

## The Minister's Blunder

**N**OW, you know, there are anecdotes and anecdotes, short metre and long metre. I shall give you a long metre one, with a snapper at the end. It is about a Scotch-Irish minister who thought he was called to preach the Gospel. He knew that he had the gift of oratory and he never missed an opportunity to display it. An opportunity was afforded on the occasion of a christening. There was a considerable audience, made up of relatives, friends and neighbors of the parents. The preacher began by saying:

"We have met together, my friends, on a very interesting occasion—the christening of this little child—but I see already a look of disappointment on your faces. Is it because this infant is so small? We must bear in mind that this globe upon which we live is made up of small things, infinitesimal objects, we might say. Little drops of water make the mighty ocean; the mountains which rear their hoary heads toward heaven and are often lost in the clouds are made up of little grains of sand. Besides, my friends, we must take into consideration the possibilities of this little speck of humanity. He may become a great preacher. Multitudes may be swayed by his eloquence and brought to see and believe in the truths of the Gospel. He may become a distinguished physician and his fame as a healer of men may reach the uttermost ends of the earth and his name go down to posterity as one of the great benefactors of his kind. He may become a great astronomer and read the heavens as an open book. He may discover new stars which may be coupled with those of Newton and many other great discoverers. He may become a distinguished statesman and orator, and by the strength of his intellect and eloquence he may control the destinies of nations and his name be engraved upon monuments erected to perpetuate his memory by his admiring and grateful country. He may become an author and a poet, and his name may yet appear among those now entombed at Westminster. He may become a great warrior and lead armies to battle and victory. His prowess and valor may change the map of Europe. Methinks I hear the plaudits of the people at the mention of his deeds and name. He may become—er—er—he might—er—"

turning to the mother, "What is his name?"

The mother, very much bewildered: "What is the baby's name?"

"Yes, what is his name?"

The mother: "Its name is Mary Ann."

*Mark Twain.*

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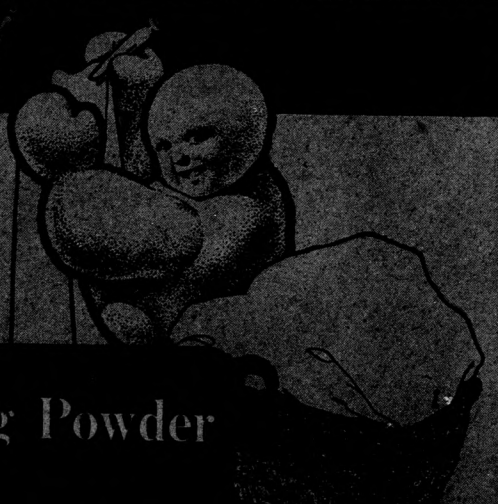
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# MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, MAY 8, 1912

Number 1494

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## UP TO THE METHODISTS.

It is unquestionably true that the rules of eligibility and government of the conduct of its members formulated and enforced by any organization, religious or otherwise, are pre-eminently their own affairs and something about which other people have no call to worry. It is equally true, however, that when these matters affecting an organization of hundreds upon hundreds of thousands of members are up for discussion, at a general conference or convention, outsiders are permitted to discuss them and indeed they are bound to do it anyway. Hence it happens that there is already very widespread comment on the proposition which will come up before the general conference of the Methodist church, now in session at Minneapolis, with reference to the prohibition by the church of indulgence in certain forms of amusements, regarded by other denominations as harmless, such, for example, as dancing, card playing and theater going. The Methodists have been more strict in this respect than any other denomination and they have adhered very firmly to rigid rules in their books of discipline. That some have honored these regulations more in the breach than the observance is also unquestionably true. In doing so they have done violence to the doctrines of the church and laid themselves open to discipline.

It is inevitable that this subject will come up for general discussion, suggested by the statement in the report made at the opening of the conference, that despite an immense amount of work and the expenditure of millions of dollars, the Methodist church membership had increased less than 2 per cent. during the last year. This the authorities regard as alarming and, very naturally, thoughtful, conscientious people would hesitate to profess an article of faith and then avoid or evade its observance. To this probably may be traced in a measure, at least, the failure of the Methodists to have grown as they would like in 1911. The rising generation of Methodists are bound to be a little agitated not to say disappointed and envious when they see

the members of other churches enjoying themselves at the theater and playing cards in their own homes, without apparently being any the worse for it. Anyhow they are not thereby violating the denominational decree. It is pretty generally conceded that whoever leads a consistent Christian life will win the Christian reward and that independent of the mere matter of denominational preference. If they think that they can enjoy themselves moderately here without jeopardizing their enjoyment eternally hereafter they are attracted to the church which teaches that doctrine. That is not saying the Methodists are not right, or denying that all the other denominations are wrong, but it looks more like a condition than a theory. Of course, in the last analysis, this is a matter for each individual to decide, and so far as it is a matter of church discipline, it is for the representatives of the Methodist church in conference assembled to determine as the majority shall decree.

## SPARE THE WILD FLOWERS.

Some years ago a lady in Washington State found the business of supplying floral lovers in various sections of our land with native bulbs collected by the thousand from the woods and fields. When a gentle protest was made to this seemingly indiscriminate uprooting, her reply was, "I see in this the only possible salvation of our native flora."

Time has proved that she was at least in part right. The ax and the plow and the drainage system have changed conditions so materially that many flowers once locally common are now rare or extinct. Others are rapidly being decimated. Most deplorable of all is the fact that thoughtless plucking and breaking are hastening the ravages even more than the changed surroundings.

There are blossoms which may be plucked freely, with the assurance that, like the widow's cruse, there will be a prompt replenishing of the supply. Notable among these are the stemless blue violets, which bloom, like pansies, the more freely for the plucking. But there are others to which this method is a fatality. Notice, if you will, the trilliums, the lily-like forms of which adorn our market places, and are all too numerous in the Memorial Day decorations. The triplet of large leaves which encircle the stem midway from the base are the plant's supreme effort in the work of foliage making. With the tearing away of these in early springtime, the root can only pine and waste away. Every time we pluck the entire plant system

which appears above the surface, we as surely destroy that individual.

Many other plants have their doom sealed by a similar thoughtlessness. If you must pick the flowers, at least select such as are not bound to injure the future beauty of the plant by their loss. Take pride in your own park, rather than pleasure in your aptness at dodging the policeman and his rules. Nature despoiled can never be the same again. Every public park should become the shelter for the dainty blooms which seem destined otherwise to become outcasts.

## PASSING OF THE CHESTNUT.

The edict has gone forth that the chestnut tree, one of the most noble of American trees, is doomed. A fungus growth is the cause of the trouble, the spores insinuating themselves under the bark, carried by birds or squirrels, and thus far all scientific means of battle have availed nothing. The work is done too far from the surface for fungicides to have a chance to work, even if one can be discovered which will be effective.

The disease, which originated in New Jersey and Pennsylvania, has gained a footing in at least eight states, and the battle is being waged to extermination within a certain radius of every infested spot. This is done as a precaution against the further extension of the trouble, as every tree infected certainly dies. Owners of magnificent groves are accepting the situation in a business manner and in some instances saw-mills set up in their midst and the trees converted into lumber while still in prime condition.

With no host tree on which the pest may propagate it is hoped that the chestnut disease will die out of itself, for it seems that it attacks no other species. The situation is to every tree lover pathetic. There is so much of beauty in the stately form, and especially in July, when the trees are loaded with gracefully curving creamy racemes. The chestnut has been a part of our poetry as well as of our industry. The rail splitting of Lincoln is a thing of the past, but there are still many uses for the tree. We must hope that a remedy will still be found before it is too late. Meantime all that we can do is to watch for indications of the disease, outwardly shown through the dying branches.

It is a clear waste of good material to make sacrifices for a selfish man; he will absorb all he can get, as if it was only his due, and never thank you. Force him to do without and give place to others until he learns to divide up.

According to the American Grocer's figures, there was not as much drinking last year in this country as there was in 1910. In the latter year the per capita cost was \$18.90, and last year it was \$18.84. That means six cents less per capita. The figures show that each person consumed 20.66 gallons of beer in 1911. The Prohibitionists will declare at once that they did not drink a drop of beer last year, but if they did not, some one else drank up their share to make the figures come out right. The per capita consumption of spirituous liquors was 22.79 gallons, the same quantity as in 1907, and the greatest quantity on record. The price of coffee advanced and its use declined a trifle on that account, the per capita in 1911 being 9.27 pounds as compared with 9.33 in 1910. The per capita amount of tea was 1.04 pounds. The report shows that mild stimulants are being used with greater freedom and that there is more temperance in the use of spirits.

Fast upon the heels of the demands made by the locomotive engineers come similar demands from the locomotive firemen on the fifty railroads east of Chicago. It is demanded that their claims be submitted to arbitration. This is striking the railroads pretty hard, but the dear public in the end will have to pay the bill. If the demands made are acceded to it will cost the roads at least \$25,000,000 a year more to operate. This advance must be made good some way and the only source of revenue a railroad has is its rates and it can be depended upon that they will be higher if it has to add millions of dollars to its payroll for the engineers and firemen. The latter show good sense in asking that their demands be submitted to arbitration at the first instance, for that is the proper process and theory in such cases.

The editor of the Produce News prophesies that next winter butter will be selling for from 65 to 70 cents a pound. He says it is now 16 cents more than a year ago and that next year's supply is going into cold storage at 16 cents more wholesale to dealers than they paid twelve months ago. The "strictly fresh" eggs for next winter are now going into cold storage at a higher price than last year. He blames the Sullivan law which limits the time in which butter is kept in cold storage for the present high prices and says the remedy for the high cost of living is in the "back to the land movement," which will make more producers. The prophesy is not a very cheerful one, and everybody is hoping that it is false.

