sound of shell. It is not so important that the eggs are entirely clean, or that they be of a uniform size. An egg which is too large for the cell should be omitted, as it is liable to get broken and wet the other eggs. Eggs should not be selected for very large size when they are stored in standard cases, because the cases are not large enough to store large-sized eggs to good advantage. Eggs will carry better in storage if they are not too large for the fillers, and sometimes a fancy selected lot of eggs will "smother" in storage by reason of the eggs being too large for standard-size fillers.

Eggs require ventilation in storage, and the warehousemen will provide for this by leaving room around the cases for a free circulation of air; but, if the eggs inside the cases are packed too close and fill the cells completely, they will smother and become moldy in the center of the case.

For ordinary market purposes it is well to select any deformed or very dirty, or extra large eggs; also, any broken or checked eggs, storing the remainder just as they run. If, however, the eggs are stored for a special trade, they require close selection, and if large eggs are required it is important to obtain fillers and cases larger than the standard size.

Some packers store their eggs somewhat selected, as suggested above, and select them further after coming out of storage. This is a good plan if the storer has facilities for

grading the eggs when coming out of storage. In the larger markets there is a good demand for somewhat graded storage eggs during the fall when eggs are coming out of storage, and jobbers who buy them will regrade these eggs before going to the trade. Small packers should visit a large packing house, if convenient to do so, and see how they grade their eggs for storage. If not convenient to do so the above rules can be followed to advantage.

In addition to the grading it is important that fillers are whole, and that there is a small amount of excelsior well distributed at the bottom of the case, and on top of the excelsior a flat; also a flat between each layer, and an extra flat above the top layer. It is a mistake to put too much excelsior either top or bottom, but excelsior should be well distributed on the bottom and only sufficient to make a cushion for the layers of eggs. The excelsior on top should not be distributed but should be placed in a small bunch in the center to bind the contents when the lid is nailed on. Care should be taken, however, that this wad of excelsior is not so large as to crush the eggs when the case is nailed down. It is just as well also to have a little space along the top of the case between the cover and the sides to allow for ventilation, and it is important always to bear in mind that eggs require free ventilation in storage in order for the warehousemen to produce good results.

Eggs well packed in the above manner for cold storage, and if stored in a modern warehouse, should come out of storage sweet and free from taint. The eggs will not all keep equally well, but the eggs which spoil in storage will not injure the other eggs, providing the shells are not broken.

It is best not to store an egg which is stained or which has been wet at any time; it is wrong to wipe the dirt off an egg with a wet cloth if the egg is intended for storage, and eggs which have been stained in this manner should be thrown out when grading for storage. A little dry dirt, however, is harmless if it has been spattered on the egg so as not to destroy the delicate mucus that closes the pores of the shell. This mucus dries on the egg immediately after it is laid, and helps to preserve the egg from the invasion of parasites.

Lots of people do not know which side their bread is buttered on unless it is buttered on both sides.

WANTED

Butter, Eggs, Veal and Poultry
STROUP & WIERSUM

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

Symons Brothers & Company

Wholesale Grocers

Saginaw :: Michigan



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.

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs in active demand and will be wanted in liberal quantities from now on.

Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.

Send for our weekly price current or wire for special quotations.

Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

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.

SEEDS WE CARRY A FULL LINE.

Can fill all orders PROMPTLY and SATISFACTORILY.

Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.

We are in the market daily for Potatoes, Eggs

Can fill orders promptly for all kind Field Seeds

Moseley Bros.

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

POTATO BAGS

New and Second Hand

Stock carried in Grand Rapids

Can ship same day order is received

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to
FOOTE & JENKS, Jackson, Mich.

USE THE TELEPHONE.

It Can Be Made a Most Important Adjunct.

Written for the Tradesman.

I know a grocer who has two telephones in his store. Not just two instruments on a single line—the one at his desk and the other at his counter—but two separate instruments, each with a distinct connection and a number all its own. This circumstance indicates that there are possibilities in the telephone that enterprising merchants appreciate.

Your telephone costs you money. Sometimes you kick, declaring that the charges are exorbitant. That is your privilege. But have you ever tried the opposite course of reducing the cost of your telephone—by making it worth more to you? Do you, instead of pleading, praying and protesting for a reduction of rates, aim to make the telephone bring in increased returns?

That famous literary work, the Telephone Directory, hangs constantly beside your instrument. Do you ever pause to study its possibilities?

You will find that this imposing volume contains the names of several hundred people in your particular town and the surrounding country. If it is a big city, count thousands for hundreds. These are the best people—the moneyed people—the kind who purchase liberally and pay their bills.

Contrary to that vague thing known as "general belief," a large proportion of telephone instruments are in homes. Quite a few of these homes are on your list of customers. Regularly, once or twice a week, your order taker calls at these places, to ask the housewives what they want, to tell them the latest things in stock—in short, to gather in their trade.

Why not save your man's time and shoe leather by making the telephone your order taker?

Hitherto the telephone has represented a double convenience—a means of telling your wife at what hour you will be home for dinner and a means of enabling your customers to send in their hurry calls when they have not time to order in person. But you—in common with the big majority of merchants—have never tried to build from these rudiments a telephone calling list.

For a starter, feature the telephone in your advertising—in your newspaper announcements, your circulars and your booklets. Advertise "Telephone orders given special attention"—make that your watchword. And, when once a man or woman telephones you, spare no effort to convert the incident into an opportunity and that chance telephone order into a habit.

"May I have the privilege of talking to you once or twice a week over the telephone instead of making a weekly call?" That is one of a half dozen promising cues. The buyer will probably appreciate the change. The order taker who calls may do so at an unseasonable moment, when the housewife is fixing up her hair or dab-

bing powder on her face. At such moments it is awkward and annoying to hustle downstairs, there to talk with a man about eggs and bacon and sugar and starch. But to talk over a phone when one cheek is red and the other a whitish yellow is not embarrassing, for the instrument can not see, and neither can the chap at the far end of the wire.

Along these lines, keeping tab of chance customers, you can build up a telephone calling list. That done, its success depends on the way it is nursed. Telephone selling is not a patch on counter-selling, when it comes to chances of reaching out and adding extra things to the list; but it is just a toss up between the telephone seller and the order taker who calls at the house. If the phone can not show the customers what the goods look like, neither can the order taker. The disadvantages are much the same. The advantages of telephone selling are the saving of time, of worry and of effort.

Having tackled the idea, do not let it fizzle out for lack of intelligent handling. There are telephone dubs and telephone artists. The dubs have wool in their ears. The artists have brains in their heads. Do not send a dub to the phone when your store boasts an artist. And do not send a man whose politeness forsakes him when his customer is beyond his human vision; and do not send a man who, when the voice beyond the wire sounds blurred and confused, is content to guess at what the other fellow is saying.

Selling by telephone is among the arts. It demands a knowledge of the stock, of the goods, of the customer's individual likes and dislikes. It demands politeness and patience. It demands a clear hearing and painstaking accuracy.

Give the customer a service based upon these requirements and you will win and hold his trade; for just now you will have comparatively little rivalry, few merchants handling their casual telephone orders in accordance with these vital principles.

Victor Lauriston.

Whichever He Wanted.

A white man during reconstruction times was arraigned before a colored justice of the peace for killing a man and stealing his mule. It was in Arkansas, near the Texas border, and there was some rivalry between the states, but the colored justice tried always to preserve an impartial frame of mind.

"We's got two kinds ob law in dis yer co't," he said. "Texas law and Arkansas law. Which will you hab?"

The prisoner thought a minute, and then guessed that he would take the Arkansas law.

"Den I discharge you fo' stealin' de mule an' hang you fo' killin' de man."

"Hold on a minute, Judge," said the prisoner. "Better make that Texas law."

"All right. Den I fin' you fo' killin' de man an' hang you for stealin' de mule."

We awaken in others the same attitude of mind we hold toward them.

Not To Be Outwitted.

Butler—There's a man below to see you, sir.

Mayberry—What did you tell him?

Butler—I told him you told me, if it was a lady to say you were in, and if it was a man to say you were out.

Mayberry—What did he say then?

Butler—He said to tell you he was a lady.



Tanglefoot

The Original Fly Paper

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

All Kinds of
Feeds in Carlots
Mixed Cars a Specialty
Wykes & Co., Grand Rapids Mich.
State Agents Hammond Dairy Feed

WORDEN GROCER COMPANY
The Prompt Shippers

Grand Rapids, Mich.

PEACOCK BRAND

Mild Cured
Hams and Bacon
100 per cent. Pure
Alleaf Lard

Quality Our Motto

What about ordering Sausage?
The excellence of Cudahy Sausage is too well known to need advertising.
Mail your Sausage order to-day

Cudahy Brothers Co.
Cudahy, Wis.



Buyer's Lessons For the Spring of 1913.

Written for the Tradesman.

In times of peace prepare for war. During the selling season equip the mind for correct buying in the future.

Orders for next spring's goods will not be placed for some months yet, but the careful study and observation of this spring's business will have much to do with the success of buying for next spring.

The buying always should be in close touch with the selling. And a buyer should ever be a most docile and teachable sort of person. The moment he or she becomes an autocrat and tries to make his own personal tastes and preferences go in opposition to the taste of customers or the dictates of experience, the business must suffer detriment.

The buyer must never get the big head. He should never be too old to learn. He can learn much that is invaluable from the selling force, and should be ever ready to receive suggestions from bright, observing salespeople.

He should be the first person to see his own mistakes and should frankly admit them to himself, although it may not be wise to noise them about the store.

Keep a notebook and from time to time jot down your observations. "April 10—Made heavy cut in price on all women's and misses' spring suits. Found we had so many (giving number) on hand." "Foulard silks bought of So-and-So at such a price—retailing at so much—moving nicely April 25. Soon will be well cleaned up on these." "Hessalines (similar notations as to price, of whom bought, etc) not moving so well."

Such notes may be enlarged so as to include observations on many phases of the business. Perhaps in your town or city there is a large foreign population. Your store wants its full share of this trade. Make a note of lines of goods that are taking especially well with this class of customers.

Do you find that your stock this spring runs too largely to expensive goods, or have you overstocked on the cheaper grades? When there has been any genuine demand, have you had the article to meet it? Make a note of brands and makes of goods that give especial satisfaction and of any concerning which complaints come in. As far as possible get at all the why's and wherefore's of every complaint that comes from a reasonable, fair-minded person. You will know some things to let alone next time.

Make a note of all lines on which you did not buy heavily enough and so run low before the season is over and when you can not fill in. Just why have those particular goods sold so well?

On the other hand make careful observations of the goods that have to be marked down to cost or below to move them. Some of this is inevitable and no one should be blamed for it. But when there is any large proportion of the stock that can be sold only at a deeply cut price, it is because of carelessness, recklessness or a disposition to plunge on the part of the buyer.

It simplifies the buyer's work if all strictly summer goods and all strictly winter goods are cleaned up closely toward the end of each season. Where this is not done the buyer should take into consideration the stock carried over when placing the orders for new.

A certain store in Northern Michigan finds itself seriously over-stocked this spring with thin summer dress goods, such as cotton voiles and marquisettes, batistes, organdies, and the like. The sale is not particularly heavy on such fabrics in that locality, and as the demand this season is running largely to light weight silks, this store will find it necessary to make an extra effort and very special prices to move these thin cotton goods. The trouble is that a large number of pieces were carried over from last year, but they were packed away and the buyer, who is not as well posted as he should be on the selling end of the business, had forgotten all about them when he bought for this season.

Buying is something that never can be reduced to an exact science. No two seasons are alike. No one ever knows exactly what will be in demand. There always are elements of chance. Abrupt changes in styles, prosperity or the reverse, local as well as general, the coming in of new and unexpected competition and the going out of old—these all complicate the many problems of the dry goods buyer. The best man is the one that can make the closest guess.

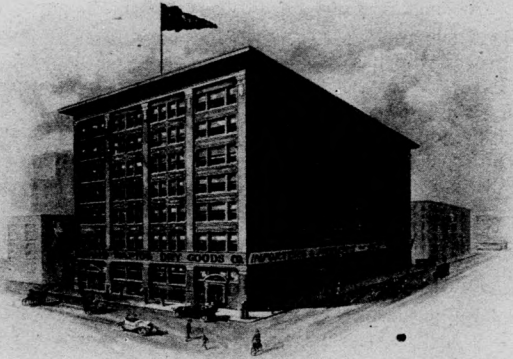
The buyer who has spared no pains to learn all the lessons of this season will be the one best qualified to lay out money for next spring's trade.

Fabrix.

Old Habits Forsaken.

Minister—My dear little boy, why don't you carry an umbrella when it is raining like this?

Dear Little Boy—Since pa has stopped going to church he never brings home any more umbrellas.



ANNOUNCEMENT TO THE TRADE

WE take pleasure in announcing to the dry goods trade that we have completed the re-organization of our corporation by the election of the following directors:

CHRISTIAN BERTSCH
CHARLES W. GARFIELD
WILLIAM B. HOLDEN
ROBERT W. IRWIN
HEBER A. KNOTT
W. M. LEMKE
GUY W. ROUSE
E. A. STOWE

At a meeting of the directors, held April 12, the following officers were elected:

President—E. A. STOWE
Vice President—GUY W. ROUSE
Secretary and General Manager—W. B. HOLDEN
Treasurer and Assistant Manager—W. M. LEMKE

With the increase in capitalization from \$185,000 to \$400,000 and the greatly enlarged floor space in our new location at the corner of Commerce and Island streets—which will enable us to carry a much larger and more varied stock than ever before—we shall be able to serve our customers even more acceptably in the future than we have in the past.

We bespeak the cordial co-operation of the trade in making our establishment the leading wholesale dry goods house in Michigan.

GRAND RAPIDS DRY GOODS CO.

ONE CENT POSTAGE.

Why the Campaign Is Being Conducted.

Cleveland, April 15—Nearly nine billion pieces of first class matter were carried by the Postoffice Department for the fiscal year ending June 30, 1911, according to careful estimates just made public by James J. Britt, Third Assistant Postmaster General at Washington.

Of the total, over seven billion pieces were letters and nearly two billion pieces were post cards. The grand total was 8,843,577,754 individual pieces.

One of the interesting deductions made by General Britt is the fact that over eighteen million dollars were collected on post cards, the weight of which was a little over ten million pounds only. This amount was just over double the total revenue received from 951,000,000 pounds of second-class mail matter produced. This latter was ninety-five times as much in weight and furnished less than \$9,000,000.

At the present rate the department is receiving on first-class mail a revenue of over 84 cents per pound, equal to \$1,680 per ton, thus making a profit of 66 per cent. First-class mail supplies less than 14 per cent. of the total tonnage of the mails, yet it pays 75 per cent. of the total revenue.

In 1910, 8,310,623,000 pieces of first-class mail were carried by the Postoffice Department. The cost of handling and carriage, according to Postmaster General Hitchcock, was \$96,752,511.35. The revenue collected was \$154,786,668.08, leaving a clear profit to the Government of \$58,004,156.73.

The total amount of first-class mail married in 1911 amounted to about 533,000,000 pieces more than in 1910. On this first-class mail the Government is making over \$62,000,000 a year in profits. Because of these enormous profits, the business men of the country have formed the National One Cent Letter Postage Association, which is conducting a campaign for a lower postage rate. Chas. Wm. Burrows, of Cleveland, is President and George T. McIntosh, Cleveland, is Secretary-Treasurer of the movement for the lower postage rate. The Association now has several thousand members in all parts of the country.

As a result of the vigorous campaign being conducted by this Association a bill has been introduced in Congress by Senator Theodore E. Burton, of Ohio, and Representative John W. Weeks, of Massachusetts, for a one cent letter postage rate to take effect July 1 of this year. The movement has been cordially indorsed by President Taft, Postmaster General Hitchcock and other Government officials.

James J. Britt, Third Assistant Postmaster General, who is probably as well informed concerning first-class mail as any official of the department, declares that the country is entitled to a lower rate.