## LET IN THE LIGHT.

## Duty Commonwealth Co. Owes Public and Itself.

The Commonwealth Power Railway and Power Co. needs a well equipped and well organized publicity bureau. In fact, this may be said to be its greatest and most pressing need and one that will become more urgent as time passes and its field of useful activity widens. The company owns water power rights on the Muskegon, the Au Sable, the Grand and the Clinton rivers, the gas plants in half a dozen cities, the electric lighting in a dozen or more towns, the street railway systems in Saginaw, Bay City and Grand Rapids and has lately assumed control under a 99 year lease of what is known as the Michigan United Railway, a system of interurbans connecting Jackson, Kalamazoo, Lansing and Battle Creek, with various side lines and extensions. Put all these properties on a map, with dots representing the gas, stars the electric lighting, dashes the water power and transmission lines and something else the city and interurban car lines—put all this on a map and with it descriptive reading matter and a catalogue of the capitalization, and it makes a picture which the agitator or demagogue could use with fine effect as a means of striking terror into the hearts of the common people. One of the Detroit papers last week, under screamer head lines and with all the emphasis of double column type, ran just such a map and such a catalogue and even the ordinary sane citizen who did not know better could not but feel the shivers run up his back at the idea it conveyed that a giant octopus was extending its tentacles over the State. The purpose of the publicity bureau should be to prevent wrong impressions going forth and becoming fixed as to what the company is doing, its purposes and methods.

The Commonwealth Power Railway and Light Co., with the capitalization of all its subsidiaries, is easily Michigan's greatest corporation, representing capital to a total of something like \$75,000,000.

Its operations cover a large portion of the Lower Peninsular of Michigan and relate closely to the welfare of many Michigan cities. But, instead of being a greedy, grasping octopus, seeking to throttle the State, it is a strictly business enterprise and its aim is to win success by giving the people good service, and in carrying out this aim it is spending millions of capital in developing the resources of the State and making them available for use.

The company last year spent upwards of \$2,500,000 in construction work, extensions and improvements and its expenditures this year will be nearly a million dollars more than they were last, and not a town within the zone of its activities but has been benefitted. The development of the company from small beginnings is one of the romances of the State, and it is a romance that very few people in the State know anything about. The Commonwealth, as it is today, represents the merger of three independent

movements which had their origin at about the same time in different parts of the State. Anton G. Hodenpyl was at the head of one of these movements. With Henry D. Walbridge, then manager of the Grand Rapids Gas Light Co., he purchased, one after another, the gas properties in Jackson, Kalamazoo and Pontiac and when, through the application of modern methods and the investment of needed additional capital, they had made these properties good, they merged them into what was known as the Michigan Light Co. They also purchased the gas properties at Saginaw and Bay City, and with them the electric lighting plants and the street railway, but these were not put into the Michigan Light. J. B. and W. A. Foote, of Jackson, were at the head of the second movement. They had been conducting a small milling business and in some trade acquired the water power plant at Jackson. In developing this the possibilities of water power in the generation of electric power dawned upon them. Their financial resources were limited, but they succeeded in picking up the water powers at Kalamazoo, Plainwell, Otsego and at other points, and in time merged them into the Commonwealth Power Co. George L. Erwin was at the head of the third movement. He was in the real estate business at Muskegon and the panic of 1893 left him without an occupation. As a boy he had fished the upper waters of the Muskegon River and in the logging days he had followed the drive its entire course. He knew the river thoroughly, its high banks and swift flow and he had confidence in its value for water power. He spent an entire summer securing options along the river and on what he thought would make good power sites. His friends laughed at what they regarded as his folly. When he had secured his options and his data he turned his attention to the financing of what he believed would be a great undertaking. He laid his proposition before Anton G. Hodenpyl and it was turned down. He tried the Westinghouse Co., and, while he received some encouragement, he could get no money. He tried others and met the same fate. The water power was there in ample quantity and the plan was entirely feasible, but Mr. Erwin could offer no immediate market for the power that might be generated and, without a market, the enterprise could not succeed. At last a small syndicate of Muskegon capitalists decided to take hold of the enterprise. They advanced the money to buy the flowage rights and land under option. They had surveys made and plans prepared for a power plant, but before beginning operations they sought for expert advice and it was to W. A. Foote who had made such a success of the Commonwealth Power Co., that they went. When he had looked the ground over he took an interest in the undertaking and his work was to supervise the construction. The original plan was to transmit the power to Muskegon to be used in the factories there. About this time the Grand

Rapids Edison Co., was on the market and the Muskegon men bought it. This gave them a franchise in Grand Rapids and made this a prospective market for their product at Croton. Instead of a promotion, the enterprise became a "going concern", with present earnings sufficient to pay interest charges and prospective increase enough to warrant putting more money in for development purposes. It then became easy to interest outside capital and what the Muskegon capitalists had undertaken as a private enterprise was then merged into the Grand Rapids-Muskegon Power Co., a concern entirely independent of any other in the State except that the Footes had an interest in it as well as the control of the Commonwealth.

The Louds of Oscoda, wealthy lumbermen and capitalists, are said to have furnished the inspiration which lead to the merging of the Grand Rapids Muskegon Power, the Commonwealth Power, the Michigan Light and the other properties to form the Commonwealth Power Railway and Light Co. They had lumbered for years in the Au Sable district and owned the cut over lands along the river for miles. The lands were useless for agricultural purposes, the country tributary to the river was a wilderness. The Louds knew the value of the Au Sable water power. For several years they had been trying to promote its development, but, lacking immediate earning capacity or a convenient market, capitalists refused to be interested. How it finally reached Hardy & Co., is not stated, but through them F. W. Clarke & Co., of Philadelphia, extensive operators in electric railways and power properties, were reached and then was evolved the plan of a general merger of all the electrical properties of the State. Hodenpyl, Hardy & Co., put in the Michigan Light with its gas and electric properties, E. W. Clarke & Co., contributed the Grand Rapids Street Railway and the two firms, both interested in the electric lighting, street railway and gas properties at Saginaw and Bay City put them in. Then the Footes came in with their Commonwealth Power and then the Muskegon capitalists who had carried the Grand Rapids-Muskegon Co. to success joined. The gas and electric properties at Flint and Cadillac were acquired and other desirable properties were picked up. All these properties were brought together to furnish an earning capacity and a basis for the development of Au Sable and to provide an immediate market for the power that might be generated. The first dam on the Au Sable took nearly two years to construct and cost a million dollars. It was completed early in the present year and instead of having to hunt for a market, as would have been the case had it been an independent enterprise, it had through the Commonwealth a market waiting for it at Saginaw, Bay City, Flint and Pontiac, and the market proved so large that immediately upon the completion of the first power plant a second was started and is now under construction, with the probabilities of a third and per-

haps a fourth to follow as rapidly as they can be built. While the building of the initial dam on the Au Sable was going on, the company with ample capital behind it, capital that could not have been enlisted in any other way than by the merging of many interests, was putting itself out of danger of what floods or drouth might do to the water power or accidents to the long transmission wires. It built costly steam plants at Flint, Kalamazoo and in this city and this year is building one in Battle Creek. At the close of the present year the company will have spent between \$8,000,000 and \$10,000,000 in development work, extensions and in perfecting its system and many more millions will be spent before its plans are carried to completion. The various sources of water power and the various steam plants all over the State will eventually be hitched up together and then, in the event of a failure in any part of the system, all the rest can be brought into play to supply the deficiency. The purpose of the company is not to throttle the State, as the agitators with the maps may be endeavoring to demonstrate, but to serve it. Its aim will be to give the people a service for light or power as reliable as coal and cheaper. The laws of the State requiring the company to secure local franchises wherever it may operate and giving the State Railroad Commission jurisdiction over the rates to be charged, taken in connection with the taxation power, affords the people every protection against possible evils.

The Commonwealth company this spring took over on a long lease the Michigan United Railway Co., an interurban system touching Jackson, Kalamazoo, Battle Creek, Lansing and other points, and, no doubt, the agitators will point to this as another aggressive movement, but, as a matter of fact, the property was taken over to make certain of a good customer for the power to be generated on the Au Sable. The new control will give the Michigan United a modern, up-to-date management and will improve the service and popularize it and make the property profitable, but the primary purpose, as stated, was to secure a customer and to make further development work on the Au Sable worth while. Operated together, both properties will be made more productive and profitable.

What the Commonwealth is doing for the State will be of inestimable value and considering the importance of its interests the company would be entirely justified in tooting its own horn wisely and judiciously instead of letting the agitators and demagogues have everything their own way. The people of the State are intelligent and reasonable and they have but to be shown to appreciate what is being done and treating the enterprise with fairness. Even the most intelligent of people, however, are not inclined to patience when once they gain the idea that corporate or other interests are trying to put one over on them, and there is danger that with the aid of politicians and those who have selfish interests to serve such an idea may be acquired.

**BANKRUPTCY MATTERS.**

**Proceedings in Western District of Michigan.**

April 30—In the matter of Walter E. Tuttle, bankrupt, formerly merchant at Petoskey, E. E. Gilbert, trustee, filed his final report and account showing balance on hand of \$2,587.98, and an order was made by the referee calling a final meeting of creditors to be held at his office on May 17, 1912, to consider such account and to declare a final dividend to creditors. Creditors are directed to show cause, if any they have, why a certificate favorable to the bankrupt's discharge should not be made by the referee.

May 1—In the matter of Henry Motor Car Co., bankrupt, of Muskegon, the special meeting of creditors was held to-day and a first dividend of 5 per cent. declared and ordered paid to ordinary creditors.

May 2—In the matter of the Hendershot Credit Clothing Co., bankrupt, Grand Rapids, first meeting of creditors was held and Don E. Minor, of Grand Rapids, was elected trustee by the creditors and his bond fixed at \$2,000. An order was entered authorizing the trustee to sell the assets at public or private sale after giving ten days' notice to all creditors. The first meeting then adjourned to May 16, 1912, for examination of the officers of the bankrupt.

May 3—An order was made by Judge Sessions adjudging John C. Cole, proprietor of restaurant and

saloon at Big Rapids, a voluntary bankrupt, and the matter was referred to Referee Wicks. An order was made by the referee appointing Elbert J. Jenkins, of Big Rapids, as custodian, and calling the first meeting of creditors to be held at his office on May 21, 1912, for the allowance of claims, election of trustee, etc. The bankrupt's schedules show assets, including exemptions, aggregating \$1,779.28, and liabilities aggregating \$1,998, the principal creditors being as follows:

Huebner Toledo Brewery Co., Toledo (secured by chattel mortgage covering stock in trade and fixtures, given to said claimant on April 6, 1912) .....	\$791.89
Woodhouse Co., city .....	69.30
A. L. Royce, Traverse City ..	20.11
Robinson & Aronheim, Detroit	46.58
Harry W. Watson Co., Flint ..	20.50
Michelson & Bros., Cincinnati .....	175.14
D. M. Amberg & Bros., city ..	396.37
Mayer Bros., & Co., Cincinnati	111.34
Anheuser-Busch Co., city ....	31.50
Stroh Brewing Co., Detroit ..	110.00
Big Rapids Gas Co., Big Rapids .....	48.37
Peoples Supply Co., city .....	10.54
Geo. H. Seymour Co., city ..	15.05
Peterson Brewing Co., city ..	15.00
Cornell Beef Co., city .....	17.60
Iroquois Co., Flint .....	32.00

In the matter of Harry Leach, formerly a merchant at 31 West Bridge street, the trustee, Don E. Minor, filed the inventory and report of appraisers showing assets of the appraised valuation of about \$1,226, and an order was made authorizing the trustee to sell the assets at either

public or private sale, after giving ten days' notice of such sale to all creditors.