According to General Britt, the Government is making through the

Postal Department on the carrying of letters an average profit of sixty-five cents per year from every man, woman and child in the United States. The department's actual profit is carefully estimated at over \$62,000,000. On the other hand, every man, woman and child, some 94,000,000 of them, is paying the Government a tax of sixty-eight cents per year for losses incurred on other classes of mail at existing rates, the total loss being over \$66,000,000.

Postoffice patrons pay more than eighty-four cents per pound for carrying letters in the United States, although it costs only about half that sum to transport them. To correct this condition Congress has been asked to lower the first-class mail rate from two cents to one cent. During the fiscal year of 1911 the Government made a profit of \$62,031,990.65 on first-class mail, while it incurred a deficit of \$66,336,662.68 on second-class mail. George T. McIntosh.

Activities in the Buckeye State.

Written for the Tradesman.

Dayton is considering an ordinance prohibiting the making of unnecessary noises by automobiles while passing churches.

Zanesville is considering the plan of forming an investment stock company for the purpose of acquiring factory sites and leasing them rent-free to manufacturers and thus assist in the growth of the city.

Ohio is making its first real effort to list personal taxable property at its true value in money. The work of assessors is under supervision of the State Tax Commission and property owners must take oath before the assessor that the return made is a true one.

The contract system in the State prisons ended April 15 and prisoners will be employed only on State account hereafter. A planing mill and flour mill will be installed, the quarries will be worked as far as possible and the number sent into the fields to work on honor or under guard will be gradually increased. The plan of open air employment as far as possible is favored.

The Constitutional convention, which began its work in Columbus Jan. 8, plans to take final adjournment before May 10. Elections are near and many delegates are candidates in the primaries held May 21.

The United States Food Co., manufacturer of poultry food, has bought the old glass plant property at Pleasant City and will operate there.

The State Board of Administration of Penal Institutions sanctions the plan to use prisoners in building the new reformatory for women at Marysville.

The Columbus Chamber of Commerce is considering plans for securing new industries.

Park licenses for "spooners" are suggested by the Supervisor of Recreations in Cleveland, who holds that spooning is a recreation, which the park regulations say must have a permit.

Dayton is preparing plans for oil-

ing seventy-seven streets, and the cost, including the preliminary cleaning required, will be considerable.

The Pioneer Cereal Co., of Akron, has increased its capital stock from \$200,000 to \$500,000 and the factory will be equipped with new machinery. The company did over \$400,000 worth of business last year.

Almond Griffen



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.

Use
Tradesman Coupons

SUMMER UNDERWEAR

WHEN our underwear orders were placed for this season's business, cotton prices had declined to the very lowest notch, and for that reason we can show you remarkable good values, and our lines are very complete. Ladies', Gents' and Children's two piece and union suits. **IT WILL PAY YOU** to inspect our line.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

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



Practicable Schemes Suggested By a Practical Merchant.

First Paper.

Written for the Tradesman.

Nowadays the successful shoe dealer must be a schemer. The profitable distribution of shoes is simply one blame good scheme after another. And the fellow with the faculty for originating ideas is the fellow who gets the business. Ideas, by the way, are analagous to seeds—not much to begin with, but they grow and develop amazingly when conditions are right.

Nearly everybody who thinks at all, has excellent ideas in his mind from time to time—only the average man does not realize the splendid latent possibilities of the ideas that go flitting through his mind. The unusual man does—and that is the difference. He nabs them, hauls them out, nurtures them, matures them—and, incidentally, helps himself to benefits accruing from the development of them.

It is quite a talent to be able to originate ideas—but the real genius is the fellow who can see what an idea is really worth from the very outset. To such a man the origin of the idea is of no consequence—if he can use it, he merely helps himself to it. You can buy ideas, you can appropriate ideas that are running around loose, or you can simply carry over the other fellow's idea and hitch it to your own proposition.

So, I am not particular where you find the germ of the scheme that you inaugurate to increase the sale of your sping shoes. The main thing is to get on the stocks something a bit out of the ordinary—something breezy and attractive and fetching—almost anything of a legitimate character that will serve to stimulate business without depriving you of the profits to which you are entitled.

In practically every scheme that

makes a hit with the public the dealer must offer some bona fide incentive to induce the outsider to take hold. There must be either a cash bonus, the promise of a pair of shoes, or the prospect of a discount on a pair of shoes, in order to create an interest in your proposition. And you can, of course, give only a limited amount of cash or merchandise away—charging it to advertising investment. A bonus of some sort is offered to the winner of some sort of a contest, or a discount of, say, 10 per cent. on merchandise bought at your store, is held out as an inducement to get folks into your game.

And just a word of caution that applies to every scheme you may contemplate putting on: Be sure you scheme is frank and legitimate and then talk it over with your lawyer and find out from him if you can exploit it through the mails without infringing on Uncle Sam's rather stringent regulations with reference to such matters. There are some good schemes—and perfectly legitimate ones—that can not be exploited through the mails.

Here are a handful of schemes—some of which you may have heard of, some of which you have not—take your pick. If you can use any of them, either in their present form or with certain modifications, welcome to them.

First, the advertisement writing contest. It has been tried out in a good many places, and it is generally a winner. Invite the folks of your town to write advertisements about your shoes. To facilitate the composition of these advertisements you can illustrate a number of seasonable shoes in your newspaper advertisement in which the advertisement writing contest is exploited, giving a brief description of the styles.

Offer a cash prize for the best ad-

vertisement—say \$5; a pair of \$3.50 shoes for the next best advertisement, and a discount of, say, 25 per cent. off on shoes bought at your store to the five, seven or ten persons whose advertisements are judged to be the next best. There is a two-fold merit in this scheme; you get people to thinking about your shoes, and trying to tell the public about them—and you also get some material that you can work over and convert into real trade-pulling advertisements.

Second, a picture-drawing contest is nearly always of interest to the little people.

Suppose you advertise for owl pictures. Tell them you do not care whether the drawing is made from a live owl, or from the picture of an owl that was once alive; and that you are not particular whether it is a hoot owl, a screecher, or just a plain owl; and the size of the owl does not cut any figure—that the prize will be awarded strictly on the artistic merits of the drawing sketch submitted.

For Your Spring Trade---The "BLIZZARD"



If you haven't a copy of our illustrated price list, ask us to send it. It is a complete guide to the best rubber boots and shoes.

Wales-Goodyear and Connecticut Grades

Light weight; high front; a big seller.

Better get stocked up now.

All sizes for men, women, misses and children.

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

It's the Name that Protects You

"H. B. HARD PAN" shoes have been made so well and so long that every FARMER, MECHANIC or RAILROAD MAN is satisfied with the goods shown him if they bear this name.

They know that the name H. B. HARD PAN is a sure protection against inferior leather and poor workmanship.

Think what an exclusive agency for this line means to you in protection and profit.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

GRAND RAPIDS, MICHIGAN



The Shoe and the Trade Mark

A combination that spells success for the retail shoe merchant

Rouge Rex Shoes Satisfy

Send today for samples or write for our salesman to call

Hirth-Krause Company

Hide to Shoe Tanners and Shoe Manufacturers

GRAND RAPIDS, MICHIGAN



Tell them you have always had a respectful feeling for the owl because of his reputed wisdom, but add that anybody can out-class the alleged wisdom of the owl by buying shoes at such and such a store (your store, of course).

And you can offer suitable prizes to stimulate the artistic aspirations of the young people of your town.

In both the advertisement writing and the owl-drawing contest it might be a good plan to specify that the work must be done on stationery secured at your store. And you can either use your letter heads—or, better still—have some special stationery for this purpose. You can have a good, strong announcement on this paper.

One advantage of the pictures over the advertisements is that you can use the pictures in your windows, thus creating not a little interest. Friends and parents of the little folks who are known to be striving for a prize will make it a point to watch your windows.

Third, another good scheme is to offer certain inducements (similar to the above) for the best original compositions on this subject:

Why Should I Buy My Shoes at Home Rather Than from the Mail Order House?

The merit of that sort of a contest lies in the fact that it will get the people of the community to thinking about some things that might not otherwise occur to them.

In fact, this is a scheme that all the merchants of a town might very

well enter into. Put the proposition up to the intelligent people of the community, and offer a really handsome prize (in cash) to the first, second and third best essays.

But if you have not a local retailers' association, take it up on your own-account and see how it works.

Fourth, take the words of a sentence—not too lengthy and involved, and yet not too simple and obvious—jumble them all up, and offer a bonus for the person or persons who builds out of them the best complete sentence. Assure them that the words are capable of being built up into a grammatically correct sentence, without any words left over—and the sentence should contain your store name. Here, for example, is one that might serve quite as well as another:

Blank's beautiful and attractive spring styles in footwear—and you can't beat them for comfort, fit and serviceableness—for men's, women's and children's wear, will fill your heart with joy.

You can jumble the words up something like this:

Serviceableness, Blank's, and, beautiful, beat, for, them, you, comfort, fit, can't, attractive, and, footwear, in, styles, men's, with, children's, women's, heart, and, Spring, and, joy, your, fill, for, will, wear. Cid McKay.

Men who make a business of doing good to others are apt to hate others engaged in the same occupation. Sacrifice and self-abnegation are not needed.

The King of All Work Shoes Our Hard Pan



Often imitated but never equalled in wear or
comfort

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



The EXPERIENCE

Behind the the Tappan line of footwear for Men, Misses and Children, is the **STRONG FACTOR** in producing shoes with the merit features undeniably present in good measure, because the line has a peculiar smartness in style, is wonderfully durable in point of wear and holds the best trade.

TAPPAN SHOES

For Fall show a specialty line to retail from \$3.00 to \$3.50 that can not be excelled.

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

Detroit Department

The Man Who Waited Is Still Waiting.

The man who long ago decided not to buy an automobile until the output of cars should so far exceed the demand that prices would be cut in two is still running after the street car. The bottom has not yet dropped out of the automobile market, nor is there any indication that it will drop out in the immediate future. If there are any clouds on the trade horizon the manufacturers themselves are not yet aware of the fact and the coming gloom is not reflected upon the faces of the salesmen. Another season of buying and selling has come, and the demand shows signs of expansion, rather than restriction. Returns from the licensing authorities of all the states yield the estimate that there are fully 677,000 automobiles tagged and in use in this country. These figures are not so big that they will occasion any surprise. Certainly they can not be made to serve as the basis for any theory that the country is approaching the limit of demand. This is both a big nation and a wealthy one. Nearly 200,000 motor cars were tagged last year, and close to \$4,000,000 was paid in license fees. There is good reason for believing that these figures will be duplicated and even increased this year. The public attitude towards the automobile has undergone a significant change since the first "horseless carriage" occasioned so much wonderment. Then it was regarded purely as a luxury; now it has come to be commonly accepted as a necessity, even though a costly one. As long as that opinion prevails the patiently waiting prospective purchaser will continue to chase his street car.

No body of men can do more than the retail grocers in bringing about a strict enforcement of the new ordinance which requires a bushel basket or a bushel measure to hold four pecks, and not three or three and a fraction. It is to the credit of the members of the Retail Grocers' Association that they have worked faithfully against the short measure which interests Detroit, and they should be given every assistance in the campaign they have now begun to secure a full enforcement of the ordinance. Their principal opponents will be the commission men who say that goods are sold to them from the outside in short measure, and that they are powerless to help themselves. There is a show of reason in this argument, but it is at the best only a specious one, and it should not be allowed to stand in the way of the proposed re-

form. It is up to the commission men to obey the law and make the best terms they may with outside shippers, whether they be big handlers of produce, orchardists, farmers or growers of small fruit. The campaign begins at an auspicious time of year, before the first spring produce has made its appearance. Every one concerned will have good notice of the conditions to be met in this city in 1912, and neglect to meet those conditions must be considered deliberate. It may at first be difficult to buy full-sized bushel baskets because their manufacture has well nigh stopped, but once there is a demand, they soon will be put upon the market. Even if insistence upon honest measure shall result in a slight apparent increase in the price of commodities, it will be some satisfaction to know that business is once more being done on an honest basis, and when matters are adjusted, the commission merchant will be quite as proud of the fact as any one else.

Michigan's State Fair grounds may be the scene in 1914 of a National Motor Truck Show, according to William E. Metzger, President of the National Association of Automobile manufacturers, who believes that July, a date that will not interfere with the State Fair, will be the correct date for a great National exhibition of motor trucks. The annual State Fair occurs in September with its annual automobile show, which will again be held this year. "I believe that were the makers to take an active interest in the promotion of an annual National commercial vehicle exhibition," said Mr. Metzger recently, "that Detroit would have the first call for the big event and benefit accordingly, as with the State Fair grounds and its big buildings and with the roads both inside and outside of the Fair grounds for demonstrations there would be an unexampled opportunity for such an exhibition as the motor truck makers want. Having been in the field as a manufacturer myself I am firm in the belief that July is the proper time for an exhibition of commercial cars, for the cars may then be shown in actual demonstrations and various sorts of contests which would prove both interesting and valuable as a means of sale. Such a show would bring to Detroit hardly less than five thousand people and perhaps ten thousand people, all good, solid business men, in the city for business and not for pleasure. The commercial vehicle industry is growing so rapidly that more room is necessary and the State

Fair grounds provide the room and every facility for an annual affair of National importance. The show must be one that is run, not for profit, but for business and I suggest an organization of the makers of motor trucks to conduct the affair. I believe that it might even be possible to conduct such an affair for 1912, but believe that it might be better to wait until 1914, when the industry will be very much larger than at the present time. For the commercial truck industry a large space is absolutely necessary and a still life exhibition is not altogether what is desired." In bringing to Detroit the National Motor Truck ure cars and commercial vehicles Show in July the exhibition of pleasure cars at the State Fair annually in September would in no way be interfered with and as the State Fair Automobile Show brings out annually the models for the coming year, both shows would be of National interest both to the makers of pleasure cars and to the manufacturers of commercial vehicles.

Many a man has been thrown in the shade from standing in his own light.

An acre of performance is worth a whole world of promise.

Slow Witted.

When persons aim at me their wit
I give them dart for dart;
I do not show them that I'm hit
But play a Spartan part.
Unscathed they make of me no sport,
As I can firmly state,
For I'm most clever with retort—
About an hour too late.

Ah, yes, I think of answers when
The foe has gone away;
The acid things that strike me then
Are sharp enough to slay.
But readiness is not my forte;
It is my doleful fate
To be most clever with retort
About an hour too late.

A Poser.

"Art," says the man who knows it all, "may do many wonderful things, but it can never successfully imitate Nature. Good as the illusions may be, you can never fool me with an artificial product."

"How about artificial ice?" enquired the inquisitive person.

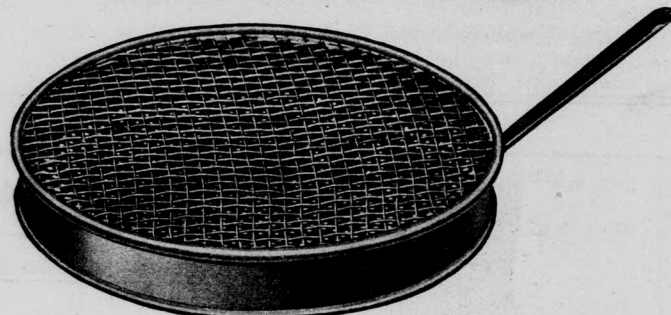
Probably No Exception.

"Jones has invented an airship."
"Then it's bound to be a success."
"Why so?"
"All his other schemes have gone up."

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 1/2c per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.

JULIUS HOUSEMAN.

Reasons Why He Was Loved and Respected.

Written for the Tradesman.