In the matter of G. W. Stevens & Son, bankrupts, formerly hardware dealers at Greenville, the bankrupts' schedules of assets and liabilities were received and an order made calling the first meeting of creditors to be held at the office of the referee on May 23, 1912, for the allowance of claims, election of trustee, etc. The bankrupts' schedules show the following assets:

Real estate (one piece listed at \$1,800, claimed as homestead exemptions, and two pieces mortgaged, aggregating \$3,500) .....	\$ 5,485.00
Cash on hand .....	2.37
Bills, notes, etc., .....	1,215.96
Stock in trade .....	10,000.00
Household goods, etc., ....	156.00
Machinery, tools, .....	100.00
Debts due on open accounts	700.11
Stocks, etc., .....	500.00
	<hr/>
	\$18,148.54

The following liabilities are scheduled:

Secured and priority claims ..	\$ 7,145.62
Unsecured claims .....	13,163.85
Notes discounted, which ought to be paid by the makers .....	2,846.26
Accommodation paper .....	70.00
	<hr/>
	\$23,225.73

Following is a list of the principal creditors:

Commercial State Savings Bank, Greenville .....	\$ 7,001.30
(Secured by real estate mortgages, Citizens Telephone Co. stock and installment notes and contracts.)	

C. H. Werner & Sons, Detroit .....	180.02
J. P. Seymour Co., city ..	41.86
Eclipse Stove Co., Mansfield .....	60.23
Nat'l Trust & Credit Co., Chicago .....	59.40
Osborne, Boynton & Osborne, Detroit .....	113.02
W. C. Hopson & Co., city..	80.36
Baldwin Stove Co., Cleveland .....	111.75
Garland Refining Co., Cleveland .....	120.30
Excelsior Stove & Mfg. Co., Quincy .....	101.25
Patek Bros., Milwaukee ..	160.02
Wm. Zumach, Milwaukee ..	335.93
T. J. Peterson Co., Chicago .....	120.30
Cribben & Saxon Co., Chicago .....	380.09
Butler Bros., Chicago .....	291.40
Delamater Hardware Co., Detroit .....	686.03
Wm. Franklin Hardware Co., Milwaukee .....	110.11
H. W. Johns Manville Co., Detroit .....	91.70
E. A. Kemp, Greenville ..	153.85
Co-operative Foundry Co., Rochester .....	1,248.20
Standard Oil Co., city ....	49.30
Bertha M. Satterlee, Magalia, Calif., .....	3,702.92
Greenville State Bank, Greenville .....	225.00
Jas. Callahan, Greenville ..	290.00
Mrs. C. S. Varney, Greenville .....	300.00
Don S. Stevens, Greenville..	1,434.60
Mrs. Martha Bailey, Greenville .....	100.00
Sun Linseed Oil Co., Richmond .....	78.52
W. D. Sager, Chicago .....	524.20
C. W. Mills Paper Co., city	80.40
Benj. Moore Co., Chicago..	75.27
Foster, Stevens & Co., city	472.58
J. W. Masury & Son, Chicago .....	105.31

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

We speak of Dandelion Brand Butter Color.

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

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

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

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

## Dandelion Brand

THE BRAND WITH



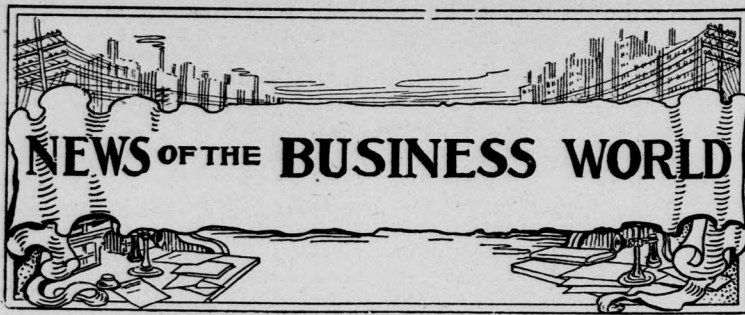
## Butter Color

THE GOLDEN SHADE

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

### Wells & Richardson Co., Burlington, Vermont

Manufacturers of Dandelion Brand Butter Color



### Movements of Merchants.

Ludington—C. J. Peterson has engaged in general trade.

Brooklin—W. C. Thompson has engaged in the grocery business.

Farmington—W. K. Armstrong has engaged in the grocery business.

Mecosta—F. Patch succeeds E. Burdick in the grocery business.

White Cloud—E. H. Lemire has purchased the drug stock of A. G. Clark & Co.

Battle Creek—George Noble has engaged in the shoe business under the style of the Noble Shoe Co.

Hudson—E. Garrison has engaged in the grocery business under the style of the Delmonico Grocery.

Kalamazoo—The Kalamazoo City Savings Bank has increased its capital stock from \$200,000 to \$300,000.

Mayville—H. C. Myers has sold his general stock to Mr. Hays, of Cass City, who will continue the business.

Detroit—Spencer & Howes, commission produce, have increased their capital stock from \$25,000 to \$50,000.

Sault Ste. Marie—J. H. Roe has sold his meat market at the corner of Spruce and Johnstone street to J. B. Frank.

Lake Odessa—Jason E. Peacock has purchased the grocery stock of C. E. Batdorf and will continue the business.

Detroit—The Dodson & Larsen Co., plumber and contractor, has changed its name to the Johnson & Larsen Co.

Hillsdale—Harley Brandon has sold his grocery stock to C. D. McLaughlin & Co., who will continue the business.

Ionia—Geo. and Leo Rector have bought the bakery formerly owned by F. G. Lauster and will continue the business.

Kalamazoo—A. McCabe has sold his drug stock to G. B. Nichols, who was formerly engaged in the drug business at Martin.

Fountain—N. G. Nelson, formerly of Fennville, has just moved his drug stock to this place and will conduct an up-to-date drug store.

Detroit—The Central Cigar Co. has been organized with an authorized capitalization of \$3,000, which has been subscribed and \$2,400 paid in cash.

Sunfield—The Sunfield elevator has been sold by J. H. Palmer & Co. to a stock company. George Triphagen, of Mulliken, will be the new Secretary and Manager.

Sunfield—The Sunfield Elevator Co. has engaged in business with an authorized capital stock of \$14,000, of which \$7,000 has been subscribed and paid in in property.

Provemont—Egeler & Putman, who purchased a new grocery stock of the Worden Grocer Co. about two months ago, lost it by fire last Saturday night.

Parma—E. C. Winslow has sold his grocery stock to L. C. Howard and Gipson Thomas, who will continue the business under the style of Howard & Thomas.

Detroit—John Marshall Hinchman, Treasurer of the Michigan Drug Co., died Friday at his home at the Pasadena Apartments. The funeral was held Monday.

Dowagiac—The dry goods stock of the V. E. Haywood Co. has been purchased by August Richey and associates, who will continue the business at the same location.

Eckford—W. C. Willitts has sold his store building and general stock to Geo. R. Forman, who will continue the business. Mr. Willitts had been engaged in trade here fourteen years.

Decatur—E. S. Peterson has sold his drug stock to Roy St. Germain, who will continue the business at the same location. Mr. St. Germain was formerly employed in the West drug stores in Grand Rapids.

Union—Joseph Hartman has sold his general stock to John M. Cleveland & Son. Mr. Hartman is, without doubt, in point of years of active service the oldest merchant in Cass county. He opened his store in Union in May, 1866, and has given it his constant personal supervision since that time, except for a few brief periods of vacation.

Alma—After being in the business in this city for twenty-six years, G. B. Porter sold out four weeks ago to George Huntoon, of St. Louis. Mr. Porter intended to leave Alma and move West, but subsequently concluded that Alma looked good to him. He has leased the Mills building, on West Superior street, and as soon as the building is put into shape he will move in.

Painesdale—John B. Dee has purchased the interest of H. S. Goodell in the South Range Mercantile Co. and hereafter will control and manage the two establishments of this concern. Twelve years ago this business was established, Mr. Dee being manager of the store at Baltic and Mr. Goodell in charge of the one at Painesdale. The business has grown to be one of the largest and most successful in the copper country. Mr. Goodell will devote his entire time to the oil trade. He will continue to reside at Painesdale during the summer, but plans ultimately to make Houghton his home.

Flint—By a peculiar co-incident, the lease which he held on the building at 611 South Saginaw street, expired Tuesday night just an hour before death came suddenly to E. R. Sager, aged 70, a pioneer furniture dealer of this city, as he was working in the garden in the rear of his daughter's home, on Asylum street. Mr. Sager was injured two years ago when he jumped out of a buggy in which he and a daughter and granddaughter were riding and averted a runaway, when the horse became frightened at a Pere Marquette train. The injuries developed into typhoid, which caused a hardening of the arteries and brought death by inches to the aged man.

### Manufacturing Matters.

Three Rivers—The Eddy Paper Co. has increased its capital stock from \$85,000 to \$160,000.

Holland—The Chas. P. Limbert Co., furniture manufacturer, has increased its capital stock from \$100,000 to \$300,000.

Escanaba—The King Lumber & Cedar Co. has been incorporated with an authorized capital stock of \$40,000, all of which has been subscribed and paid in in property.

Lansing—The Ajax Lighter Co. has been incorporated with an authorized capital stock of \$6,000, of which \$5,000 has been subscribed, \$500 being paid in in cash and \$4,500 in property.

Owosso—The property of the defunct Western Dry Milk Co. has been sold to the American Milk Co., of Chicago, and the sale has been confirmed by Judge Angell, of the United States Court at Detroit.