An unusual distinction belongs to Hon. Francis Letellier, who served one term as Mayor of Grand Rapids thirty-five years ago. He was the candidate of both the Republican and Democrat parties against Henry S. Smith, a Greenbacker, whom he defeated by a decided majority. Mr. Letellier served the city ably and it prospered under his administration. One of the walls of his office supports a very good portrait of Hon. Julius Houseman, a merchant and banker of fifty years ago. Mr. Houseman served the city in the capacity of alderman and also Mayor, Representative in the State Legislature and member of the Lower House of Congress. Mentioning the excellence of the portrait to Mr. Letellier caused that gentleman to remark: "He was the best friend I have ever had. Our family came to Grand Rapids in the year 1854 and my father obtained work in the foundry and machine shops of R. E. Butterworth as a patternmaker. I found employment as salesman in different retail stores and several years later I started a little store on my own account. One day after I had been in trade for a year or so, I met Mr. Houseman, who said: 'Frank, I would like to have you go to New York with me. You could buy goods for your store more advantageously than you can here at home.'

"But I have no money to buy with and pay the expenses of the trip," I replied.

"That is no matter," Mr. Houseman continued. "Make an estimate of what you need, then draw a note for the amount payable to the City National Bank. I will endorse it for you." I considered the matter and finally borrowed a goodly sum with the aid of Mr. Houseman's endorsement. That loan gave me my start in the business world. Mr. Houseman seemed to delight in giving poor but deserving young men a lift."

When George M. Pullman, after failing in the furniture business here, was preparing to leave the city, he visited Mr. Houseman and called the latter's attention to the shabby suit of clothes he wore. "I am going to Chicago to live, Mr. Houseman," Pullman remarked, "and I would like to buy a suit and some furnishing goods. I don't know when I will be able to pay for the goods, but I will promise to pay you just as soon as I can get the money if you will trust me for what I need." Mr. Houseman, touched by this appeal, told Mr. Pullman to select what he required. The bill, amounting to \$65, was paid one year later.

"Through the influence of Senator Stockbridge my father was appointed Collector of Internal Revenue for the Grand Rapids district by the President," remarked Jacob Steketee, a son of John Steketee. "The bond he was compelled to give amounted to \$200,000. Soon after the appointment was announced, Mr. Houseman called on my father and said, 'John, I would

like to be one of the signers of your bond.' 'But, Mr. Houseman, do you know that the men who sign my bond pledge their real estate as security to the Government for my ability and faithfulness during my term of office?' 'That fact does not change my purpose. The Houseman block is worth \$100,000 and I will assume one-half of the amount of your bond.' Mr. Houseman was accepted as a bondsman and my father ever felt grateful to him for his interest in the matter."

Hon. E. B. Fisher commenced his life's work in Kent county as a teacher in the schools of Alpine and Gaines townships. He was born near Binghamton, New York, but in the year 1859 his father moved to Beaver Dam, Wisconsin, where the subject of this brief sketch spent his boyhood. One of the pleasures of his youth was to accompany his father on occasional trips to Chicago with a spirited pair of horses. There were no railroads in Wisconsin before 1860. Mr. Fisher became acquainted with Julius Houseman about forty years ago and the friendly relations established were unbroken when Mr. Houseman died, in 1891. Mr. Fisher's first employment in Grand Rapids was in the capacity of a reporter for the Eagle. He had been married but a short time when sickness and death soon invaded his household. The modest salary he was paid was hardly sufficient to provide the necessities of his household and in the course of time his clothing became badly worn. Too proud and independent to ask credit, Mr. Fisher performed his daily duties with an unbending spirit, although his heart strings were greatly strained. Mr. Houseman accosted Mr. Fisher one day and remarked: "You need a suit of clothing and an overcoat."

"I know I do, but I am unable to purchase anything for myself just at present."

"Well, say, Fisher, come in the store and take what you need. You can pay for it when you are able to. If you never pay for the goods, I shall not lose my regard for you," Mr. Houseman added.

Fisher purchased the clothing he needed and in due time paid for it.

The above are but a few of many like instances in the life of Julius Houseman which served to win for him the respect and affection of the people of Grand Rapids.

George R. Allen has called my attention to an error published over my signature in the Tradesman recently to the effect that one of the pioneers of the city had resided on the corner now owned by the Young Men's Christian Association. As a matter of fact, the corner mentioned was owned and occupied by a Mr. Boyer for many years. Boyer had two charming daughters, one of whom married a salesman named Hepburn and the other became the wife of Charley Bentley, of Hastings. Mrs. Bentley's son was in the employ of the Grand Rapids School Furniture Co. a few years ago. The Woodward home was located on Bostwick street, in the rear of the Ryerson Public Library. George W.

Allen, the father of George R. Allen, was an early resident of Grand Rapids. Fifty years ago he was engaged in the mercantile business in the building adjoining the Gilbert, which was torn down a few months ago to make room for the Breuer block now in course of erection. The late Geo. W. Hardy was a cousin of Mr. Allen. George R. Allen is the possessor of a kit of tools which he purchased of A. B. Pullman shortly before the latter moved to Chicago.

John B. Brittain, who was the landlord of the Clarendon Hotel in 1880 and later of the Bridge Street House, is a resident of Crichton, a suburb of Mobile, Ala. One of his sons, Geo. C. Brittain, is a clerk in the Hotel Pantlind. Another is the proprietor of the Brittain Hotel, in Atlanta, Ga., and the third is engaged in the hotel business in Hattiesburg, Miss.

One who knows M. F. Powers would scarcely believe the statement that the rollicking, jolly Irishman had once been engaged in the undertaking business. Imagine "Mique," if you can, decorated with a serious face and stately mien, employed in the conduct of a funeral. "Impossible," you say? Well, it was possible, but not for a long period. The firm was known as Powers & Doran. So long as "Mique" was kept in the background the firm did fairly well. "Ed." Doran was a serious-minded young man. What induced him to cast his fortunes with the always effervescent "Mique" has never been told. Doran retired after awhile and then nothing remained for "Mique" to do but to "bust up" the business.

Arthur S. White.

The Indians of our country are not "a vanishing race." The latest official census places them at 322,000 as against 270,000 ten years ago. "They are not a dying people." They are not passing from the stage of human affairs, forced out by advancing civilization, but are a growing people who have much of their way before them.

Adam Smith says that all wealth is the result of labor applied to land. But we now realize that labor applied to land requires intelligent supervision to make it effective. Brains applied to land are just as necessary as labor.

Hart Brand Canned Goods

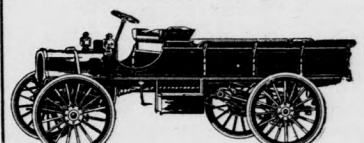
Packed by
W. R. Roach & Co., Hart, Mich.

Michigan People Want Michigan Products

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

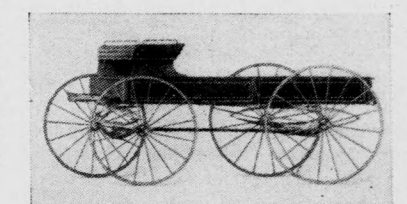
TO REACH YOUR PATRONS AND FRIENDS
USE A MICHIGAN STATE TELEPHONE

Chase Motor Wagons



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

Adams & Hart
47-49 No. Division St., Grand Rapids



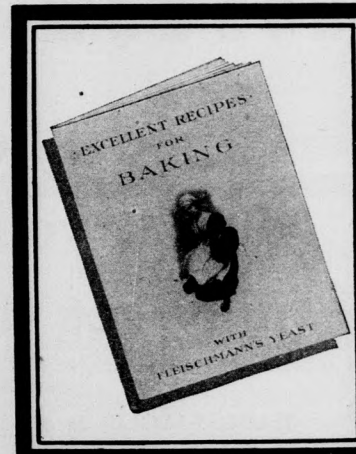
Typical Grocer or Market Wagon and Shafts

Body 7 ft. 6 in. x 3 ft 4 in. 8 1/2 in. deep. ironed inside and out with drop end gate. bottom is ironed with 1 1/2 in. beveled iron. axles 1 1/2 in. straight taper spindle. wheels are Sarven patent. 1 1/2 riveted rims. 1 1/4 spokes all hickory. 1 1/8 x 3/4 steel tire bolted between each spoke. swan spring in front. two elliptic oil tempered springs in rear. double reaches strongly ironed short turn fifth wheel saving a distance of ten feet in turning around.

PRICE \$65.00

Sherwood Hall Co., Ltd.

Ionia and Louis Sts.
Grand Rapids, Michigan



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.

A BUSINESS CONSCIENCE.

Kind We Ought To Cultivate Above All Others.*

We need not any of us be told that this is an age of commercialism, because it is dinned into our ears from every quarter and the evidence appears in every line of effort. Not only will money "make the mare go," but it is the universal measure. We learn to read so that we may not be deceived; we are taught figures so as not to be cheated; we measure education by what it will bring in the market. The school boy is urged to go regularly to school that he may become able to earn a large salary as a result of his training. From the time the boy goes into high school until he finishes he is urged forward to the limit upon the theory that if he completes his course he will be able to command better wages. He is told that the educated man can immediately command the highest salary. Even the degrees in our colleges are often valued because of the fees they will command and this estimate of value has become so universally acknowledged that in one way or another men barter for college degrees.

The lawyer seeks university training that he may utilize a clientele that can afford to pay well for legal counsel. The doctor adds to his college training special courses in technical education and in hospital experience at the expense of the State, having in mind the great fees that he can secure and command; the dentist likewise gets the best training the State can give and puts his financial estimate upon the value received in liberal fees for his service. Thus the money estimate is put on the years of training. Even the preacher is not exempt from this method of valuation.

College men are sized up when they step into active life by the salary they can command and it is the habit of these institutions to compile statistics of the earning power of graduates as an advertisement of college success.

From the cradle which is adorned with expensive American beauties in recognition of a new life coming into the world to the grave which is marked by a monument that shall accord with the wealth of the person in whose memory it is erected, we have this universal method of measurement employed.

To-night this meeting is called in a house dedicated to the glory of God and the service of fellowmen. The leading thought carried into the spirit of life engendered here is the beauty, sweetness and perfection of the teaching of our Savior and the ennobling influence of His life example, so that I feel it is not out of character to chat with you upon this phase of American life. The Master served without money and without price, the great thought that gave character to His career was service to the world. Once in a while, in our every-day business life, it behooves us to recur to this life of perfection,

*Brief of an address given at a meeting of the Grand Rapids Chapter, American Institute of Banking.

which we acknowledge and which we claim earnestly and devoutly to follow.

There are various kinds of consciences. One may have many scruples about what he ought to eat on certain days, another is keenly alive to the peculiar duties, as he interprets them, that are expected of us by our Lord on the Sabbath Day; still another fosters a conviction that in the observance of certain forms and methods lies the essence of salvation. It seems to me that, for ourselves, connected as we are with a business life, the kind of conscience we ought to emphasize above all others is the business conscience. I know the example which goes even from the church that we attend is not illuminating upon this subject. We too often measure the value of the church by the cost of the edifice; we call attention to the cost attendant upon placing therein the memorial windows; we say to the world, "Our choir costs us so and so," as a measure of its value in the church. The seats and draperies, and even the preacher himself, are measured in dollars and cents. Is it a wonder, then, that with this terrible emphasis placed upon the measuring power of the dollar, we find growing up in the children and developed among the men a lack of keenness in conscience as applied to business methods? The object in life seems to be largely to get money, and if it shall be used for what is called the general benefit, the question of how it is secured is reckoned of minor import.

One day, going home on the car, the conductor passed me by and with my nickel in my hand, reading my paper, I found myself at the end of the line not having paid for my transportation. The boys about our cor-

ner, at the end of the car line, knew me well and always when I call them together become immediately interested in any communication I have for them. I stepped from the car, clapped my hands, and the boys ran up to see what I had to give. I put the case to them and asked them what I should do with my nickel, and every mother's son of them said, "Put it in your pocket," and made all sorts of excuses that I should do so and said that the railroad company was responsible for collecting this money. Not satisfied with the astonishing result, the next Sunday I went before a boys' class in Sunday school and put the same question before them of what was my obligation in the case, and every boy in the class said, in one way or another, that it was the duty of the conductor to collect the fare and if he did not do it, it belonged to me. We are creating this lack of business conscience by magnifying self-interest and ignoring the rights of "the other fellow."

A man high up in the councils of a leading church and a wonderful advocate of temperance reform made the continuous practice of using a highway upon which toll was taken and evading the payment of toll by going around the gate. There was no possible excuse, except that he did not want to pay.

When I was a lad a neighbor had a pair of horses which he had brought together by purchase and they were very perfectly matched. He took me riding and explained to me how fortunate he had been in getting two animals that fitted into each other's ways and gaits so perfectly and called attention to the peculiar marks on each of them that made the individuals seem each like the other and said, "This is worth money—I would

not take \$800 for this team and someone will come along some day who likes a good team and will pay me \$1,000 for this pair." My father was the Supervisor of the township and assessed property, and I often went with him as a lad and happened to be present when this man's assessment was taken. Father said casually, "You have a fine pair of horses, Mr. B." "Oh, I have a very good team, but, Garfield, they are not worth much on the farm. They can not pull a plow nearly as well as your

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

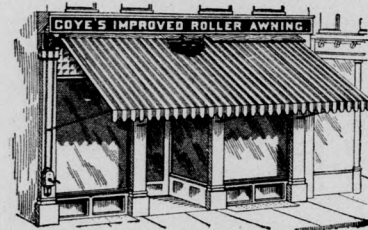
Manufactured by Wells & Richardson Co. Burlington, Vt.

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar

These Be Our Leaders

AWNINGS



Our specialty is **AWNINGS FOR STORES AND RESIDENCES**. We make common pull-up, chain and cog-gear roller awnings. Tents, Horse, Wagon, Machine and Stack Covers. Catalogue on application.

CHAS. A. COYE, INC.
11 Pearl St. Grand Rapids, Mich.

You have had calls for

HAND SAPOLIO

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

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

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

old team and for any purpose that we have on the farm these horses are not more valuable than an ordinary span. In truth, I suppose if any farmer were to come along he would sneer at my team as a farm team." Father said, "Well, Mr. B., how much value would you put on the team for assessing purposes?" "Oh, I should say about \$100," was the reply. This man's conscience had not been developed along lines of obligation to the State.

I rather enjoy seeing a man who loves good horses and I do not think there is anything about this love that needs to take away from his standing or character as a Christian gentleman.

One time, when I visited a city in the southern part of this State to make an address, I was met at the depot by a deacon, who had a very common kind of a rig, and he asked me if I would not like to take a little trip to the fair grounds before the address, and I acquiesced. We drove into the fair grounds and he explained the situation and the usefulness of the grounds and then drove upon the track and the moment the horse struck the beautiful roadbed and the reins were tightened we were going at a two-minute gait and I was holding on to myself with all my muscles taut. After finishing the course and the horse was quieted down, I turned to my new friend and said, "And you are a deacon?" He replied, "Yes, and I see no reason why a deacon should not love a good horse as well as anybody." I acquiesced, but, later, when I found the deacon making a horse trade and hiding the blemishes of the animal and trying to get the better of his neighbor, it seemed to me that I had a right to criticise his method of handling horse flesh.

Our whole scheme of advertising has threading through it a lack of business conscience. Here and there and everywhere in looking over advertising matter, we see the intent to deceive the other fellow. From the time the cost mark is placed upon the goods in the manner that no purchaser can interpret it to the sale of the goods that have blemishes in a way that the customer shall not immediately find them, we find this willingness to hide the truth in commercial transactions. The treatment of our forests and our water power and even our soil, shows a lack of business conscience, and a carelessness concerning those who are to come after us that is thoroughly reprehensible. When we hear of people "charging what the traffic will bear," we can understand that conscience cuts no figure. When we see a man living a life of pretended holiness and hiding in the shadow of a corporation, if he is assailed for having acquired ill-gotten wealth we have a startling example of paucity in business conscience. It is but a step from what is commonly called business speculation to gambling. The only safe measure we can employ in defining the difference between legitimate speculation and

gambling is the way the transaction affects the other fellow in the deal.

To-night I would put the emphasis not upon salary nor emoluments as the measure of service we can render the institutions in which we are employed, but upon the service we can render the banks in usefulness to the people.