Detroit—The Long Manufacturing Co., manufacturer of auto accessories, has merged its business into a stock company under the same style, with an authorized capitalization of \$300,000, which has been subscribed, \$2,181.25 being paid in in cash and \$297,818.75 in property.

Rochester—Charles S. Chapman, head of the Western Knitting Mills, died at the Pontiac State Hospital Sunday. Death was the result of choking on a piece of meat. Mr. Chapman suffered a physical breakdown two years ago, and a long trip abroad failed to bring any improvement. Recently his condition became such that it was necessary to remove him to Pontiac, where he has been since. He was 48 years old.

Detroit—Two large deals in factory properties have just been closed which involve an aggregate investment of more than \$250,000 in land, new buildings and plant extensions. The Long Manufacturing Co. has sold its property, on Cass avenue from Burroughs avenue through to Amsterdam avenue, to the Cadillac Motor Car Co., and has purchased a new factory site, 270x120 feet on the north side of East Grand boulevard, between Cameron and Richmond avenues, from W. W. Newcomb. The Long company will begin at once the erection of a new plant, containing double the floor space of its present quarters, plans having been prepared by Dayton architects. The num-

ber of employees will be augmented, and the output of automobile radiators will also be largely increased.

### Look Out For Him.

The Tradesman is authorized to warn the trade against a man who claims to represent the Grand Rapids Safe Co. and the Herring-Hall-Marvin Safe Co. in this territory. He was in Grand Haven a few days ago and sold a safe to a business man who was referred to the Grand Haven State Bank, which purchased its equipment through the Grand Rapids Safe Co.

The man has no authority from either house to represent them in this territory. He is described as a man about five foot six, dark complexioned, wearing spectacles and with one or two diamond rings on the fingers of his left hand. Any information that will lead to his apprehension will be cheerfully received and promptly acknowledged by the Grand Rapids Safe Co.

### After New Industries.

Bendon, May 7—The Bendon Improvement Association was formed here on May 6 for the purpose of getting industries to locate here and the improvement of Bendon and vicinity, with the following officers:

President—F. B. Reynolds.

Vice-President—B. H. Bennett.

Secretary—A. G. Anderson.

Treasurer—W. E. Widrig.

General Manager—A. Allen.

Directors—E. H. Cook, H. McLean, S. D. Burke.

A. G. Anderson, Sec'y.

### Bean Market Stronger.

The bean market has shown a great deal of strength during the past week. A great deal of interest has been shown in strictly choice hand-picked pea beans. There is a fair demand for white seed beans, but brown Swedes, red kidneys and other varieties seem to be very plentiful. Many farmers seem anxious to contract their crops for fall delivery, but so far there seems to be no demand for future beans at anything like reasonable prices. E. L. Wellman.

May 6—In the matter of the Lithuanian Co-operative Store Co., bankrupt, the first meeting of creditors was held and Chas. V. Hilding, of Grand Rapids, was elected trustee by the creditors and his bond fixed at \$4,000. John Boekhout, Felix Berlin and Geo. A. Anderson, of Grand Rapids, were appointed appraisers. The first meeting was then adjourned to May 24, 1912, for examination of the officers of the bankrupt.

Frank S. Coleman, of the Grand Rapids Savings, and Adolph Brandt, of the Kent State, have gone to Los Angeles with the Shriners. Clyde Ross, of the Commercial, intended to go, but the excursion left on April 30 and, as this would interfere with going fishing, Mr. Ross cancelled his reservation.

The Worden Grocer Co. sold a stock of groceries to Mrs. J. Whitefleet, who is to engage in that line of business at Ottawa Beach.



### The Produce Market.

Apples — Jonathans, \$5.50; Baldwins, \$4.50; Russets and Greenings, \$4; Western box apples, \$3@3.50 per box.

Asparagus—\$1.85 per crate of two doz.

Bananas—\$4 per 100 lbs.

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

Butter—The quality arriving is fully up to the standard, and the receipts are meeting with ready sale on arrival. The near future is likely to see an increase in the make, and as the market is very high and sensitive, even a slight increase will probably bring lower prices. Creamery extras command 31c in tubs and 32c in prints. Local dealers pay 25c for No. 1 dairy and 18c for packing stock.

Cabbage—\$2.85 per bbl. for Texas.

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

Cranberries — Late Howes, \$6 per bbl.

Cucumbers—\$1.35 per doz. for hot-house.

Eggs—Receipts continue liberal and the market is steady at ½c per dozen off. The quality arriving is the finest of the season and the demand for storage is very large. There has not been more than a third as many eggs put into storage during April this year as there were last on account of prices holding so high. Local dealers pay 16½c, case count.

Poultry — Local dealers pay 13c for fowls and springs; 8c for old roosters; 10c for geese; 14c for ducks; 16@18c for turkeys. These prices are for liveweight. Dressed are 2c higher.

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—50c per small basket.

Honey—18c per lb. for white clover and 17c for dark.

Lemons — California, \$4.75; Messina, \$4.25@4.50.

Lettuce — Hothouse, 14c per lb.; head, \$1.50 per bu.

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

Onions—Texas Bermudas are in ample supply and excellent demand on the basis of \$2 for white and \$1.65 for yellow.

Oranges—\$3@3.25 for Navel.

Pieplant—\$1 per 40 lb. box for either home grown or Illinois hot-house.

Pineapples—Cubans have declined

to \$3.75 for 24s, \$3.65 for 30s and \$3.50 for 36s.

Potatoes — Prices on old range around \$1.30 per bushel and new at \$2.50 per bu.

Radishes—30c per doz. for hot-house.

Spinach—\$1.25 per bu.

Strawberries — The situation has never been worse than during the past month. Berries were of a poor quality and receipts small. Rains in Louisiana just at the opening of the season made it almost impossible to pick and what berries were gathered were soft. Receipts have been larger the past week and the quality is also improved. Prices quoted were around \$2.25 per case of 24 pints.

Sweet Potatoes—\$6.25 for Jerseys.

Tomatoes—Six basket crates, \$3.75.

Turnips—50c per bu.

Veal — 5@10c, according to the quality.

Clarence U. Clark has been elected President and Treasurer of the National Piano Manufacturing Co., of Chicago, and will devote his entire attention to the business hereafter. The factory will be removed from Chicago to Grand Rapids, location having been secured in the Leonard building, on Market street. The pianos manufactured by the above named company are marketed by the Automatic Music Co., which has several stockholders in this city. The accession of this new factory is a valuable addition to the manufacturing interests of the city.

W. R. Roach, who was operated upon at the U. B. A. Hospital nearly five weeks ago for appendicitis, has so far recovered as to be able to return to his home in Hart to-morrow. The receivers of the Pere Marquette Railway tendered him the use of a private car for the journey, which will make it comparatively easy for him to take the trip at this time. As soon as he is rested he and his estimable wife will go to Westbaden, Indiana, for two or three weeks.

With total deposits of \$2,283,850.90 the Peoples in its last statement made a new high mark, beating its best former showing by something like \$200,000.

A new grocery store has been opened by John Jorden on Madison avenue. The Worden Grocer Co. furnished the stock.

H. S. Harris has opened up a grocery store at Saranac, the stock being furnished by the Worden Grocer Co.

### The Grocery Market.

Sugar—Refiners' prices are without change. Prices at the present time are quite reasonable, but the fact that until the Senate either acts on the pending sugar bill or adjourns there will be no speculation. Many persons seem to be impressed with the idea that there is little reason to fear a change in the duty on sugar during the present session of Congress. The agitation of the beet and cane growers of the United States against the removal of the duty has had its effect in preventing legislation which might have been in favor of removal.

Tea—The latest cable from Japan confirms a higher opening market than last year by about 1½ cents per pound, although later reports, as the leaf continues to arrive, may change the price somewhat. The local markets in this country are somewhat stimulated and dealers are buying more freely on the prospects of higher teas for the new crop. Formosas remain steady and Ceylons and Indias are firm. Gunpowders are very scarce and high.

Coffee—All grades of Rio and Santos are steady on the same basis as a week ago, with the demand pared down to actual wants. Mild coffees are also steady to firm and unchanged in price. Java and Mocha are quiet at ruling prices.

Canned Fruits—There has been but little increase in demand during the past thirty days, but the market is firm on most lines. Prices were not nearly as high in comparison as dried fruits last fall and therefore have sold about as well as usual. Gallon apples, which usually advance at this season, show no inclination toward a higher range as yet. California canned goods are in moderate request at unchanged prices, and the chances are that spot stocks will be fairly cleaned up before new are available. Small Eastern staple canned goods are unchanged and dull.

Canned Vegetables — There has been a slight increase in the demand, but not as much as was expected. Peas are as firm as ever and there is no doubt about the shortage in supplies. Tomatoes are weaker, both in the spot and future market, and jobbers' quotations are fully as low as they can buy supplies at the present time. Futures are lower, however, and almost on a level with prices of a year ago. Corn is unchanged.

Dried Fruits—Peaches and apricots are unchanged in price, and peaches especially are in good demand. Currants are slightly easier with fair seasonable demand. Raisins are dull at ruling prices. At the present time prices are lower on evaporated apples than at the opening of the season last fall. The prospects in California for a large crop this year have had the effect of lowering prices for future delivery. Some of the packers are said to be carrying more supplies than they care to and are making price concessions in order to unload.

Syrups and Molasses—Corn syrup is strong, but unchanged in price. Compound syrup shows no change and is dull. Sugar syrup is likewise

very quiet and shows no change in price. Molasses is quiet and unchanged.

Cheese—The trade is now being supplied entirely from new cheese, which is as good as can be expected this early in the season. The quality is likely to show a further improvement every day, and the quantity will likely show further increase and as a result the market will decline. As a matter of fact, prices are already 1@2c below a week ago.

Rice — The strength in primary markets continues to develop and prices are higher than a short time ago. That these conditions do not affect the prices of spot rice is because the majority of jobbers have a fair supply on hand which was purchased some time ago at lower prices than prevail at the present time.

Fish—Cod, hake and haddock are unchanged and dull. Domestic sardines are weaker, and have not yet developed the demand which they ought to be showing by this time. Imported sardines are quiet and unchanged. Salmon is scarce, firm and high; demand is fair. Mackerel are dull, and the market on most grades is in buyer's favor. Norway 1s are about cleaned up, and other grades are not in very large supply, nevertheless trade is so dull that most buyers would probably shade somewhat to make sales. Irish mackerel are comparatively cheap, as compared with last year.

Soap—Instead of giving free goods which they usually do at this time, some manufacturers have sent out notices that an allowance of 15 cents per box will be given with five boxes or more.

Provisions—Smoked meats are firm at ¼c up on all cuts. Pure lard is firm at ¼c advance over last week, and a good consumptive demand. Compound is also firm at ¼@½c advance, owing to high cost of raw material and a considerably better consumptive demand. Barrel pork, canned meats and dried beef are in fair demand at steady prices.

The Inner Brace Chair Co. has engaged in business for the purpose of manufacturing and selling furniture and furniture braces and dealing in furniture patents, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash. The stockholders and the number of shares held by each are as follows: Arthur B. Russell, Schoolcraft, 98 shares; A. M. Karr, Chicago, 1 share, and H. C. Winkleblech, Chicago, 1 share.

C. H. Alexander, Manager of the Rapid Heater Co., has purchased the residence property at 532 Paris avenue and has already taken possession.

Morrison Bros. have engaged in the grocery business at Fourth and Broadway, purchasing their stock of the Worden Grocer Co.

Rodleder Bros. will engage in the grocery business at Macatawa Park. The stock was supplied by the Worden Grocer Co.



### Rule of Three Appears To Apply To Banks.

There is an ancient superstition in police circles and among the newspaper men that events travel in threes. If a murder occurs they look for two more to follow. One fire is sure to be followed by two more. And so on down the list of crimes and accidents. The same rule of three seems to apply to the banks. Kryn Van't Hof, manager of the West Bridge street branch of the Kent State Bank, went wrong with a shortage of two years' accumulation for his bondsmen to make up. This had scarcely ceased to be a sensation when it was discovered that J. Edward Johnson, Teller at the Michigan Trust, was short in his accounts, due to playing the bucket shop. And now the third case develops. Frank Sobiszewski, Jr., Teller in the savings department of the Monroe avenue branch of the Kent State, has a shortage said to be about \$7,000 to explain. He was arrested in Chicago last week, where he had gone to buy an interest in a saloon, which, by the way, is a queer shift for one who started with banking as a career. Van't Hof got away with about \$15,000 and his method was to draw checks on dormant accounts, using his position as manager to cover up the crooked transaction. Johnson's shortage is said to have been around \$62,000, and his method was that of check or draft kiting. Sobiszewski's method was a modification of that used by Van't Hof, except that he took liberties with the savings deposits instead of those of a general character. Van't Hof used his stealings in riotous living. Johnson poured his into stock gambling. The third thief had a Chicago girl and her influence was not for righteousness. In all three instances the stealing had been going on for some time. Those who were engaged in it knew that detection must come sooner or later. Yet they continued to pose as honest men and to claim consideration and standing as such up to the very hour of their exposure. In the case of Johnson he was brazen in insisting upon his innocence until his guilt was proven beyond doubt. It is easy to understand how a man handling money may yield to a sudden temptation and in a case of this kind he may be deserving of sympathy. In these three cases, however, the stealing was long continued, carefully planned and with all the appearances of having been done deliberately. If this does not indicate moral turpitude and premeditated crime, what does? These men may be deserving of sympathy, as all who go wrong may de-

serve it, but sympathy should not stand in the way of the exercise of stern justice against them. Their offending is not against individuals or against their employers, but against the entire community because the banks are public institutions, the depositories of the money upon which business and industry depends, of the savings of the toilers, of women and children. The man who steals from a bank is a menace to the welfare of the community and should be dealt with accordingly, not only as a punishment but as an example.

Now that the trinity has been completed, it is to be hoped that there will be no more cases of shortage. After many years of immunity from such crimes it seems strange that three should come within as many months. That these cases have occurred is not due to any laxity or carelessness on the part of the management. No matter what may be the precautions taken, it is necessary to trust somebody and it just happened that three of those who had been trusted proved unfaithful and their villainy was discovered at about the same time.

Two of these three cases occurred in branch banks and this has given rise to discussion among the bankers as to whether the branch banks are really worth while. The Kent State has five branches, located respectively at Monroe avenue and Lyon, on West Bridge, West Leonard, Plainfield and Wealthy avenues. The Commercial has two, one on West Bridge and the other on South Division; the Grand Rapids Savings has one, at Madison square, and the City Trust and Savings one, in the Porter block, at the head of Monroe. The branches give the various suburban business centers banking accommodations, which means a handy place to get checks cashed and money changed, and they all bring in more or less business. But after paying rent, the necessary clerk hire and other expenses, it is a question if even the most profitable of these branches pay enough to warrant their maintenance. It is impossible to keep the same careful watch over them and the manner they are conducted as over the main bank, and they are always a source of annoyance and worry. A large part of the business that goes to the branches would come into the main bank if the branches did not exist, and the impression is gaining in banking circles that the branches could be closed without serious injury to any interest and without any serious incon-

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Grand Rapids, Michigan Wm. A. Watts, Secretary

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## Fourth National Bank

Savings  
Deposits

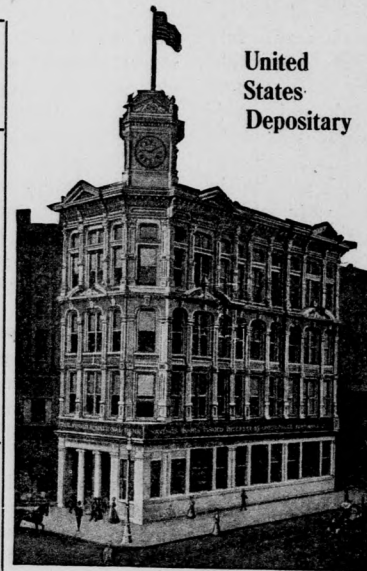
3

Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

Capital  
Stock  
\$300,000

United  
States  
Depository



Commercial  
Deposits

3½

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Surplus  
and Undivided  
Profits  
\$250,000

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venience to the people. The street railway facilities are so good that there is not a suburban business district farther away than ten or at the most fifteen minutes from Campau Square and with such service nobody would be seriously inconvenienced by the lack of a bank at his very door. At present the closing of the branch banks is mere discussion, but it would not be strange if it took on a more tangible form.

The Committee of Congress investigating the alleged money trust wants information upon which to base some of its conclusions and to gain it has addressed a series of enquiries to state and national banks and trust companies all over the country. A regular statement of condition, as of April 30, is asked for and in addition are the following schedules:

Schedule A. Stocks, bonds and other securities owned.

Schedule B. Securities now owned by the bank purchased or otherwise acquired from any officer, stockholder, individual firm or corporation interested in, or connected with, this bank.

Schedule C. Loans made to any National, state, savings or private bank, trust company or individual, secured by stock in financial institutions.

Schedule D. A list of all syndicate or underwriting operations in which the bank has taken part in the past five years, with a brief description of the securities; total amount of issue; price which the underwriters paid for the securities; the price at which they were marketed and the net profit to the bank. If any stock, either common or preferred, was given to the underwriting syndicate as bonus or otherwise state in detail such fact.

Schedule E. Amounts due to and from banks.

Schedule F. Miscellaneous resources and liabilities.

Schedule G. A list of officers, directors and stockholders, their stockholdings and loans.

Schedule H. Show whether another banking institution occupies the same office; whether it has practically the same officers and clerks; what institutions are affiliated with the banks; whether stock of affiliated institutions is owned by stockholders of the bank and if, as a corporation, to what extent, also, if as to individuals, to what extent; does transfer of one stock convey ownership of the other; is stock held in trust for benefit of stockholders of the bank; how many banks have been merged in the organization, either directly or indirectly by the dissolution of other banks and the purchase of their business and assets? Give the names of these, absorbed banks, their capital stocks and the dates they were taken over. Answers to the foregoing questions must be sworn and subscribed to by the cashier and three directors of the bank.

The queries have not yet been received here, but they have reached the Eastern banking institutions and in the East the disposition is to refer them to the attorneys. The Eastern

banks claim they have no desire to cover up any information that may aid the investigation, but they contend that the Committee is asking for something it has no business to enquire about and which the national banking law expressly protects as of a private nature. As for the state banks and trust companies they fail to see how the Congressional Committee has any authority over them under any circumstances.

The Old National, according to the city papers, is seeking options on all the Monroe avenue frontage from the Weston building, which it already owns, to Lyon street, with the view to making the hotel plan cover the entire block. If this deal goes through it will take the Kent State's Monroe avenue branch at the corner of Lyon. It is understood the Kent State has given an option, or, at least, has given it to be understood that it will not stand in the way of the deal going through if the other property owners are lined up. What price will be asked for the corner is not stated, but on a basis of what the others are asking it will be around \$60,000. At this price the Kent State can write off its real estate item of \$60,000 as given in the statements entirely and carry its West Side branch property, at the corner of Scribner street, as clear profit. The Kent State inventories its furniture and fixtures at \$12,500, which certainly is very modest when it is remembered that it includes the outfits at the main office and for five branches. Except the Grand Rapids Savings, the Kent State is the only bank in town that does not own its own home, but, no doubt, it will some day buy something good. It is true the Grand Rapids National City is in leased quarters, but in due time it will build something that will be a credit to itself and the city on the present site of the Wonderly building and the adjoining property now occupied by the City Trust and Savings.

It may be three or four years and possibly longer before the Grand Rapids National City builds, and as yet nothing like plans have been considered, but among the down town merchants and among the real estate dealers there is already talk of what might be done. One interesting suggestion is that the bank, instead of occupying ground floor space might take the entire second floor, leaving the first floor for stores. Facing Campau Square ground floor space for store purposes would be preferred and would bring high rental, and as for the bank, with wide and easy stairs and an efficient elevator service, the second floor would be as desirable and in some respects more so than the first. In the larger cities it is not at all uncommon to have the banks upstairs instead of on the street level, and in Grand Rapids the Michigan Trust Company has never felt it a handicap to be on the second floor. Whether to be on the first or second floor will be a question also for the Old National to decide when its plans for building are completed.

The Old National's problem is not quite the same as that of the Grand Rapids National City, but high rental for the ground floor space would, no doubt, be quite as welcome in its returns on the investment.