Every workman is worthy of his hire and as a rule he will secure the proper value for his services. I question the right of utilizing the superior knowledge we have been fortunate to acquire, for our advancement above our fellows without considering any obligations to them.

A man who improves property has a right to demand a reasonable payment for what he has done. The man who selects property adjacent to that which another has improved and expects to reap his reward as a result of another's value in the community is open to the severest criticism.

The man who, because of his mechanical genius, is enabled to make an invention useful to mankind and then creates a monopoly, through which every man is made to pay tribute to him, has not developed in him the keen business conscience that I think every man should strive to secure. The man who buys his office because he expects the money returned while he is serving the people is forgetful of the highest aim that should inspire the officeholder as a servant of the people. The doctrine that "To the victor belongs the spoils" is the most pernicious doctrine that can be preached in connection with politics and statecraft.

I commend your studies during the past year and I am glad you are to take up commercial law for your next year's study. The course will be invaluable in connection with your business, and will give you added power to enlarge your service.

To-night, however, allow me to put the stress upon what I feel is the highest compensation which your services will demand and secure if you are right-hearted with regard to your working life, and that is the ability through your work to do better work. In any employment, in any profession, in any activity in life, we get what we bring. Money compensation is concomitant and incidental in the great law of rewards; the largest compensation for any service is the ability to render better service.

Bad Teeth Go With Good Brains.

An English scientist has pointed out that there are signs of a steady degeneracy in two sets of organs vital to the well being of the human race, and the fall is most marked among the Western nations. The evidence is that, coincident with the mental advance of man, there has been a diminution in the provision of teeth. In the ape, the negro, and the white man, brain and teeth are inversely proportional to efficiency. Increase of cunning has reduced the work of the teeth, and the demand of the brain for blood has starved the former; disorders of digestion show that the balance is unsatisfactory.

This World Is What We Make It.

Written for the Tradesman.

Evansville, Ind., April 13—I am greatly pleased with your editorial in the Tradesman of April 10 entitled, Planned Previously. Especially am I disposed to commend this sentence: "Our best efforts, our best times, come not by chance but through preparation in advance."

This is true, and I wish to add that our troubles do not come by chance; they are the results of our forgetfulness, our nonsense, the uncertainty of our own powers, the unveiling of our ignorance and by trying to make our living by jockeyship, trickery, perjury and mystification.

Truthfulness, frankness, sincerity and plain, honest dealing, together with our best efforts, will bring good times for all of us, and when all of us make up our minds to deal with truth and justice this world will be a heaven in which life will be worth the living.

Let us make preparations now for the future lives of those who are to live here after we have taken that vacation which will not permit our return. We can do just such a thing if we will make up our minds to this effect.

This world was not made by chance. It is just exactly what we have made it. If we want a better world we must make it by and through careful preparations, and if we can find enough minds that will think along this line, their advance work will produce the necessary re-

sults, and it is our duty to fall in line with this Family of Thought and let it feed our brains.

Edward Miller, Jr.

The Dollar at the Door.

One day a silver dollar sought
A lodging in the town,
The cheery ring of silver brought
Intent to settle down.
The fellow it was first to sight
Was one, I'm sad to say,
Who did not hasten to invite
The coin in town to stay.

The most unpatriotic man,
Instead of being glad
To aid the dollar in the plan
To help the town it had,
The dollar sent afar to roam
In other regions then
And never to his town or home
The dollar went again.

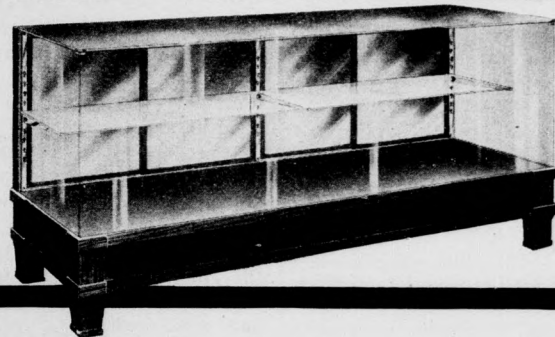
Another dollar also came,
But met a man more kind—
A fellow with a different name,
More patriotic mind
He asked it in, and bade it stay
And help the town to grow;
And never more it roamed away
Or cared afar to go.

From house to house that dollar went
And labored for the good
Of ev'ry man to whom 'twas sent
And all the neighborhood,
It helped the farmer's field to till,
To swing the woodman's ax,
To build the church upon the hill,
And pay the county tax.

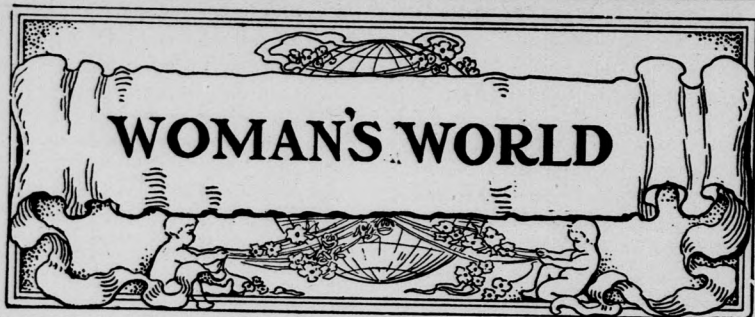
Next time a dollar comes to town
Let's greet it with a cheer;
A parcel post would banish it,
Just let it settle here.
A Home Trade dollar come to roost
In home, factory or store
Is one more dollar come to boost
The town a little more.
Douglas Malloch.

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

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



**"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 Equipment Plant in the World
Show Rooms and Factories: New York Grand Rapids Chicago Portland



WOMAN'S WORLD

Problem of Making Home Pleasant For Mary Jane.

Written for the Tradesman.

The Very Astute Man was glancing over the columns of his favorite periodical, "The Man's World," when his eye was arrested by the somewhat unusual heading, "How To Make Home Pleasant for Mary Jane." Who was Mary Jane? The little daughter, maybe. That was all right. Home always should be made pleasant for children. Every mother should see to it that it is. If homes were made pleasanter there would not be so many wild, disobedient children and young girls out on the streets nights. He often wondered just what mothers were thinking of anyway. He would read that article. Very likely it voiced his views exactly.

Or, on a little further reflection, perhaps by Mary Jane the servant girl was meant. He always thought the reason for all this row about not being able to keep servants is because women are not good bosses. They do not know how to make things pleasant for the poor girls. No need of so much fuss and so many changes. One man had been in his employ twenty-five years, another twenty. His wife ought to keep her kitchen girl just as long.

He began the article:

"Listen to all she has to say. Nothing will please Mary Jane so much as this. A woman likes to have her husband hang upon every syllable she utters with rapt attention."

Her husband? Could it be that Mary Jane was not the small daughter and not the servant girl but some fellow's wife? And the writer seemed to be telling this fellow whom he called John how to make home pleasant for her.

The Astute Man stared in amazement. He had read a great many articles telling Mary Jane how to make home pleasant for John. That is every wife's bounden duty. Besides a woman enjoys making home pleasant for her husband. But this turning of the tables—it seemed contrary to Nature and custom. He would read farther and see what so absurd an article could be like:

"Try to take a genuine interest in all your wife has to say. You can do this only by posting yourself thoroughly upon whatever fads she takes up. So, whether it is punched work embroidery or crabapple marmalade that she is telling you about, be sure to be able to follow her closely and make occasional intelligent comments. Laugh heartily at all her jokes, even the oldest and the poorest. Nothing so wounds a woman's

feelings as to have her jokes scorned.

"In these days' when there are so many movements that attract an intelligent woman outside her own doors, a husband must exert every effort and spare no pains to make the home nest the most charming spot on earth. Greet her with a smile when you come in from your day's work. Tell her—that is, after you are through listening to what she has to tell you—tell her not of your trials and disappointments but of all the pleasant little happenings of the day.

"Many husbands lose their hold upon their wives' affections by becoming careless as to personal appearance. As the attractiveness of youth wanes, be all the more particular about dress. Become sprucer and sprucer as you grow older. Brush your clothes almost constantly. Take especial pains with your collars and neckties. Shave every day.

"Be careful to arrange your hair becomingly. If you are getting along in years and do not have much hair, choose a style of coiffure that will make the very most of what you do have.

"Massage your neck daily with almond oil or cocoa butter. If you neglect this it is liable to become scrawny and your Adam's apple may show badly.

"Do not allow yourself to grow stout. It should be every husband's pride to keep the lithe, graceful figure of youth and early manhood. There are some physical culture stunts that are very good for keeping down flesh that do not require more than an hour a day."

"An hour a day! Heavens and earth!" gasped the Astute Man.

"Then every man inclined to stoutness should diet. There are different rules but never to eat what you want nor as much as you want is as good as any.

"Every few days bring Mary Jane a box of her favorite bonbons and quite frequently have sent to her a liberal order of roses or violets.

"Of course, since she has charge of the children all day, it is only fair that you amuse them in the evening and give them any care they may require during the night.

"It is plain to be seen that the John who is trying to make home pleasant for his Mary Jane will not be much of a 'jiner.' He can not be a high light in clubs and societies, and will find little time or opportunity to get out with the boys.

"He will refrain from drinks and cigars and scrupulously save his money. Save his money—this brings up

BROOMS

J. VAN DUREN & CO.

Manufacturers of
High and Medium Grade Brooms
Mill Brooms a Specialty
653-661 N. Front St. Grand Rapids, Mich.



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

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

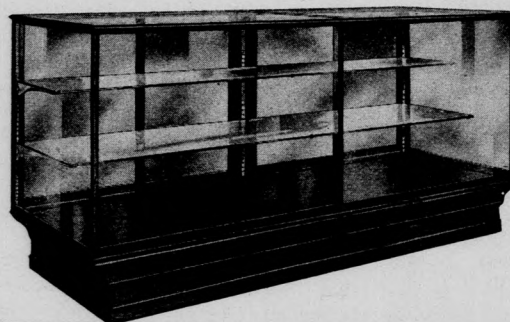
Manufacturers of

Cookies and Crackers

Write for Price Lists

We Make a Specialty of 10c and 12c Cookies

NOT IN THE TRUST



Less in Price
Superior
in Quality

Write for Catalog

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

Delicious for Bread and Rolls

Aristos Flour

Bakes a Rich Redish
Brown Tender Crust

A Strictly Fancy Patent
Made From Choice

Red Turkey Wheat

Judson Grocer Co.

Wholesale Distributors

Grand Rapids, Mich.

the money question, the rock upon which the ship of matrimonial happiness so often goes to pieces.

"No husband worthy of the name thinks of humiliating the proud spirit of his wife by compelling her to ask him for money. He recognizes her equality with him (or superiority over him) in matters financial as in other things. The salary he receives or the income from his business he does not regard as his money, to be doled out to her according to his moods and the insistent pressure of her needs, but as their money, to be used as mutual inclination and judgment may dictate.

"A man should never give way to temper and indulge in profanity within the precincts of his home. Let him keep on smiling no matter what happens. Under specially exasperating circumstances a subdued 'Thunder and blazes!' or a dry 'Durn it!' may be allowable, but no stronger expletives.

"Finally, the man who is trying to make home pleasant will always remember that Mary Jane would rather be courted in a shanty than treated with indifference in a palace; and he will never be too tired nor too busy nor too preoccupied to tell her how pretty and interesting she is, and this whether she is 16 or 60 or beyond.

"This is only a bare outline," concluded the writer, "but the husband who will do even this little may rest assured that his Mary Jane will be perfectly happy and content."

The Astute Man decided the article was all a joke, and after laughing heartily at its fine sarcasms took it home to read to his wife. With feminine obtuseness she failed to see anything funny about it. She said the papers were full of articles just like that telling wives how to make home pleasant for their husbands, and it is always expected they will be taken in dead earnest.

But the Very Astute Man says a woman never can see a point.

Quillo.

Wouldn't It Be Lovely?

Wifey—If we ever go to war with Mexico and you go, will you take me, dear?

Hubby—Gracious, what for?

Wifey—Why, I'm just crazy about Mexican drawn work, and, of course, you'll capture lots of it—and then I can take my pick before it's all sort-ed over!

Few of us live up to our ideals. The girl who sets her heart upon a Reginald or an Algernon usually marries a fellow named Bill.

Activities in the Hoosier State.

Writea for the Tradesman.

The National Waterways Commission recommends an appropriation of \$15,000 to pay for an expert survey of a 14 foot canal connecting Lakes Erie and Michigan by way of the Maumee River and Ft. Wayne, thus shortening the water route between Chicago and Buffalo by 400 miles. The canal is expected to divert some portion of the traffic now being carried on the Great Lakes, getting some of the west bound coal destined for Chicago and intermediate points, also some of the grain traffic from Chicago to New York, since the season of navigation would be longer than that in the Straits of Mackinac and St. Mary's River. Then the local business would be another source of traffic for the proposed canal.

Field Secretary Lee, of the Indiana Manufacturers' and Shippers' Association, has been working in Ft. Wayne and secured nearly 100 members there. He will continue the campaign in other cities of the State.

The Park Commissioners of Ft. Wayne in an open letter to citizens urge the immediate purchase of river frontage lands, which have been the backyard and dumping ground of the city for years, so that they may be made the beauty spot of Ft. Wayne. The lands are low in price and their purchase now promises to be a 200 to 500 per cent. investment for the city.

The long deadlock between the Pennsylvania Railroad and the city of Ft. Wayne over grade separation seems to be broken, the railroad company relinquishing its fight to make the city pay the entire cost of street grade changes necessitated by the separation of grades at College and Union streets and the opening of Harrison street under its right of way.

Indianapolis has been placed in Class 2 in fire insurance ratings, which will mean a saving of approximately \$100,000 a year to policy holders. The reduction affects both mercantile and dwelling risks.

Indiana Elks will browse at Anderson May 22-24.

Deaths from railroad accidents in the State, including steam, interurban and street railways, show an increase of 53.9 per cent. in the past ten years, according to reports by the State Bureau of statistics. On steam roads alone the increase was 46.2 per cent.

Ft. Wayne has purchased the machinery for its municipal asphalt plant for street paving.

The Central Grocery Co. succeeds Frank Forst in the grocery business at Bluffton.

The better egg movement in Indiana is to be "egged on" by the Egg Show, to be held by first year students in poultry husbandry at Purdue University May 1-3. Prizes will be awarded and greater interest than usual is being shown in the coming show, due to the fact that commercial eggs, as well as fancy eggs, will have a place.

Liverymen of Brazil got together and raised the price of cabs for funerals from \$3 to \$4 and the price of the pall bearers' wagon to \$5. The price of rigs for country funerals was also boosted. Plenty of Brazilians will circumambulate to save funeral expenses now.

The Spencer Perfume Co., with \$10,000 capital, has been formed at South Bend for the manufacture of perfumes and toilet articles. The directors are Geo. C. Spencer, H. M. Spencer and Dr. F. G. Conklin.

The St. Joseph Heating Co. incorporated with \$100,000 capital for the purpose of furnishing heat to South Bend people, is asking a five-year franchise of that city.

The Craig Biscuit Co., of Ft. Wayne, has declared a semi-annual dividend of 4 per cent. to stockholders. The new officers are: President, J. C. Craig; Vice-President, G. A. Durfee; Secretary-Treasurer and Manager, G. A. Scheffler.

The Ft. Wayne Commercial Club is out after State and National conventions this year. Almond Griffen.

Just as Sure as the Sun Rises



Makes the best Bread and Pastry

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

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

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

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



Voigt Milling Co.

Grand Rapids Mich.

Buckwheat

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

Highest price paid at all times.

Watson-Higgins Milling Co.
Grand Rapids, Mich.

Are YOU Selling

WINGOLD Flour?

IT REPEATS

Distributed by

LEMON & WHEELER CO.

Grand Rapids



Michigan Knights of the Grip.
President—C. P. Caswell, Detroit.
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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.
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Grand Counselor—George B. Crow, Petoskey.
Junior Counselor—John Q. Adams, Battle Creek.
Past Grand Counselor—C. A. Wheeler, Detroit.
Grand Secretary—Fred C. Richter, Traverse City.
Grand Treasurer—Joe C. Wiltliff, 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. McEachron, Detroit; James E. Burtless, Marquette.