Quotations on Local Stocks	Bids.	Asks.
Am. Box Board Co., Com.	30	
Am. Box Board Co., Pfd.	92	
Am. Gas & Elec. Co., Com.	83	88
Am. Gas & Elec. Co., Pfd.	46	48
Am. Light & Trac. Co., Com.	299½	300½
Am. Light & Trac. Co., Pfd.	299	300
Can. Puget Sound Lbr	3	3¼
Cities Service Co., Com.	98	100
Cities Service Co., Pfd.	88½	90
Citizens Telephone	95	96
Com'wth Pr. Ry. & Lt. Com.	63	65
Com'wth Pr. Ry. & Lt. Pfd.	90	91½
Dennis Salt & Lbr. Co.		100
Fourth National Bank	200	
Furniture City Brewing Co.		75
Globe Knitting Works, Com.	110	112½
Globe Knitting Works, Pfd.	100	101
G. R. Brewing Co.		210
G. R. Nat'l City Bank	178	180
G. R. Savings Bank	185	
Holland-St. Louis Sugar, Com.	97½	10¼
Kent State Bank	260	
Lincoln Gas & Elec. Co.	40	42
Macey Co., Com.	200	
Macey Company, Pfd.	98	100
Michigan Sugar Co., Com.	92	93
Michigan State Tele. Co., Pfd.	100	101½
National Grocer Co., Pfd.	89	90½
Pacific Gas & Elec. Co., Com.	66	66¾
Pacific Gas & Elec. Co., Pfd.	91	92½
Peoples Savings Bank	250	
United Light & Railway Com.	103	105
United Lt. & Railway 1st Pfd.	89	91
United Lt. & Railway 2nd Pfd.	80	82½
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95 97
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	97 99
G. R. Gas Light Co.	1915	100½ 100½
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Sag. City Gas Co.	1916	99

May 7, 1912.  
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**THE OLD NATIONAL BANK**

GRAND RAPIDS, MICH.

New No. 177 Monroe Ave.

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**2½% Every Six Months**

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**\$100.00 Bonds—5% a Year**

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 INVESTMENT SECURITIES

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# MICHIGAN TRADESMAN

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
TRADESMAN COMPANY  
Grand Rapids, Mich.

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Sample copies, 5 cents each.

Extra copies of current issues, 5 cents; of issues a month or more old, 10 cents; of issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

May 8, 1912

## MORE ZEAL THAN SENSE.

Under the auspices of the city pastors a crusade against the social evil has been started in Grand Rapids. The opening gun in the campaign is a statement showing the conditions that are said to exist in Grand Rapids and pointing out the need of regenerative activity. This paper is in hearty accord with every movement designed for the moral uplift of the community or that will improve moral or any other condition in Grand Rapids or elsewhere. In the present instance the Tradesman's disposition is to wait for developments rather than commit itself in advance to all that may be done. Social conditions in Grand Rapids are not ideal, nor for that matter are they ideal in any large city or even in the small towns, and there have been cases known where they have not been all that they should be right in the sanctuary itself. But Grand Rapids is not that awfully wicked city the pastors in their opening statement would have us believe. Vice does not run rampant and not until tangible proofs are produced are we willing to concede that the social evil is as deep seated or widespread as represented. There are rooming houses and other places in Grand Rapids where no questions are asked, so long as bills are paid, but this paper is not willing to believe that every place in town where lodgers are taken is of that character or even that there are many such, and making sweeping assertions is quite likely to libel and injure many honest and decent people who depend upon what they receive from their lodgers for their support. This present movement is unfortunate in that it is led by the clergy. The Trademan has the highest respect for the clergy and counts among the pastors some of its best and warmest friends. Individually the clergymen, as a rule, are sane, reasonable and intelligent, but take a bunch of them and you have a leadership that is exceedingly unsafe to follow. The reason for this is that the policies are usually shaped by the narrowest minded and most painfully pious few rather than by those of broad gauge and who know the ways of the world. A very large element in the Methodist church sees no harm in dancing and a still larger

element believes card playing in the home or the social circle is innocent of soul destroying influence, and yet the church continues to denounce dancing and card playing because a few straight laced brothers and sisters who probably never danced in their lives or played a game of cards insist upon it. The Presbyterian church still clings to the doctrine of infant damnation, not because anybody even in the church believes in it, but because a few insist upon retaining the old creed. All the other churches profess to believe things which have gone into the discard years ago and which, in actual practice, nobody accepts. That this is true is not due to lack of sincerity on the part of the pastors, but it is because those who know better have not the moral courage to stand up against those who adhere to the ancient doctrines. It is the same with these modern moral and other crusades when such movements are led by the clergy. It is always the extremist who sets the pace, the narrowest minded, the most prejudiced, those who are least experienced with the ways of the world, those who know least of what they are talking about. It is to be hoped this present moral movement will result in good, but those who are engaged in it should bear in mind that unwise zeal is sometimes more productive of harm than benefit.

## MAKING ITSELF RIDICULOUS.

The Grand Rapids Anti-Tuberculosis Society is in danger of making itself ridiculous in the eyes of sensible people in its methods of campaigning against the fly. The fly is a nuisance, as everybody will freely testify. More than this, it is a disseminator of disease and a menace to the public health. It ought to be exterminated and by energetic effort along right lines could be exterminated as effectually as the yellow fever spreading mosquito has been wiped out in New Orleans and Havana and Panama. In the fight against the mosquito the method that has brought success has been to search for their breeding places and apply the remedy there. The Anti-Tuberculosis Society, supposed to be sane and intelligent, instead of following the Southern plan, is starting its campaign with the offer of a bounty for dead flies brought in to its headquarters, and women, children—everybody, in fact—is invited to get into the fly catching game. The bulletin of instructions advises those who would catch flies to first get a trap. Whether the Society receives a commission on the sale of fly traps is not stated. Having the trap, the next thing is to properly bait it and then set it out where the flies are thick. It is suggested that in close proximity to the garbage can might be a good place. The humane way to kill the flies that are caught is to pour hot water over them, and then they are to be carefully dried, put into a paper bag and brought to headquarters to be counted. The bounty is 10 cents per 100 flies and special prizes will be given to those who bring in the greatest number. This

method of campaigning may be productive of a lot of dead flies, but it is not easy to see what permanent benefits are to be gained. The fly is a nuisance, but it is an effect, not a cause. When we fight typhoid we seek the source of infection; we do not offer a bounty on the germs that may be found in the victim's system. The fly breeds in filth. Its presence in numbers is a sure sign that sanitary conditions about the premises are not what they should be and that there is dirt and decaying matter somewhere around. If the Society wants to make an effective campaign its efforts should be toward a general cleaning up of back alleys, cellars and similar places. Let ordinances be asked for and, when enacted, rigidly enforced requiring that receptacles be provided for the refuse from stables and that these receptacles be screened, that garbage cans be kept clean and properly protected, that rake and hoe and broom be used where they will do the most good, that the whitewash brush be applied where needed. Let the campaign be to make Grand Rapids a spotless town and then when there are no breeding places there will be no flies. There would be sense in a campaign of this character and it would produce results, but the plan of offering a bounty for dead flies is too purile to be worthy of serious consideration, and it is difficult to believe that anybody should expect it to be so taken. In effect, it puts a premium on filth. The man who has the dirtiest back yard will have the most flies, and the easiest catching and the most bounty money. The Society should abandon its present plan of campaign or the general public will gain the impression that what it is doing in other directions is of the same silly type, and this would be to seriously impair its usefulness.

## MORE UNION TREACHERY.

The Chicago papers will probably not be such enthusiastic supporters of organized labor—at least not for a while. They are just having a little taste of what others have to endure when it comes to meeting with the demands of the union. The pressmen on one of the Chicago papers developed a grievance—just what it is nobody seems to know. When they struck the pressmen on all the other papers also walked out. The papers have an agreement with the union, made for the express purpose of avoiding such conflicts, and the strike as it related to the other papers was in direct violation of the agreement, but a little thing like breaking a contract never bothers a union. When the pressmen went out the union teamsters driving the newspaper delivery wagons refused to handle the papers printed by non-union pressmen and then struck. They also have an agreement and contract, but that made no difference. Then the newsboys union struck and their strike was followed by a strike of the stereotypers. In both instances without the semblance of a personal grievance and in violation of contracts. The strike is accompanied by the usual manifesta-

tions of union methods, beating up the workmen who come in to take the jobs that have been vacated, and occasional shooting and other instances of violence. How it will all end is yet to be seen, but one important result will be that the Chicago newspapers will in the future see the labor union from a new and enlightened viewpoint and it is likely they will not be quite so willing to insist that other employers when met by union demands shall knuckle down.

Speaking of labor unions and their demands, the expected is happening in the matter of the railroad engineers in the district east of the Mississippi. The engineers put in a demand for an increase in wages of something more than 15 per cent. The demand was based not on the plea that the present wages are unfair or the work too onerous, but reduced to its simplest form, it was that the engineers wanted the money and thought themselves strong enough to enforce its payment. The railroad managers showed that earnings would not warrant an increase in the wage disbursements at this time and refused to make the concession. This framed an issue and a strike seemed imminent, when well meaning representatives of the Department of Commerce and Labor rushed in with a plea for arbitration. After a reasonable amount of dicker-ing the arbitration has been agreed upon, and the Arbitration Board will decide what ransom the railroads and the general public shall pay. As soon as the engineers got arbitration the other engine men, firemen, hostlers and others, came in with a demand just as large as that made by the engineers, with threats back of it of a general strike, and they, too, want arbitration. The conductors, brakemen, switchmen and section hands may be expected to come along with similar demands in due time. Like the engineers, they have nothing to lose, but there is always the chance of a raise and whether the railroads can afford to make the increase is no concern of theirs. It is expected, of course, that the railroads will abide by the decision of the Arbitration Board no matter what it may be, but the union can always exercise its discretion and, if the award is not satisfactory, the strike can still be used to bring the railroads to time. That is the philosophy of the union, and that is why the first demand of the union is usually for arbitration.

There is a right way and a wrong way to treat even tramps. You may not be able to keep them over night—that is not always possible or convenient; but you can be kind to them. Many a man has been made better just by the kindly words spoken to him as he passed along the road. It is the tramp that has been scolded and kicked off the door-sill that goes away to do you some damage before morning. Self-interest, if nothing else, should lead us to deal kindly with such men; but the best motive is a good, kind heart which prompts you to say, "God bless you," even although you must turn the stranger away.

## IN DAYS AGONE.

## Facts About Early Newspaper Men and Ventures.

Written for the Tradesman.

In the old days when the newspaper publishing business was not, in many respects, so well developed as in the present day, when schools of journalism were unknown and the high school graduate not to be considered by managing editors, the reporters, special writers, department managers and staff correspondents were recruited from the composing rooms. The average printer had a keen "nose for news." He knew intuitively the value of space, the value of time, the commercial value of an item and his command of the King's English was remarkable. He was the superior of the college trained writer and the high school graduate because his inside training had given him a knowledge of the publishing business that could not be gained outside of the composing room. A very successful reporter, city editor and managing editor and a gentleman still engaged in the publishing business, George E. Foster, was born and received his grade and high school training in Grand Rapids. His father, Hon. Wilder D. Foster, who founded the house of Foster, Stevens & Co., and who, in the later years of his life, was elected to fill the office of Mayor of Grand Rapids and still later a member of Congress, sent his son George to Yale College to complete his education. The young man was industrious and studious and at the close of his fourth year graduated with the highest honor awarded to his class. He came home to meet and receive the congratulations of his many friends. He met the able, kind-hearted and eccentric Rev. Dr. C. B. Smith a day or two after his arrival. Dr. Smith had been a graduate of Yale many years previously and had kept a record of many college men whose acquaintance he made while a student. Although his class was composed of a larger percentage of men who gained distinction in the practice of the professions, in politics and in business than had ever left the college precincts, before or since, he knew that a great many graduates had proven to be of little or no value in the doing of the world's business. Dr. Smith greeted Foster cordially and congratulated him upon the honors he had won, because he really liked the young man and earnestly hoped that he would prove to be of use in the world. "You have acquitted yourself creditably, my young friend," the old doctor remarked, "but" (the doctor emphasized the word loudly) "the time and the money you spent at Yale and the hard work you performed will prove of no value to you if you have failed to learn how to think." The old doctor moved on, sputtering to himself, as was usually his habit when alone.

During the vacation periods in the years he spent at Yale Mr. Foster sought the companionship of newspaper men and among those whose acquaintance he gained he learned to respect, then to admire and then to

feel a friendly interest in, was the veteran printer and newspaper writer, William M. Hathaway. Foster had written a number of letters while at Yale for the several local newspapers and was so much pleased with the experience that he resolved to adopt journalism as a profession. After his graduation he revealed to Mr. Hathaway his purpose and the latter advised him to enter a printing house and gain a practical knowledge of the newspaper business as it is conducted on the inside. Mr. Foster accepted the advice given by Mr. Hathaway and by making an offer of his services without compensation, he was given a case, a stick and rule and an instructor in the Art Typographic. Foster was an eager and earnest student and learned the details of the work quickly and easily. The usual tricks of the trade were played at his expense by his companions in the office, but he took the practical jokes in the right spirit and both editor and printers learned to admire him. He went, by command of the foreman, one day to a neighboring printery with instructions to borrow an "Italic shooting stick," and on another occasion he peered over a form well soaked with muddy water to see the "type lice" and received a splash of the fluid in his face. Very few of the printers of to-day would know how to use a shooting stick, an indispensable tool of forty years ago, although it was never manufactured in italics and has been displaced by a better tool. Mr. Foster remained at his work in the printery a year or two and then took employment as a reporter in one of the local newspaper offices. A year later he went to New York and found ready employment as a reporter on the New York Tribune. Promotion came fast. In six months he was installed as assistant city editor and the end of the year found him the occupant of the city editor's desk. Later he was given the night editor's chair, which he filled ably. A great politician of New York, William Dorsheimer, needed an organ to promote his aspirations for public office and Mr. Foster was induced to join the man and a number of his friends in the starting of a daily newspaper. Mr. Foster was chosen to manage the editorial department and for a season, at least in a literary way, the paper was brilliantly successful. Before he had reached the pinnacle of his ambition, although he had been successively elected Lieutenant Governor of the State and a Representative in Congress, Mr. Dorsheimer died. The newspaper was sold and Mr. Foster engaged in the book publishing business, in which he has been successful. With old Dr. Smith's remark ever in his mind and the careful coaching he received in the practical work of the newspaper shop, Mr. Foster won marked success easily in his chosen profession. He is now a resident of New York. Occasionally he spends a few days with friends in Grand Rapids.

I "took my pen in hand" for the purpose of writing a line or two about the old-time printer-reporter

# Make Us Prove It

Prove what?

Prove our assertion that we can save you more money on more lines than any other wholesaler.

Of course, no jobber is lowest on every line he sells.

Neither do we claim to be.

We merely say we *average lower* than other wholesalers, and we invite you to do one thing:

*Try to show us up.* If you fail, you'll necessarily be convinced of the truth of our statement.

Take this advertisement to the sales manager of our Chicago house, ask him to read it, and then

*Make him deliver the goods.*

## BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

Chicago New York St. Louis Minneapolis Dallas

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

and his propensity for getting "disgusted." At such periods the only means he could conceive of for obtaining relief for "his disgust" was to start a newspaper. He was usually, at such times, sore because his employer did not appreciate his work and refused him the compensation he thought he was entitled to. Sometimes his "disgust" presented a spiritual appearance, which usually disappeared only when he was requested to hunt for employment elsewhere. As I proceeded with my task, a recollection of the experiences of Mr. Foster was awakened in my mind, and I deemed it so interesting that I proceeded to diverge from my purpose, as above.

In the year 1884 two "disgusted" printer-reporters resolved to start a weekly publication that would cause the people of "this man's town" to lie awake nights and think of its contents. A few pounds of old type were assembled and the boys "sailed in," determined to acquire fame, power and fortune. The paper was named the Saturday Globe. After a few weeks spent in the hard labor of trying to gain recognition and patronage from an unwilling and an uninteresting public, the property was turned over to Nathan Church, without consideration, and the "disgusted" pair sought employment and substitute compositors in the newspaper shops.

A copy of the Saturday Globe, dated July 12, 1884, has been placed in my hands. From its columns I have gleaned the following items that may interest readers of the Tradesman:

"The work of erecting the three piers and the two abutments necessary to support the new bridge over Grand River at Fulton street will probably be commenced this week. The contract has been awarded to John Olsen for this part of the structure for \$29,400 and he is assembling the materials needed. The steel superstructure will cost \$58,400. Work on the new iron bridge at Bridge street is progressing slowly. The oak planking bought for the roadway has been rejected and work had to be suspended until new planking could be obtained. The Gas Company has laid a main across the bridge to be used in supplying customers on the west side of the river. It is expected by the city authorities that the bridge will be opened for travel in about one month from the present time.

"Upon the recommendation of the Grand Army of the Republic and the endorsement of many leading citizens, Dr. James M. Sligh has been appointed an examiner of applicants for pensions, to succeed Dr. Eugene Boise. Dr. Sligh entered the Union Army as a private of one of the companies of the Engineers and Mechanics under command of General Innes and served four years. He returned after his regiment was mustered out with the rank of Captain.

"An Art Students' League has been organized with Mrs. A. C. Torrey, Mrs. L. H. Randall, Miss Eleanor M. Withey, Miss Mary Jones and Miss Helen Miller as the Board of Con-

trol. Miss Withey is the Secretary. The object of the League is the study of art from life. Models will be engaged and the charge for tuition will be moderate.

"Eighteen cars will be added to the transportation facilities of the Street Railway Company within a short time.

"The Grand Rapids Brush Co. has elected officers to serve during the coming year, as follows: President, A. B. Watson; Vice-President, N. L. Avery; Secretary and Treasurer, J. A. McKee; Directors, A. B. Watson, William H. Powers, N. L. Avery, Julius Berkey, F. B. Gilbert, L. D. Putnam and J. A. McKee." (None of these men, excepting Mr. McKee, are among the living.)

"Nelson Hanson has commenced suit against the city of Grand Rapids to recover the sum of \$5,000 as damages claimed to have been sustained to his goods caused by the defective drainage of a sewer. The complainant will attempt to prove that, owing to the change made in the grade lines of Ionia and Oakes street, upon the order of the Common Council, the drainage water now runs, during heavy rains, into the cellar of the Hansen House, and that on one occasion the water overflowed the gutters, filled his cellar and caused damages amounting to \$5,000.

"The committees appointed to collect material for exhibition at the expositions to be held in Louisville and New Orleans are making good progress. A collection of grasses, grains and other vegetable products will be furnished by the State Agricultural College and a large number of specimens of agates will soon be shipped to Commissioner Carroll from Petoskey and points in the Upper Peninsula. Michigan will make a creditable display at both expositions of her natural resources.

"J. McCullough & Co., who have been trading under the name of the Grand Rapids Spice & Grocery Co. and occupying the Judd building, on Pearl street, have made an assignment. The value of the stock, fixtures and accounts and notes due the firm have been appraised at \$4,700; the liabilities amount to \$7,084.67. The principal local creditors are: H. Leonard & Son, \$422.49; A. R. Antisdell, \$200; Julius Rathman, \$100; Old National Bank, \$200; Eaton, Lyon & Allen, \$22.50; E. A. Stowe, \$13.75; Philip Grove, \$14.83. James Gallup is the assignee.

"W. O. Hughart, President of the Grand Rapids & Indiana Railroad, is spending a few days on Mackinac Island.

"General Manager Atwood, of the Street Railway Co., is in Toledo on business.

"The wife of Rev. Charles Ward, formerly rector of Grace church, died on July 4 at Yonkers, N. Y.

"A. D. Rathbone has commenced rebuilding the old house on the southwest corner of Park street and West Park Place.

"A number of teams and thirty men are at work in the river bed, taking out rock which will be converted in-

to lime. The kiln men pay \$1 per load for the rock.

"A lawn tennis club of twenty-five members has been organized in the northern section of the city. John D. Kromer is the President and Miss Josie Cushing is Secretary and Treasurer."

An account of an accident caused by the premature discharge of a cannon belonging to the Valley City Light Artillery Co., while participating in a celebration of the Fourth of July, at Grand Haven, causing the loss of an arm by Lewis Smith and a thumb by Edward Downing, signed by Joseph Babcock, Captain, and Frank Gustine, Orderly Sergeant, fills one-half of a column. A poor wood cut portrait of Wilbur F. Storey, the noted editor-printer of forty years ago, and a short sketch of his life are given much prominence in the "make-up."