Wafted Down From Grand Traverse Bay.

Traverse City, April 15—We are pleased to announce that the hotel at Marion has been thoroughly renovated, papered and redecorated and the management changed. Mrs. Davis, the proprietress, has taken charge herself and will try and give the boys the best of service.

Hereafter if the State would permit prize fighting and forbid Republican State conventions there would be no need of calling out the State militia.

Rumors are afloat that there will be a new hotel erected at Kalkaska on the site of the Manning House, which recently burned.

We note by last week's issue of the Tradesman that the B. P. O. E., of Grand Rapids, presented Jim Goldstein with a handsome umbrella. We have always understood that Ludington was wet.

We welcome the Ryders of Grand Rapids to our editorial staff, but hope they will not be the rough kind.

W. F. Bowen, White American soap salesman, and A. F. Cameron, Sherman Bros' tea salesman, were Grand Traverse county delegates to the Republican State convention held at Bay City. We can readily see where a great deal of soft soap could be used at a convention of this kind, but should think they would not indulge in so much tea? Here's hoping the convention did not get teed.

The citizens of Fife Lake would appreciate very much if Otto Gustaf Adolph Carlson, King of Sweden, and sometimes meat peddler, would pull down the window shades when he stops over night in their village.

We regret exceedingly to mention that Thomas Henderson and family, once residents of Traverse City but now of Grand Rapids, had the mis-

fortune to lose their oldest son, Harold. The remains were laid to rest in Oakwood cemetery, Traverse City.

We are informed that the G. R. & I. contemplates putting on the morning train north out of Cadillac April 20. This is a very much appreciated train by the public.

It gives us a great deal of pleasure to mention that the Lake View House, Elk Rapids, has installed the roller towel system for the boys. Under the management of Alex Y. Sharp we are assured that he is there to please the public at all times and any favor will readily be granted if only mention is made of the same. We can also assure you, Mr. Sharp, that the boys appreciate any favors extended. Thank you.

W. F. Murphy, who has been connected with the Clark-Weaver Co., of Grand Rapids, has severed his connection with that house and taken a position as salesman with the Wm. Frankfurth Hardware Co., of Milwaukee. The boys certainly extend congratulations and best wishes.

Traverse City U. C. T. Council observed Memorial Day Sunday, April 14, by attending the morning meeting in a body at the Baptist church. The Council met at the Council chambers and, led by our Senior Counselor Adrain Oole and Senior Counselor Henry Gujer, of Zenith Council, Duluth, Minn., we marched to the church and listened to Rev. C. H. Irving deliver with rare eloquence his sermon, "I will carry a message unto thee." We all felt that we were well repaid for accepting this pastor's invitation. He extended an invitation to attend his church at any time. We take this opportunity of thanking the pastor for extending such a hearty welcome.

Fred C. Richter.

Always Unfortunate.

Here I stand within the hall;
 For the elevator bawl
 With a frown.
 "Going up?" I loudly cry.
 And the urchin makes reply:
 "Going down."

Here you see me buying stocks,
 Hoping to acquire both rocks
 And renown.
 "Going up?" I loudly say.
 But my broker answers "Nay:
 Going down."

When old Charon I shall meet
 Looking mystical but neat
 In his gown—
 "Going up?" I'll murmur low.
 And he'll doubtless answer "No:
 Going down."

Wouldn't Risk Asking Him.

"Is the boss accessible?" asked the stranger.

"I don't know what that remark means," answered the boy. "Go on in and ask him yourself."

EVERYBODY'S CLEANING HOUSE

Does this fact mean money in your pocket?

Why not?

At Christmas you throw overboard everything that does not help you cater to the demand for holiday goods. Is your shrewdness confined to the month of December?

The demand now is for House-Cleaning Goods.

What are you doing to meet it?

Put full pressure on soaps, brushes, brooms, cleaners, rugs, mattings, wall-paper and paints. If you don't, you're asleep at the switch.

Write down the items you need on a slip of paper, sign your name and send to our nearest headquarters. We'll quote you prices that will make house-cleaning time a second holiday season.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

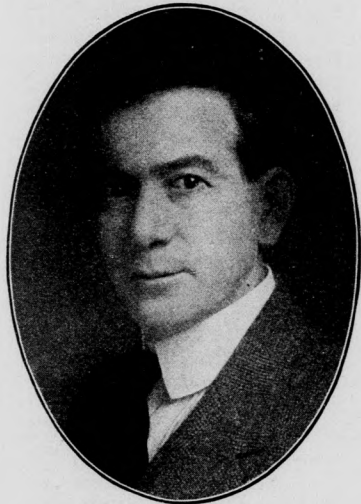
New York Chicago St. Louis Minneapolis Dallas

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

SUCCESSFUL SALESMEN.

J. Quincy Adams, Representing Jackson Grocer Co.

J. Quincy Adams was born at Battle Creek April 13, 1867, his antecedents being English on his father's side and German on his mother's side. He was educated in the public schools of Battle Creek, going as far as the senior year in the high school. He then entered the employ of the Battle Creek Journal, where he remained several months. The next three years found him behind the counter of W. G. Murphy's grocery store. For seven years thereafter he occupied the same position with Austin & Co., during which time he served as call man in the fire department and slept in the engine house. He then went on the road for W. J. Gould & Co., of Detroit, covering the trade of Southern Michigan. He remained with this house until it retired from business, when he engaged to travel for the Jackson Grocery Co. He has continued with this house for nine years, with credit to himself



J. Quincy Adams

and with satisfaction to his house and his trade, which he undertakes to see every two weeks.

Mr. Adams was married in the fall of 1894 to Miss Eva Austin, of Battle Creek. They have one child, a boy of 16, and reside in their own home at 19 Guest street.

Mr. Adams is a member of the Knights of Pythias, the Knights of the Grip and the United Commercial Travelers. He is now serving a two-year term as member of the Board of Directors of the Michigan Knights of the Grip. He has filled all the chairs of the local Council, U. C. T., and has not missed a meeting since the Council was organized. He has filled all the chairs of the Grand Council except that of Grand Counselor, to which office he expects to be elected at the annual convention to be held at Bay City in June. His recognition by the two leading commercial associations of the State plainly indicates the esteem in which he is held by business men in general and traveling men in particular.

Mr. Adams has two hobbies—bass fishing and baseball. He is not a ball player, but a fan of the first water

Mr. Adams attributes his success to

hard work. He watches his business closely and undertakes to serve the interests of his employer and his trade with equal fidelity. He is a man of excellent judgment, with a fine sense of right and wrong and is always found arrayed on the side of truth and righteousness.

News From Auto City Council.

Lansing, April 15—D. J. Riordan spent Sunday in Chicago. We don't know who it is that Brother Riordan visits in Chicago, but presume Reed, Murdock & Co., for whom he travels. Yet the baseball season is open and Dan. likes to see a good game.

F. H. Hastings is getting prices on various kinds of aeroplanes. One day last month, in his efforts to visit a customer in a country town, he first hired a sleigh; changed this for wheels, after part of the distance had been traveled, and finally borrowed rubber boots of a farmer and walked the last two miles. He succeeded, however, in selling a good supply of McLaughlin's XXXX. His sudden interest in flying machines calls to mind the old saying, "You can't keep a good man down."

Miss Jane Elizabeth Wood, of Arkansas, is visiting her grandfather, E. J. Evans, of the Evans Candy Co. It is very interesting to hear this little miss tell how they escaped when the recent floods inundated their home.

For the past six weeks M. L. Moody has been afflicted with a severe hoarseness, which, to the casual observer, seems alarming; but our genial "Pill Peddler" travels every day and says he can still make noise enough to sell Herrick's medicines.

It might be interesting for some to know how our Page can sell candy to an implement dealer, but in the first place it is not any of our business, and then we must remember that "Phill" isn't married—yet.

We are pleased to learn that Mrs. F. D. Engle has improved to such an extent that Mr. Engle has again taken up his work for the American Seeding Machine Co.

E. M. Holly, with the Garden City Feeder Co., reports business prospects very bright in his line.

Several of our members are engaged in the automobile trade and they are all wearing an unusually broad smile these days. Wonder why?

Thank you, very much, Mr. Stowe, for the beautiful little book entitled The Mansion. H. D. B.

The Boys Behind the Counter.

Carson City—Roy Barnhart has resigned his position as clerk in I. Krohn's store here to accept a position in C. J. Shoff & Son's department store in Cadillac, where he will have charge of the floor and be assistant buyer.

Charlotte—Fay Rulison has engaged with T. L. Gillette, hardware dealer, for the coming year.

Kalkaska—A. E. Bowerman has resigned as manager of the firm of Bowerman & Cole Bros. Louis Larson, long a trusted employe of the firm, will succeed Mr. Bowerman.

News and Gossip of the Traveling Boys.

Grand Rapids, April 16—His hat is in the ring. F. C. Richter, our present Grand Secretary, is in the race for re-election. Fred has served us well in the past—think it over, boys.

Don't forget that party and dance.

I don't wish to annoy you, but how about that subscription to the Tradesman, the U. C. T. official booster. The management is not complaining, but I promised the editor enough subscriptions to buy a new spring suit. For the love of Mike, be reasonable and come across and help me make good.

Boost for Grand Rapids, the U. C. T. and Michigan Tradesman—three souls with but a single thought—progress.

John Martin, the popular traveling salesman, has changed his line of business—or at least appearances would indicate as much. John was seen following a moving van with a pair of overalls on (not the van but John). Now, if any of the boys are planning on saving rent, I think it is our duty to call up our brother, as we Germans must together stick.

Walter F. Ryder, better known as Walt, has been selected as a delegate to the Bay City convention, June 7 and 8.

Don't forget the card party and dance to be given for the benefit of the No. 131, U. C. T., baseball team Saturday evening, April 20, Herald hall. Fun for all and a boost for the team.

Harry D. Hydorn, the durn old fule, sat down on a Barryton piano stool. The blamed thing broke and down he fell

And you should have heard old Hydorn yell.

Roy K. Moulton can have his Euphemia Mudge, the Chicago American its Eller Sweiler Pill Box, but we have made exclusive arrangements with the famous poetess, Gwendolin Carabel Otooole. Somebody step on it. It wiggled.

We noticed an article in Wafted Down from Traverse City regarding the holding of memorial services in sacred memory of the departed brothers. This is a very good suggestion for No. 131. Boys, we should get busy. Brother Martin, set the date. I am sure any of the churches would extend a hearty welcome.

It is with deepest sorrow we are called upon to record the death of friend E. Clyde Nichols, which occurred last Saturday forenoon at his home, on La Belle avenue. Death was due to heart failure. Mr. Nichols entered the employ of the A. E. Brooks Candy Co. about ten years ago as stock clerk and by diligent effort and constant attention to business worked up to a position as traveling salesman, which position he has held for the last five years. The writer has known Mr. Nichols for the past fifteen years and feels in his passing away the loss of a very good friend—one who was upright and true and would go a good ways out of his way to do a kindly act. The road has lost a man who was an honor to the profession and a friend to all who

knew him. Mr. Nichols was born in Allegan county June 4, 1886, and moved from there to Grand Rapids about fifteen years ago. Besides a host of friends he leaves a wife and a father and mother to mourn their loss. We wish to take this opportunity to assure the bereaved wife and parents of the heartfelt sympathy of the boys of the road.

In deep sympathy we are called to record the death of the 7 months old baby of John Schumacher. We wish to extend the sympathy of Grand Rapids Council, No. 131, to the bereaved parents.

Frank Starkey is sporting the latest model Kingsbury hat. H. B. Wilcox does not believe it is a hat, or at least it must have been picked before it matured. Now H. B., the writer will refer you to the Hoppertown style book to show you that Frank is up to date with his funny little hat. Quick, Hiney, the bung starts.

One by one new ideas and inventions appear, some to save our money, some to take it way from us, but as an idea creator nobody has it on our friend and brother, Edward F. Goebel. Here lies the tale: Friend Goebel was seen painting his house last week. Parties watching the operation were very curious to know why he had an extra pail tied to his elbow. One more curious than the rest asked him what he had the pail tied on his elbow for and Ed., with his soft hazel eyes, turned to the questioner and with a cheerful smile said: "To catch the paint as it trickles off my elbow."

Boys, we have a pleasant time in store for you if you attend the card party and dance April 20 at Herald hall.

Lynn R. Visner will continue the coffee business as agent for Edwin J. Gillies & Co., succeeding his father. Success, Lynn!

The U. C. T. baseball team will not enter the Fraternal League, as many of our boys are out of town so much we would be unable to fill a regular schedule.

Freddie Richter, you are a bum daffy diller. You will have to explain this. I'm a good listener: If Charlevoix lacks the individual towel, what does Cadillac? Bring forth the guillotine. He deserves it.

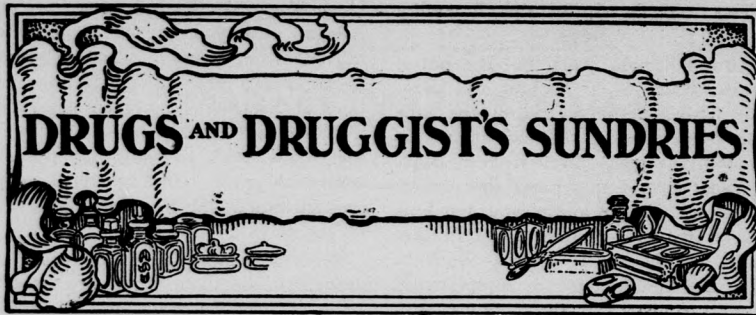
E. W. Ryder.

Beat Midnight Train To Cadillac.

Traverse City, April 15—Norman Eggeman is not the only boy who lost weight. Gard Wallace, another member of that fishing party at Tustin, was taken with the ague, threw off his boots and beat the midnight train to Cadillac. The Game Warden also saw him. Subscriber.

Abandons Municipal Lighting.

South Lyon, April 15—The village has voted unanimously to abandon its municipal lighting system, sell its plant to the Eastern Michigan Edison Co. and contract with the latter to light the village from the power plant at Geddys, fifteen miles south of here.



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, Pomepelt.
 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. Kirschgessner.
 Vice-President—E. D. De La Mater.
 Secretary and Treasurer—Wm. H. Tibbs.
 Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

Do Cheap Goods Build Permanent Business?

Last spring a druggist stocked a cheap grade of toilet soap in considerable quantities. Where high grade soap sells at from 10 cents a cake up, the enterprising dealer secured a large lot at a price which enabled him to retail at 5 cents straight, six for 25 cents, and still left him a good margin of profit.

He piled the soap in his show window, displayed it prominently on the silent salesman, advertised it, and had a large initial sale. In fact, the initial sale, while he was actively pushing the soap, took care of over one-third of what he had stocked.

From toilet soap he transferred his personal attention to other lines of business. A couple of months later he woke to the sudden realization that over half of the cheap soap was still in stock.

"What's the matter?" he enquired of his staff. "Aren't we selling any soap these days?"

He did not need to go to the staff for an answer. His own recollection told him that at about the time he ceased actively pushing the cheap soap and left it to sell itself his customers commenced to ask for the regular 10 cent or higher priced grades. In a few cases the cheap soap had been proffered, since it afforded a good margin. Hardly a sale had been made. Practically all his regular soap trade was composed of demands for quality soaps, which the customers had bought before the cheap goods were introduced and

which were good enough to prompt return calls.

The druggist had a lingering suspicion, too, that his soap trade had not run quite as high as formerly. He had no means of verifying this suspicion, however. In any event, he concluded that cheap soap as a business builder was useless—possibly worse than useless. It attracted trade for the moment but could not, of itself, hold that trade permanently.

Salesmanship is not all price. In fact, it is, not any of it price. It is not price, but value, that actually counts; not price, but value, that makes an article cheap.

Low-priced goods may be dear. High-priced goods may be cheap. Lower-priced goods usually are dear, and higher-priced goods usually are cheap. Cheapness and dearness are mere relative terms, based upon the relation between the value of the goods and the price charged for them. "What value do I receive in return for my money?" is the ultimate question, the answer to which settles whether or not the customer is satisfied.

So, when you tell your patrons that an article is cheap (meaning that it is low priced) you are making a wrong appeal. Your better course will be to show them, by comparison between high-priced and low-priced goods, that the high-priced article is the better value for the money.

Price may make the first sale, but it is value that makes the repeat sales, and that brings the customer back to your store time after time until you rate him as a permanent source of trade and profit.

Of course, in running a "quality" store, you have the difficulty of shoddy competition to face. Shoddy competition is a bogey rather than a real danger. In my own experience I have seen shoddy competitors come and go while the business man who bases his appeal on quality and value stays, his trade unshaken by their competition.

In my own town the largest grocery business is conducted by a firm which specializes in quality goods, guarantees satisfaction, backs up this guarantee by the members of the firm assuring themselves that everything handled comes up to a high standard of quality—and, finally, is not afraid to charge higher prices than its competitors, and to base its appeal on the ground that even at the higher prices the goods are cheaper. The one family has conducted business continuously and successfully along these lines for sixty years; and each year finds the business still a grow-

ing one. The cheapest goods handled have definite quality and value; and nothing at all shoddy is touched.

A dealer in small hardware and novelties adopts a different plan of meeting shoddy "cut price" competition. He stocks quality goods almost exclusively; but in addition carries samples of the stuff usually handled by shoddy competitors. A customer asking for an enamelware dish is shown a quality article retailing at, say, 25 cents.

"But," protests the customer, "I can buy a dish just like that at So-and-So's for 15 cents."

"We can sell you a 15 cent dish—the very same line that you can buy from So-and-So," returns the salesman, eagerly. "Here it is."

He produces the article from an obscure corner of the shelf. "We do not like to recommend this dish, because experience shows that it does not wear very satisfactorily," the salesman explains. "We carry a few for the convenience of customers who do not like to pay for the higher-priced article. It gives fair service for the money, but you will notice that the 25 cent article is much heavier and the enameling is a much better piece of work. This 25 cent dish will wear for years; we would not like to guarantee the cheap dish for more than two or three months."

Salesmanship along these lines in most cases sells the higher-priced (but really cheaper) article. In every case it is educative. A dealer working steadily along these lines and tactfully handling the different classes of customers, is successfully pulling the teeth of shoddy, shady competition. He is willing to cater to every requirement of his customers, but refuses to deceive them in regard to the actual quality of low-priced goods.

Handling of shoddy, shady propositions merely because the goods can be sold at a catchy price and at the same time yield a large margin of profit, is not good business in the long run. A merchant is in business, not for a day, a month or a year only, but for the best part of his lifetime; and it does not pay in return for today's temporary advantage to sacrifice the trade of all the to-morrows.

The thing that makes lasting business is reputation—reputation of the merchant and reputation of the goods. Reputation for the merchant is based on public confidence inspired by square dealing; and reputation for the goods is based on the certainty in the buyer's mind that they are good value for the money.

Victor Lauriston.

The Drug Market.

Quinine — Has advanced 2c per ounce.

Opium—Has declined.

Morphine—Another drop is expected.

Glycerine—Has advanced 2c per pound and higher prices are looked for.

Perhaps adversity may be useful in bringing out the strong points in a man's character, but most men would vote to abolish it just the same.

Those Who Passed the Examination.

Pigeon, April 15—Enclosed please find list of applicants who were successful in passing the examination for registered pharmacist and registered druggist, respectively, at Grand Rapids, in March:

Registered Pharmacists.

Vernon D. Andrews, Carson City.
 Ford M. Allgeo, Wayland.
 Alfred Bertram, Detroit.
 Chas. A. Behling, Detroit.
 Harry J. Conway, Jackson.
 Wallace W. Cooper, Detroit.
 Geo. W. Corpus, Alpena.
 Geo. G. Doxey, Albion.
 Arthur P. Dullam, Flint.
 Aug. C. Eberlein, Sebewaing.
 Adrian L. Ferguson, Kalamazoo.
 E. L. Fritz, Grand Rapids.
 W. J. Hart, Brooklyn.
 Robert H. Harrison, Pickford.
 Louis J. Haffer, Grand Rapids.
 Frank D. Kephart, Petoskey.
 Joseph Lane, Saginaw.
 B. Glen Lower, Niles.
 R. J. La Jennesee, Big Rapids.
 Earl P. Mackay, Pt. Huron.
 Raymond N. Morrow, Pellston.
 Hoyt C. Nihart, Petoskey.
 Montague W. Ripley, Montague.
 Melvin B. Smith, Detroit.
 J. L. Shideler, Detroit.
 R. G. Schmuck, Unionville.
 Gordon R. Whitney, Evart.
 Roy Wareham, Thompsonville.
 Albert E. Baxter, Gladwin.
 W. Earle Beatty, Brown City.
 J. B. Crawford, Pontiac.
 James H. Conklin, Marion.
 Frank W. Cooper, Kalamazoo.
 Gordon F. Gerard, Coloma.
 Edward W. Kurtz, Hastings.
 Thomas J. Oak, Bad Axe.
 Frank A. Penniman, Hammond, La.
 David J. Thompson, Marlette.
 H. Willard Wedge, Detroit.
 Oliver C. Young, Leslie.

Registered Druggists.

E. Leon Chriswell, Stockbridge.
 Kenneth G. Davis, Ann Arbor.
 L. Earl Hadden, Big Rapids.
 Glen A. Kewley, Bad Axe.
 L. J. Love, Howell.
 Earl H. Miller, Vassar.
 Achie Menzies, Vanderbilt.
 Roy Pinkerton, Detroit.
 Roy H. Remzel, Muskegon.
 Ralston M. Wylie, Akron.
 Elmer P. Young, Reed City.
 Alb. John Dickman, Cheboygan.
 Floyd A. Harley, Bronson.
 Harry H. Stanford, Boyne City.
 John J. Campbell, Sec'y.

Intangible Fortunes.

"You say you lost a fortune on Wall street?"

"Yes," replied the philosophic person. "But it's the same fortune my broker told me I had made the week previous, so I don't know that I ought to feel any different from what I did before."

Marriage Had No Charms.

"Why was it you never married again, Aunt Sallie?" enquired Mrs. McClane of an old colored woman in West Virginia.

"Deed, Miss Ellie," replied the old woman earnestly, "dat daid nigger's wuth moah to me dan a live one. I gits a pension."

WHOLESALE DRUG PRICE CURRENT

Table listing various drugs and their prices, including sections for Acetium, Ammonia, Aniline, Baccaea, Balsamum, Cortex, Extractum, Flora, Folia, Gummi, Semen, Spiritus, Magnesia, Oleum, and Syrups.

Table listing various oils and paints, including sections for Oils and Paints, with items like Lard, Linseed, Turpentine, and various paint brands.



Our New Home—Corner Oakes and Commerce

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

Four Kinds of Coupon Books

Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

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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
Pretzelletes, 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. B. 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	
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 Waters	1 00
Nabisco, 25c	2 50
Nabisco, 10c	1 00
Champagne Wafer	2 50
Per tin in bulk	
Sorbetto	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	
California	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. 18	

Peel	
Lemon, American	12 1/2
Orange, American	12 1/2

Raisins	
Connislar 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	
100-125 25lb. boxes.	@ 7
90-100 25lb. boxes.	@ 7 1/2
80-90 25lb. boxes.	@ 8
70-80 25lb. boxes.	@ 8 1/2
60-70 25lb. boxes.	@ 9
50-60 25lb. boxes.	@ 9 1/2
40-50 25lb. boxes.	@ 10 1/2

FARINACEOUS GOODS	
Beans	
Dried Lima	7 1/2
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	3
30 containers (36) rolls	2 85
5 containers (60) rolls	4 75

Hominy	
Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

Pearl Barley	
Chester	5 00
Empire	5 25

Peas	
Green, Wisconsin, bu.	
Green, Scotch, bu.	3 90
Split, lb.	5

Sago	
East India	6
German, sacks	6
German, broken pkg.	

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

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

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

Linen Lines	
Small	20
Medium	26
Large	34

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

FLOUR AND FEED	
Winter Wheat	
Grand Rapid Grain & Milling Co.	
Purity Patent	5 60
Seal of Minnesota	5 80
Sunburst	5 80
Wizard Flour	5 00
Wizard Graham	5 40
Wizard Gran. Meal	4 30
Wizard Buckwheat	6 80
Rye	5 40

Valley City Milling Co.	
Lily White	5 60
Light Loaf	5 00
Graham	2 40
Granena Health	2 50
Golden Meal	2 10
Bolted Meal	2 00

Voigt Milling Co.	
Graham	4 90
Voigt's Crescent	5 60
Voigt's Flouroigt	5 60
Voigt's Hygienic	4 90
Voigt's Royal	6 00

Watson-Higgins Milling Co.	
Perfection Flour	5 60
Tip Top Flour	5 20
Golden Sheaf Flour	4 80
Marshall's Best Flour	5 90

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 70
Ceresota, 1/4s	6 60
Ceresota, 1/8s	6 50

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 & 1/4s paper	6 10
Laurel, 1/8s cloth	6 10

Wykes & Co.	
Sleepy Eye, 1/2s cloth	6 20
Sleepy Eye, 1/4s cloth	6 10
Sleepy Eye, 1/8s cloth	6 00
Sleepy Eye, 1/8s paper	6 00
Sleepy Eye, 1/4s paper	6 00

Worden Grocer Co.	
Laurel, 1/2s cloth	6 30
Laurel, 1/4s cloth	6 20
Laurel, 1/8s & 1/4s paper	6 10
Laurel, 1/8s cloth	6 10

Meal	
Bolted	4 10
Golden Granulated	4 30

Wheat	
Red	1 02
White	1 00

Oats	
Michigan carlots	60
Less than carlots	64

Corn	
Carlots	83
Less than carlots	85

Hay	
Carlots	22 00
Less than carlots	24 00

FRUIT JARS.	
Mason, pts. per gro.	4 15
Mason, qts. per gro.	4 50
Mason, 1/2gal. 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.	1 00
Nelson's	1 50
Knox's Acidu'd. doz.	1 25
Oxford	75
Plymouth Rock Phos.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS	
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	10@ 25
Shearlings	10@ 25

Tallow	
No. 1	@ 5
No. 2	@ 4

Wool	
Unwashed, med.	@ 20
Unwashed, fine	@ 15

HORSE RADISH	
Per doz.	90

JELLY	
5lb. pails, per doz.	2 40
15lb. pails, per pail	60
30lb. pails, per pail	1 00

JELLY GLASSES	
1/2 pt. in bbls, per doz	15
1/2 pt. in bbls, per doz.	16
8 oz. capped in bbls, per doz.	18

MAPLEINE	
2 oz. bottles, per doz.	3 00

MINCE MEAT	
Per case	2 85

MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20
Half barrels 2c extra	

MUSTARD	
1/2 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 1 05@	1 15
Bulk, 2 gal. kegs 90@	1 05
Bulk, 5 gal. kegs 90@	1 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 30
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 30
Lunch, 16 oz.	3 25
Queen, Mammoth, 19 oz.	3 75
Queen, Mammoth, 28 oz.	5 25
Olive Chow, 2 doz. ca.	2 25

PICKLES	
Medium	6 75
Barrels, 1,200 count	6 75
Half bbls., 600 count	4 00
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. 572, Special	1 75
No. 98 Golf, satin fin.	2 00
No. 808 Bicycle	2 00
No. 632 Tourn't whist	2 25

POTASH	
Babbitt's	4 00

PROVISIONS	
Barreled Pork	
Clear Back	19 50@20 00
Short Cut	18 00
Short Cut Clear	18 50
Bean	16 00
Brisket, Clear	23 00
Pig	23 00
Clear Family	26 00

Dry Salt Meats	
S P Bellies	13

Lard	
Pure in tierces	10 1/2@11
Compound Lard	8 1/4@ 8 1/2
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/2
10 lb. pails	advance 1/2
5 lb. pails	advance 1
8 lb. pails	advance 1

Smoked Meats	
Hams, 12 lb. av. 15	@ 15 1/2
Hams, 14 lb. av. 14	@ 14 1/2
Hams, 16 lb. av. 13 1/2	@ 14
Hams, 18 lb. av. 13 1/2	@ 14
Skinned Hams	15 @ 15 1/2
Ham, dried beef sets	20 @ 20 1/2
California Hams	9 1/2 @ 10
Picnic Baked Hams	15
Boiled Hams	23 @ 23 1/2
Minced Ham	11
Bacon	13

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

Beef	
Boneless	14 00
Rump, new	15 00

Pig's Feet	
1/2 bbls.	95
1/2 bbls., 40 lbs.	1 90
1/2 bbls.	3 75
1 bbl.	8 00

Tripe	
Kits, 15 lbs.	90
1/2 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00

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

Uncolored Butterine	
Solid Dairy	12 @ 16
Country Rolls	12 @ 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	45
Potted Ham, 1/4s	45
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 3/4
Broken	3 @ 4 1/4

Special Price Current

12	13	14
Banner, 5c 5 96	Rob Roy, 50c, doz. 4 12	Mop Sticks
Banner, 8, oz. 1 60	S. & M., 5c, gross 5 76	Trojan spring 90
Banner, 16 oz. 3 20	S. & M., 14 oz. doz. 3 20	Eclipse patent spring 85
Belwood Mixture, 10c 94	Soldier Boy, 5c gross 5 95	No. 1 common 80
Big Chief, 2 1/2 oz. 6 00	Soldier Boy, 1 lb. 10 56	No. 2 pat. brush holder 85
Big Chief 16 oz. 30	Sweet Caporal, 1 oz. 4 80	Ideal No. 7 85
Bull Durham, 5c 5 90	Sweet Lotus, 5c 6 00	12lb. cotton mop heads 1 45
Bull Durham, 10c 10 80	Sweet Lotus, 10c 12 00	Pails
Bull Durham, 15c 18 48	Sweet Lotus, per doz. 4 85	2-hoop Standard 2 00
Bull Durham, 8 oz. 60	Sweet Rose, 2 1/2 oz. 30	3-hoop Standard 2 35
Buck Horn, 5c 6 72	Sweet Tip Top, 5c 2 00	2-wire Cable 1 25
Buck Horn, 10c 11 50	Sweet Tip Top, 3 1/2 oz. 38	Cedar all red brass 1 25
Briar Pipe, 5c 6 00	Sweet Tips, 1/2 gro 10 08	3-wire Cable 2 30
Briar Pipe, 10c 12 00	Sun Cured, 10c 11 75	Paper Eureka 2 25
Black Swan, 5c 5 76	Summer Time, 5c 5 76	Fibre 2 40
Black Swan, 14 oz. 3 50	Summer Time, 7 oz. 1 65	Toothpicks
Bob White, 5c 5 65	Summer Time 14 oz. 3 50	Birch, 100 packages 2 00
Brotherhood, 5c 5 95	Standard, 2 oz. 5 90	Ideal 85
Brotherhood, 10c 11 00	Standard, 3 1/2 oz. 28	Traps
Brotherhood, 16 oz. 39	Seal N. C., 7 oz. 1 68	Mouse, wood, 2 holes 22
Carnival, 5c 5 70	Seal N. C., 1 1/2 cut plug 70	Mouse, wood, 4 holes 45
Carnival, 3 1/2 oz. 39	Three Feathers, 1 oz. 63	Mouse, wood, 6 holes 70
Carnival, 16 oz. 40	Three Feathers, 10c 10 20	Mouse, tin, 5 holes 65
Cigar Clip'g Johnson 30	Three Feathers and	Rat, wood 80
Cigar Clip'g, Seymour 30	Pipe combination 2 25	Rat, spring 75
Identity, 8 & 16 oz. 50	Tom & Jerry, 14 oz. 3 60	Tubs
Darby Cigar Cuttings 4 50	Tom & Jerry, 7 oz. 1 80	20-in. Standard, No. 1 7 50
Continental Cubes, 10c 90	Tom & Jerry, 3 oz. 8 75	18-in. Standard, No. 2 6 50
Corn Cake, 14 oz. 2 55	Trout Line, 5c 5 95	16-in. Standard, No. 3 5 50
Corn Cake, 7 oz. 1 45	Trout Line, 10c 10 00	20-in. Cable, No. 1 8 00
Corn Cake, 5c 5 76	Turkish, Patrol, 2-9 5 76	18-in. Cable, No. 2 7 00
Cream, 50c pails 4 60	Tuxedo, 1 oz. bags 48	16-in. Cable, No. 3 6 00
Cuban Star, 5c foil 5 76	Tuxedo, 2 oz. tins 96	No. 1 Fibre 10 25
Cuban Star, 16 oz pails 3 72	Tuxedo, 4 oz. cart 64	No. 2 Fibre 9 25
Chips, 10c 10 20	Tuxedo, 16 oz tins 64	No. 3 Fibre 8 25
Dills Best, 1 1/2 oz. 79	Twin Oaks, 10c 94	Washboards
Dills Best, 3 1/2 oz. 77	Union Leader, 50c 5 06	Bronze Globe 2 50
Dills Best, 16 oz. 73	Union Leader, 25c 2 55	Dewey 1 75
Dixie Kid, 1 1/2 foil 39	Union Leader, 10c 11 60	Double Acme 3 75
Duke's Mix, 5c 5 76	Union Leader, 5c 5 95	Single Acme 3 15
Duke's Mix, 10c 11 52	Union Workman, 1 1/2 5 76	Double Peerless 3 75
Duke's Cameo, 1 1/2 oz. 41	Uncle Sam, 10c 10 80	Single Peerless 3 25
Drummond, 5c 5 75	Uncle Sam, 8 oz. 2 20	Northern Queen 3 25
F F A 3 oz. 4 95	U. S. Marine, 5c 6 00	Double Duplex 3 00
F F A, 7 oz. 11 50	Van Bibber, 2 oz. tin 88	Good Luck 2 75
Fashion, 5c 6 00	Velvet, 5c pouch 1 44	Universal 3 00
Fashion, 16 oz. 4 43	Velvet, 10c tin 1 92	Window Cleaners
Five Bros., 5c 5 60	Velvet, 8 oz tin 3 84	12 in. 1 65
Five Bros., 10c 10 70	Velvet, 16 oz. can. 7 78	14 in. 1 85
Five cent cut Plug 29	Velvet, combination cs 5 65	16 in. 2 30
F O B 10c 11 50	War Path, 5c 5 95	Wood Bowls
Four Roses, 10c 96	War Path, 8 oz. 1 60	13 in. Butter 1 60
Full Dress, 1 1/2 oz. 72	Wave Line, 3 oz. 40	15 in. Butter 2 25
Glad Hand, 5c 1 44	Wave Line, 16 oz. 40	17 in. Butter 4 15
Gold Block, 1 1/2 oz. 39	Way up, 2 1/2 oz. 5 75	19 in. Butter 6 10
Gold Block, 10c 11 88	Way up, 16 oz pails 31	Assorted, 13-15-17 3 00
Gold Star, 16 oz. 38	Wild Fruit, 5c 5 76	Assorted, 15-17-19 4 25
Gall & Ax Navy, 5c 5 95	Wild Fruit, 10c 11 52	WRAPPING PAPER
Growler, 5c 4 56	Yum Yum, 5c 6 00	Common Straw 2
Growler, 10c 2 70	Yum Yum, 10c 11 52	Fibre Manila, white 3
Growler, 20c 2 63	Yum Yum, 1 lb., doz. 4 80	Fibre Manila, colored 3
Giant, 5c 1 55	Yum Yum, 1 lb., doz. 4 80	No. 1 Manila 4
Giant, 16 oz. 33	Yum Yum, 1 lb., doz. 4 80	Cream Manila 3
Hand Made, 2 1/2 oz. 50	Yum Yum, 1 lb., doz. 4 80	Butchers' Manila 2 3/4
Hazel Nut, 5c 5 76	Yum Yum, 1 lb., doz. 4 80	Wax Butter, short c't 13
Honey Dew, 1 1/2 oz. 40	Yum Yum, 1 lb., doz. 4 80	Wax Butter, full count 20
Honey Dew, 10c 11 88	Yum Yum, 1 lb., doz. 4 80	Wax Butter, rolls 19
Hunting, 1 1/2 & 3 1/2 oz. 38	Yum Yum, 1 lb., doz. 4 80	YEAST CAKE
X L, 5c 6 10	Yum Yum, 1 lb., doz. 4 80	Magic, 3 doz. 1 15
X L, in pails 32	Yum Yum, 1 lb., doz. 4 80	Sunlight, 3 doz. 1 00
Just Suits, 5c 6 00	Yum Yum, 1 lb., doz. 4 80	Sunlight, 1 1/2 doz. 50
Just Suits, 10c 11 88	Yum Yum, 1 lb., doz. 4 80	Yeast Foam, 3 doz. 1 15
Kiln Dried, 25c 2 45	Yum Yum, 1 lb., doz. 4 80	Yeast Cream, 3 doz. 1 00
King Bird, 7 oz. 25 20	Yum Yum, 1 lb., doz. 4 80	Yeast Foam, 1 1/2 doz. 58
King Bird, 3 oz. 11 00	Yum Yum, 1 lb., doz. 4 80	AXLE GREASE
King Bird, 1 1/2 oz. 5 70	Yum Yum, 1 lb., doz. 4 80	MICA
La Turka, 5c 5 76	Yum Yum, 1 lb., doz. 4 80	AXLE GREASE
Little Giant, 1 lb. 28	Yum Yum, 1 lb., doz. 4 80	1 lb. boxes, per gross 9 00
Lucky Strike, 1 1/2 oz. 94	Yum Yum, 1 lb., doz. 4 80	3 lb. boxes, per gross 24 00
Lucky Strike, 1 1/2 oz. 96	Yum Yum, 1 lb., doz. 4 80	BAKING POWDER
Le Redo, 3 oz. 10 80	Yum Yum, 1 lb., doz. 4 80	Royal
Le Redo, 8 & 16 oz. 38	Yum Yum, 1 lb., doz. 4 80	10c size .. 90
Myrtle Navy, 10c 11 80	Yum Yum, 1 lb., doz. 4 80	1/4 lb. cans 1 35
Myrtle Navy, 5c 5 94	Yum Yum, 1 lb., doz. 4 80	6 oz. cans 1 90
Maryland Club, 5c 5 0	Yum Yum, 1 lb., doz. 4 80	1/2 lb. cans 2 50
Mayflower, 5c 5 76	Yum Yum, 1 lb., doz. 4 80	3/4 lb. cans 3 75
Mayflower, 10c 96	Yum Yum, 1 lb., doz. 4 80	1 lb. cans 4 80
Mayflower, 20c 1 92	Yum Yum, 1 lb., doz. 4 80	1 1/2 lb. cans 13 00
Nigger Hair, 5c 5 94	Yum Yum, 1 lb., doz. 4 80	5 lb. cans 21 50
Nigger Hair, 10c 10 56	Yum Yum, 1 lb., doz. 4 80	WOODENWARE
Nigger Head, 5c 4 96	Yum Yum, 1 lb., doz. 4 80	Baskets
Nigger Head, 10c 9 84	Yum Yum, 1 lb., doz. 4 80	Bushels 1 00
Noon Hour, 5c 1 44	Yum Yum, 1 lb., doz. 4 80	Bushels, wide band .. 1 15
Old Colony, 1-12 gro. 11 52	Yum Yum, 1 lb., doz. 4 80	Market 40
Old Mill, 5c 5 76	Yum Yum, 1 lb., doz. 4 80	Splint, large 3 50
Old English Curve 1 1/2 oz 96	Yum Yum, 1 lb., doz. 4 80	Splint, medium 3 00
Old Crop, 5c 5 76	Yum Yum, 1 lb., doz. 4 80	Splint, small 2 75
Old Crop, 25c 20	Yum Yum, 1 lb., doz. 4 80	Willow, Clothes, large 8 25
P. S., 8 oz., 30 lb. cs. 19	Yum Yum, 1 lb., doz. 4 80	Willow, Clothes, small 6 25
P. S., 3 oz., per gro. 5 70	Yum Yum, 1 lb., doz. 4 80	Willow, Clothes, me'm 7 25
Pat Hand, 3 1 oz. 63	Yum Yum, 1 lb., doz. 4 80	Butter Plates
Patterson Seal, 1 1/2 oz. 48	Yum Yum, 1 lb., doz. 4 80	Wire End or Ovals.
Patterson Seal, 3 oz. 96	Yum Yum, 1 lb., doz. 4 80	1/4 lb., 250 in crate 30
Patterson Seal, 16 oz. 5 00	Yum Yum, 1 lb., doz. 4 80	1/2 lb., 250 in crate 30
Peerless, 5c 5 70	Yum Yum, 1 lb., doz. 4 80	1 lb., 250 in crate 30
Peerless, 10c 1 92	Yum Yum, 1 lb., doz. 4 80	2 lb., 250 in crate 35
Peerless, 3 oz. 10 20	Yum Yum, 1 lb., doz. 4 80	3 lb., 250 in crate 40
Peerless, 7 oz. 23 76	Yum Yum, 1 lb., doz. 4 80	5 lb., 250 in crate 50
Peerless, 14 oz. 47 52	Yum Yum, 1 lb., doz. 4 80	Churns
Plaza, 2 gro. cs. 5 76	Yum Yum, 1 lb., doz. 4 80	Barrel, 5 gal., each 2 40
Plow Boy, 5c 5 76	Yum Yum, 1 lb., doz. 4 80	Barrel, 10 gal., each 2 55
Plow Boy, 10c 11 00	Yum Yum, 1 lb., doz. 4 80	Clothes Pins
Plow Boy, 14 oz. 4 50	Yum Yum, 1 lb., doz. 4 80	Round Head.
Pedro, 10c 11 80	Yum Yum, 1 lb., doz. 4 80	4 inch, 5 gross 45
Pride of Virginia, 1 1/2 77	Yum Yum, 1 lb., doz. 4 80	4 1/2 inch, 5 gross 50
Pilot, 5c 5 76	Yum Yum, 1 lb., doz. 4 80	Cartons, 20 2 1/2 doz. bxs. 55
Pilot, 7 oz. doz. 1 05	Yum Yum, 1 lb., doz. 4 80	Egg Crates and Fillers
Pilot, 14 oz. doz. 2 10	Yum Yum, 1 lb., doz. 4 80	Humpty Dumpty, 12 dz. 20
Prince Albert, 10c 94	Yum Yum, 1 lb., doz. 4 80	No. 1, complete 40
Prince Albert, 8 oz. 4 92	Yum Yum, 1 lb., doz. 4 80	No. 2, complete 28
Prince Albert, 16 oz. 8 49	Yum Yum, 1 lb., doz. 4 80	Case No. 2, fillers, 15
Queen Quality, 5c 48	Yum Yum, 1 lb., doz. 4 80	sets 1 35
Rob Roy, 5c foil 5 90	Yum Yum, 1 lb., doz. 4 80	Case, medium, 12 sets 1 15
Rob Roy, 10c gross 10 20	Yum Yum, 1 lb., doz. 4 80	Faucets
Rob Roy, 25c doz. 2 10	Yum Yum, 1 lb., doz. 4 80	Cork lined, 8 in. 70
		Cork lined, 9 n. 80
		Cork lined, 10 in. 90
		Exemplar 32

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



10 5c pkgs., per case 2 60
36 10c pkgs., per case 2 60
16 10c and 35 5c pkgs., per case 2 60

COFFEE
Roasted
Dwinell-Wright Co's B'ds



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

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., Saginaw;
Brown, Davis & Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.



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



SOAP
Gowans & Sons Brand.

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

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

Big Master, 100 blocks 4 00
German Mottled 3 50
German Mottled, 5 bxs 3 50
German Mottled, 10 bx 3 45
German Mottled, 25 bx 3 40
Marseilles, 100 cakes 6 00
Marseilles, 150 cks 5c 4 00
Marseilles, 100 ck toll 4 00
Marseilles, 1/2 bx toilet 2 10

Proctor & Gamble Co.
Lenox 3 00
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75
Star 8 85

Tradesman Co's Brand
Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

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

Soap Powders
Snow Boy, 24s family
size 3 75
Snow Boy, 60 5c 2 40
Snow Boy, 30 10e 2 40
Gold Dust, 24 large 4 50
Gold Dust, 100-5c 4 00
Kirkoline, 24 4lb. 3 80

Soapine 3 75
Soapine 4 10
Babbitt's 1776 3 75
Roseine 3 59
Armour's 3 70
Wisdom 3 80

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

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

DELEGATES

PLEGGED

TO

SUPPORT

White House

Coffee

At the

Convention

Of the National Housewives of America

DWINELL-WRIGHT CO.
PRINCIPAL COFFEE ROASTERS
BOSTON CHICAGO

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.

Want To Occupy—Portion of store to sell reliable, popular-priced line of clothing with any storekeeper outside of Grand Rapids. Address No. 111, care Tradesman. 111

For Sale—An up-to-date Palace Meat Market. Reason for selling, other business. One of best towns in Central Michigan. Address No. 109, care Tradesman. 109

For Sale or Exchange for real estate, complete drug stock, wall paper, paints, etc. Good soda fountain business. Forced to sell on account of sickness in family compelling us to seek the Colorado climate. A bargain for some one. E. Sinclair, Tekonsha, Mich. 108

For Sale—Stock of general merchandise; invoice about \$10,000; did \$35,000 business last year; has run without change for fifty years by present owners; best country store in this locality; reason for selling, death of senior member. Estate must be settled. Address James Allan & Son, Scales Mound, Ill. 107

For Sale—Four six foot leather upholstered oak settees. Nearly as good as new. A bargain if taken at once. E. C. Harmon, Charlotte, Mich. 106

For Sale—General store, small town, where every day looks like fair day. Address Wm. Ewig, Germania Bldg., Milwaukee, Wis. 105

For Sale—Shoes and groceries in town of 1,500, between Detroit and Lansing. Invoice \$3,500. Good reason for selling. Best location in town, with 3 or 6 year lease. Address M. C., care Tradesman. 104

Auction Sale—Stocks of merchandise turned into cash anywhere in the United States and Canada by the Auction Method. Best service guaranteed. For dates and information, address Henry Noring, Auctioneer, Speaks English and German. Cazenovia, Wis. 112

Grocery stock for \$4,000 cash, stock and fixtures. Doing good business. Want to go West, reason for selling. Address 121 North Fancher, Mt. Pleasant, Mich. 102

For Sale—Soda fountain, 18 syrups, two steel tanks, etc. Cheap for cash. E. E. Calkins Ann Arbor. 101

For Sale—Barber shop, with three chairs, located in the Dehaas Hotel at Fremont. Nice equipment, with the best of patronage, in a good live town. Write H. McCarty, Fremont. 98

For Sale—Nice stock of clothing and gent's furnishing goods at Fremont, located only two doors from the principle corner of the city. Will sell cheap. Write H. McCarty, Fremont, Mich. 99

General Stocks For Sale—Following are a few very desirable general stocks, well located and doing a profitable business: No. 7, located in Van Buren county inventorying about \$4,500. No. 8 located in Missaukee county, inventory about \$6,000. No. 9, located in Mecosta county, inventory about \$2,800. No. 10, located in Van Buren county, inventory about \$9,000. No. 11, located in Antrim county, inventory about \$10,000. Any of the above stores will bear the closest investigation. I will furnish full particulars on application. Harry Thomasma, 433-433 Houseman Bldg., Grand Rapids, Michigan. 97

For Sale—Grocery store in Grand Rapids, old stand, have done a large business for the past 15 years. Good location. Large order route and have a good transient trade. Getting good prices. No old stock. Reason for selling, have other business. Stock now inventories \$4,500. Willing to reduce stock to \$2,500. Must have cash and mean business. If not, don't write. Address No. 100, care Tradesman. 100

Wanted—Parties to open furniture and general house furnishing store in Petoskey, town of over 6,000. Splendid opening, fine store in best location, for rent. Enquire of anyone living in Petoskey, or Fred S. Linsell, Petoskey, Mich. 86

Merchants! Do you want to sell out? Have an auction sale. Guarantee you no loss. Address L. H. Gallagher, Auctioneer, 384 Indiana Ave., Toledo, Ohio. 96

Fruit farms and lands for sale in all parts of the Grand Traverse region. Some to exchange for merchandise stocks. Traverse City Business Exchange, Traverse City, Mich. 95

For Sale—Grocery and crockery stock and fixtures, about one thousand dollars, established trade. E. W. Brown, Farwell, Mich. 94

For Sale—General store 30 miles north of Denver, Colo.; stock and building will invoice \$8,500; farming and coal mines; good trade; good reason for selling. Address Linn Merc. Co., Dacono, Colo. 91

For Sale—Stock meats and fixtures, in one of best cities in Northern Michigan, 5,600 population. Will give long lease on building. Reason for selling, other business. Cheap for cash. Hirschmann's Market, Petoskey, Mich. 90

Promoter of special sales. Closing out merchandise stocks. Personally conduct my sales. W. N. Harper, Port Huron, Mich. 88

For Sale—General stock with fixtures, store building and dwelling attached. A bargain if sold soon. Situated in good town in Northern Indiana. Address B. care Michigan Tradesman. 87

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

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

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

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

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

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

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

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

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

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

HELP WANTED.

Wanted—Registered druggist. References required. Address C. E. Van Avery, Kalamazoo, Mich. 113

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

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

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 clerk in retail hardware store. Address C. B. Baxter, 24 Pleasant St., (Old number), Grand Rapids, Mich. 110

Pharmacist Situation Wanted—Middle aged, capable. Wages reasonable. Write No. 103, care Tradesman. 103

A salesman with 13 years' experience in general merchandise, wants a steady position. Management preferred. Can specialize on gent's furnishings, shoes or groceries. Married and best of references. Address Salesman, care Michigan Tradesman. 93

Want ads. continued on next page.

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

Just Try One in the Brown Sugar Bin

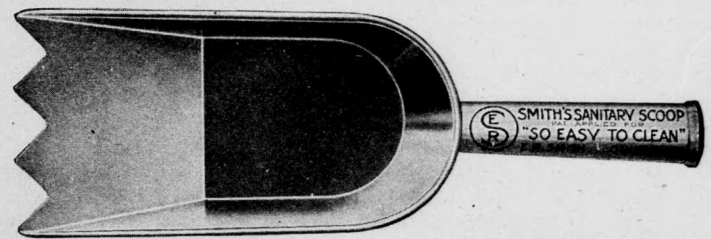
No More Sticky Fingers to Wash a Dozen Times Every Day. If it Does Not Save You More Than Fifty Cents Worth of "Cuss Words" the First Week, Send it Back to Your Jobber.

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.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Lake Shore road will expend \$75,000 in building a new freight house and in extension of tracks at Hillsdale.

Houghton is planning to beautify Sheldon street by removing all wooden poles and installing an ornamental lighting system similar to that of Quincy street, Hancock.

The Petoskey Crushed Stone Co. has started manufacturing operations at Petoskey, employing twenty-eight men and paying each of them an increase of 25 cents a day over last year.

Battle Creek's new \$150,000 city hall will be two stories and basement and will be practically fire-proof.

Corunna has entered into a temporary contract for six months with a private lighting company for fourteen lamps of 100-watt power each, on Shiawassee avenue, to be paid for at the rate of \$20 a year.

Marquette had forty-seven saloons three years ago and forty-three last year, while this spring the Warner-Crampton law requires a reduction in number to twenty-nine.

Manistee has a new auto factory, located in the Michigan Iron Works building on River street.

A committee of business men of house building proposition, reports in favor of organizing a building and loan association similar to the one in Belding, which has been a large factor in the upbuilding of that city.

The Muskegon Chamber of Commerce is considering plans for the appointment of a paid Secretary, giving his entire time to the work. The Chamber voted to furnish the Linderman Machine Co. with a deed to the property it now occupies, since that company has more than fulfilled its agreement with the city in regard to the number of men employed.

The Flint Journal urges that the plot of ground alongside the Grand Trunk tracks, just west of South Saginaw street, in that city, receive the attention of the railroad people or the city and be transformed from weeds and billboards to green lawn, flowers and shrubbery. This neglected ground is almost in the heart of the city and first impressions to visitors are lasting ones.

John H. Burke has been re-elected President of the Kalamazoo Commercial Club. This organization has accomplished much during the past year and has bright prospects for the future. The report of the Industrial Committee shows an increase of nearly 40 per cent. in employed labor during the past year and there has been nearly three million dollars invested in new buildings. Among the State conventions secured up to September are the following: Michigan Wholesale Grocers in May, Michigan Firemen June 11-13, Michigan Bankers June 11-13, Michigan Good Roads Association in August.

Merchants of Pt. Huron are arranging for what is known as the "First Annual Spring Trading Festival," to be held April 20 to 27, with

fares refunded to out of town customers.

Five cluster street lamps are being installed on Maple street, Battle Creek, to harmonize with those on Main street and the ones planned for Jefferson avenue.

Extensive park and boulevard improvements are planned at Kalamazoo this year.

Mayor Wallace, the new executive head at St. Joseph, is confronted with a deficit of over \$30,000 in the city's affairs and has laid down a rule of strict economy during his administration. He declares that the city must live within its means and that operating expenses must be cut down in all departments.

A deal is practically closed for sale of the Manistee Light and Traction Co. to Philadelphia operators, who promise many improvements. The Manistee plant is antiquated—some people go farther and call it a "junk heap"—and citizens are looking forward to the day when the city will have good gas, good electricity and good street car service.

The city of Jackson condemned as unsafe the Michigan Central round house in that city several years ago, but the wealthy railroad corporation paid no attention to it. Now suit has been brought in the courts to see whether building inspection rules apply to everybody except the Michigan Central.

Kalamazoo's fire losses for the past year were in excess of \$300,000 and the fire chief calls attention in his annual report to the urgent need of additional apparatus.

Pontiac has ordered brick pavement on three streets, has awarded the contract for fourteen sewers and has bought 160 tons of six-inch water pipe and twenty-five tons of four-inch pipe, paying \$23.45 per ton.

The North Side Commercial Club of Lansing held its first banquet and smoker April 11 and much enthusiasm was shown. The Club will work in harmony with the Lansing Chamber of Commerce.

The securing of the Ann Arbor Railroad shops, the rebuilding of the Estey factory and various other industrial additions indicate that Owosso is going right ahead. Now the citizens talk of organizing a stock company to put up a first-class hotel there.

Alma is a good big town of its size as shown by the fact that the Board of Trade there recently offered the Ann Arbor Railroad a site of forty acres and \$55,000 cash to move the car shops and terminal there from Owosso. The company declined the offer for the reason that about 200 of its employes own homes in Owosso. Alma has four factory sites and one small factory for disposal to the right sort of industries and is out gunning for big game.

Saginaw claims to have brighter prospects this year in the way of building activities than any city in the State, barring Detroit.

The Saginaw Wholesalers' and Manufacturers' Association has elected officers for 1912 as follows: President, Edward Schust; Vice-Presi-

dent, Lewis Barnard; Secretary, Joseph Tracy; Treasurer, J. W. Ladd. The Association will give an automobile show this fall and there will also be trade extension trips

Muskegon is hoping to secure two new manufacturing concerns, an Elkhart, Ind. company making electric appliances and the Iverson & Peterson Co., of Lake City, making canvas gloves and mittens.

The Battle Creek Industrial Association is getting on its feet again and promises to do things for the breakfast food city.

The Bartlett Label Co., of Kalamazoo, will build a new factory, the construction work beginning May 1. The company's business for 1911 shows an increase of 30 per cent. over the previous year.

The South Shore Railroad has awarded the contract for a new freight station at Marquette.

Farmers belonging to the order of Gleaners will build a large grain and produce elevator at Ithaca. Wallace Green has been chosen as manager.

Petoskey has voted to issue bonds for \$80,000 to build a new high school.

Managers of hotels and summer resorts in the Grand Traverse region, including thirty-two resorts and fifty hotels, will meet in Traverse City April 23 and attempt to effect an organization.

Plans for creating a fund to secure conventions and to advertise the Soo in other ways, are being considered at Sault Ste. Marie.

The Benton Harbor Business Men's Association has elected officers for 1912 as follows: President, P. D. Peters; Vice-President, W. S. Waite; Secretary, F. G. Prideaux; Treasurer, Lewis Rahn. The Association voted to close stores as follows: All day, Christmas and New Year's, July 4 and Thanksgiving; one-half day, Decoration day, Labor day and Benton Harbor day at the Fair. The Association will lend its support for the continuance of a good band of music in Benton Harbor.

Marshall has purchased a site for its new library building and plans of architects are being secured.

The Grand Rapids & Indiana Railway will erect a new brick passenger station at Wayland, at a cost of \$5,200. The present depot will be remodeled for freight use only.

Calumet has two new manufacturing concerns, the Norland Shoe Manufacturing Co, which turns out over 100 pairs of miners' boots and shoes daily, and the Soumen Vikale Scythe Co., maker of scythes.

President Tanner, of the Saginaw Board of Health, says that a garbage disposal plant is one of the great needs of the city at the present time and the Board proposes to make a live issue of this matter next year.

The Severance Tank and Silo Co., of Lansing, is building a branch factory at East St. Louis, Ill. In explanation Secretary Preston says: "Formerly we purchased our pine in Canada or Northern Michigan, but more recently the supply has been coming from the West and South. If we can stop that lumber in transit

and turn it into silos we can save from \$15,000 to \$20,000 annually, which shows why we can well afford to make a \$10,000 investment for our branch factory" Almond Griffen.

Beans Quiet and Easier.

The bean market remains very quiet, with a very small amount of business, and generally easier. Strictly choice hand-picked pea beans are about the only grade that can be sold to advantage. Wholesale grocers are refusing to take off grades at any price in some sections. They also are complaining bitterly of kiln dried beans being off color.

It is generally conceded that we will have beans enough to go around, but the quality is very poor.

California shippers are enjoying a fair demand on a basis of about 4c per pound. Their stock of white beans has been very much reduced. A careful estimate shows about 110,000 sacks, averaging ninety pounds each, which are almost entirely in dealers' hands to be marketed the remainder of the season. This is about the average stock for this time of the year.

The demand for red kidney beans, brown Swedes and other varieties is practically nothing. The stock of reds in Michigan is much larger than last year at this time.

E. L. Wellman.

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

Buffalo, April 17—Creamery butter, 29@33c; dairy, 25@30c; rolls, 23@25c; poor to good, all kinds, 20@25c.

Cheese—Fancy, 18½@19c; choice, 18c; poor to good, 12@16c.

Eggs—Choice fresh, 20@21c.

Poultry (live) — Turkeys, 18@20c; cox, 11@12c; fowls, 16@17c; ducks, 18@20c; geese, 12½@14c.

Poultry (dressed) — Turkeys, 18@22c; chickens, 17@18c; fowls, 17@18c.

Beans—Red kidney, \$2.25@2.50; white kidney, \$2.75@2.95; medium, \$2.65; marrow, \$2.90; pea, \$2.65.

Potatoes—\$1.40@1.45.

Onions—\$2.25. Rea & Witzig.

The Shad.

When the angel made shad,
Then the devil was mad,
For it seemed such a feast of delight;
So to ruin the scheme
He jumped into the stream
And put all the bones in the shad.

When the strawberry red
First illumined the bed,
The angel looked on and was glad,
But the devil, 'tis said,
Fairly pounded his head
For he'd put all the bones in the shad.

A Dull Town.

Miss Thyn (waiting at the station)—I suppose the fast mail will not stop here in Hayville unless it is flagged?

Native Son—Flagged! She won't stop here unless she is wrecked, mum.

Any man who has a job has a chance.

BUSINESS CHANCES.

For Sale—Well paying clothing, furnishing and shoe store in the liveliest manufacturing city of Michigan, under 10,000 population. Stock nearly all new. Will invoice \$15,000 or better. Growing trade, good location. Would take a good live general merchandise store in a smaller place for part, or good variety store, northern part of state preferred, or a good farm or farm land in part payment. Address No. 114, care Tradesman. 114



The Man Who Is Brief Has At Least One Virtue

“The Shorter the Act, the Longer the Encore”—W. L. Brownell.

If you haven't a Safe, you need one.

If it is too small, you need a larger one.

We sell the best Safes made.

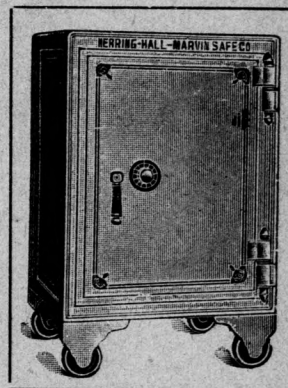
We can save you money on your purchase.

We have only one price.

But that price is low and right.

We want to do business with you

Write us today. _____



Simply say “Furnish me with Safe information and prices.”

Grand Rapids Safe Co. Tradesman Building Grand Rapids, Mich.

How About Your Printing?

THIS QUESTION is a very pertinent one for business men, because every day Business Printing takes on added significance as a factor in trade. Time was when any sort of printing would do, because not much was expected of it, but nowadays printing is *expected* to create and transact business. For this reason, good printing is exceedingly necessary in every line of business.

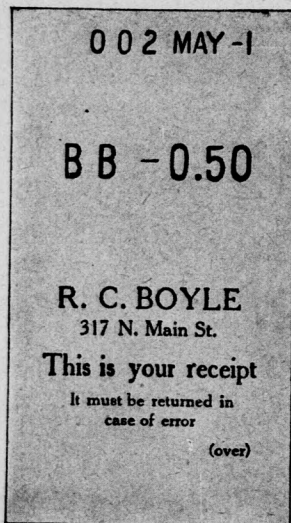
We have been producing *good* Business Printing for years. We have kept pace with the demand for the *best* in printing. As a consequence, our printing business has grown splendidly. We have been compelled to enlarge shop facilities, to increase equipment quite regularly. We have the requisite mechanical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

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

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

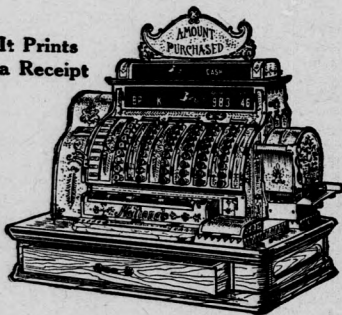
Orders by letter or by phone will receive prompt attention, and if you desire, a qualified representative will wait upon you without delay.

TRADESMAN COMPANY :: **GRAND RAPIDS, MICH.**



Front of Receipt
Shows number of transaction, date, clerk's initial, amount and business card

**It Prints
a Receipt**



Back of Receipt
This space for any announcement or advertisement

What This Receipt Does For You

IT protects you on cash sales, because amount is totaled and a duplicate of the printed record made under lock and key. *It gives a check on your cash drawer.*

It protects when a charge sale is made, because the receipt cannot be issued without the charge being recorded. *It stops forgotten charges.*

It protects you and gives your customer credit for money received on account. At the time of payment *it enforces correct methods.*

It protects when money is paid out. The transaction is recorded and the printed receipt, signed and kept by you, *is permanent evidence of the payment.*

It advertises your business, because the register will print on it your ad and business card. *It increases trade.*

It shows number of customers, date, initial of clerk and amount. A history of the sale is made and responsibility placed.

The National Cash Register Co.

Dayton, Ohio