The State census, taken in the year 1884, resulted as follows: Total population, 42,019. The first ward contained 6,508; the second, 3,262; the third, 7,911; the fourth, 6,020; the fifth, 4,644; the sixth, 3,972; the seventh, 4,410; the eighth, 5,393. The total population of the city in 1880 was 32,016 and the increase in four years was 10,003.

Several columns were devoted to the drama (Mr. Church's fad) and the remainder of the reading matter was boiler plate stuff, cast in Chicago. Mrs. Lord, a maker of hair goods, Spring & Avery, dry goods, and Arthur Wood, carriage builder, were the

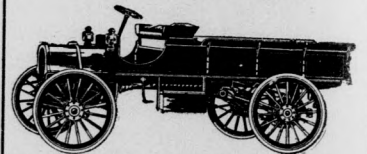
only local business people represented in the advertising pages.

Arthur S. White.

### Milky Way Causes Glaciers.

Another suggested cause of glacial periods is that they have been due to the shifting of the milky way, such as is known to have occurred. Assuming that much of the earth's heat comes from the stars, Dr. Rudolf Spitaler finds that the change of position in relation to the milky way might have given a different distribution of temperature from that existing at the present time. The stars are not only crowded in the region of the milky way, but many of them are of the hottest type.

### Chase Motor Wagons

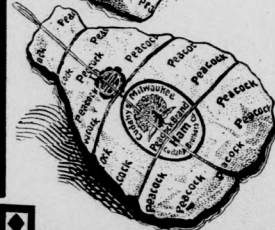
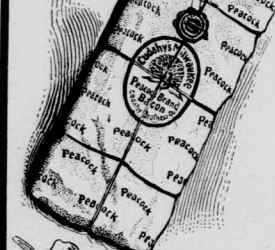


Are built in several sizes and body styles. Carrying capacity from 800 to 4,000 pounds. Prices from \$750 to \$2,200. Over 25,000 Chase Motor Wagons in use. Write for catalog.

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



# PEACOCK BRAND



Mild Cured  
Hams and Bacon  
100 per cent. Pure  
All-leaf Lard

Quality Our Motto

For the Country Store Keeper

Smoked Sausage, Head Cheese, Frankfurts and Polish Sausage packed either in pickle or brine, half barrels (70 lbs.), ¼ bbls. (35 lbs.), kits (12 lbs.)

Liver Sausage, Pork Sausage in brine, in half barrels, quarter barrels and kits. Mail your sausage order today.

Cudahy Brothers Co.

Cudahy, Wis.

# Detroit Department

## New Company To Build Factory.

Detroit, May 7—Detroit's latest manufacturing company to conclude arrangements to build both factory and cars at once is the Century Electric Motor Car Co., which has been for some time in course of organization by John Gillespie. Incorporation papers have been filed for a capitalization of \$100,000, of which it is understood \$80,000 has been paid in. The company will build in Detroit, but is not yet ready to name the location. The officers are: John Wynne, Jr., President, and H. E. Weeks, Vice-President; Edward Atkins, Secretary and Treasurer, and these officers, with John Gillespie, Philip Breitmeyer, W. A. Jackson and Howard Streeter form the Board of Directors.

The total value of new buildings and additions for which permits were issued during April is \$3,086,405, as compared with \$1,930,115 for the same month in 1911, an increase of \$1,156,299. The number of permits was 971, an increase of 442 over April, 1911. The building for March of this year reached a total of \$1,328,005, showing a gain of \$1,758,400 for April over its preceding month. The majority of the buildings for the month were moderate priced residences, although there were several large buildings in the list. The average cost estimate for each permit was \$3,178.

That the "Great White Way" recently begun by the merchants of Grand River avenue will soon be extended to embrace the territory from Woodward avenue to a point several blocks beyond the viaduct, was the announcement of C. A. Coppock, representing the Grand River Improvement Association at the last meeting of the Federation of Civic Organizations of Detroit. Mr. Coppock declared that the two systems of specialized street lighting installed by the merchants will be united soon by the erection of the connecting link. In planning for the discontinuance of its regular sessions for the summer months the Federation announced that the last meeting for the spring will be held May 16. A special dinner will be served on this occasion and one of the efeatures of the discussion will be the subject of street and alley cleaning in the city. John J. Knight, superintendent of street cleaning for the D. P. W., has been invited to address the meeting. The Federation indorsed the Hovey domestic rubbish ordinance. The first meeting of the autumn season will be held in September, with a big banquet at which 1,000 delegates from the various organizations will be present.

The Scotland Woolen Mills Co. has leased from Altx Y. Malcom-

son the four-story brick store building with basement at 212 Woodward avenue, having a frontage of 20 feet and a depth of 100 feet. The lease runs for thirteen years and the rental is understood to amount to approximately \$14,000 a year. The property is owned by the Armstrong estate but is under lease to Mr. Malcom-

The fact that the Michigan State Fair has been a great educational help to the farmers of the State in modern road building may have an important part in bringing the National Good Roads Congress to Detroit next fall. Charles Light, Chief Field Inspector of the National Association for Highway Improvement, declared, before returning to Washington, that this feature of the Fair would have some weight in the considering of a convention point. Mr. Light said he would also recommend that good road building be demonstrated at all fairs throughout the United States. Road building has been a most interesting exhibition at the fair for the past two years. The first year 500 feet of road were laid and last year 1,000 feet were added. It is believed that 1,500 feet will be constructed this fall. It is probable if the Good Roads Congress is held here, manufacturers of roadmaking machinery at the fair will remain to demonstrate their machinery and materials at the Congress.

## Bacteria in Butter.

Discussing "The Story of a Glass of Milk" at the L. C. C. Technical Institute, in Vincent Square, S. W., W. J. Melbush, lecturer in dietetics, says that milk contained two distinct proteids—casein and albumin. Of these casein was used not only for cheesemaking or curds and whey but even for making synthetic celluloid for collars, brush backs, etc., while it might be made so hard that it was even used for paving stones and for sculpture. Lactose milk sugar was not sweet nor even fermentable, which gave it a particular use, while it could also be made into a very powerful explosive in combination with nitric acid.

Milk in its early stages was slightly germicidal, but very soon the germs began to grow in a remarkable way, causing sourness, which was necessary for making butter. At first the amount of bacteria in butter was appalling. A grain had been known to contain fifty millions, but in one day the fifty millions decreased to twenty-six millions, and the numbers afterwards rapidly declined.

In Holland, added the lecturer, they were living in hopes of the day when they would be able to make every kind of cheese they liked—green, ripe, walking or talking—just by dropping into the right kind of bacteria. As to the mineral ash in milk, he is hoping to realize his ambition of util-

izing it as manure. Milk, he added, was not a proper food for adults, because the constituents were not in the right proportion. To get sufficient energy they would have to drink eleven or twelve big tumblers a day, with the result that they would be overloaded with fat and flesh-forming food, but it could be made into practically a perfect food by combining it with other articles, such as bread, cocoa or a little meat extract.

## A New Limerick

A man asked Miss Katherine Pitts The breed of her little dog, Fritz. "I think," replied Kate, "it's an expectorate." The fact was her dog was a Spitz.

**KEMBERLING & BLISS**  
(English and German)  
**EXPERT**  
**MERCHANDISE AUCTIONEERS**  
516 Chamber of Commerce, Detroit, Mich

## Good Things to Eat

*Williams*



Mr. Pickle of Michigan

Jams    Jellies    Preserves    Mustards  
Fruit Butters    Vinegars    Catsup  
Table Sauces    Pork and Beans  
Pickles—OF COURSE

HIGH GRADE FOOD PRODUCTS  
Made "Williams Way"

**THE WILLIAMS BROS. CO. of Detroit**

(Williams Square)

Pick the Pickle from Michigan

WE ARE

**SPOT CASH BUYERS**

OF

**Butter, Eggs and Poultry**

and receivers of

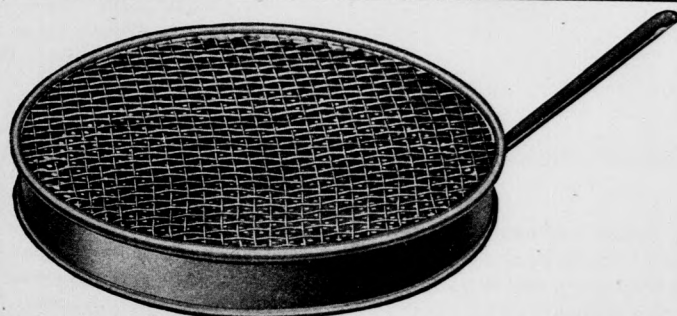
**Dressed Veal** On Consignment

Give us your shipments and receive prompt returns



**Schiller & Koffman**

323-25-27 RUSSELL ST.  
DETROIT



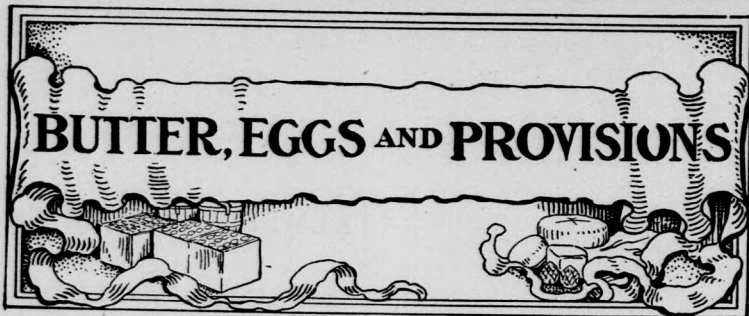
**The APEX BREAD TOASTER**

THE BEST TOASTER MADE

FOR USE OVER GAS, GASOLINE AND BLUE FLAME OIL BURNERS

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

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



**Thinks the Sugar Duty Will Stand Reduction.**

Grand Rapids, May 6—Partly as a pastime I have, in late years, given much time and study to Michigan's new and already mammoth industry, beet sugar production, and as you are interested in this great trade staple, I venture to hand you, herewith, a brief statement compiled along the lines of information I have been able to procure for your personal consideration.

At your pleasure I hope you will carefully scrutinize this table and criticize it wherever at fault.

Result One Ton Michigan Sugar Beets, Crop 1911.	Contents		Cost		Value	
	%	lb.	Beets ton	Sugar ton	Beets ton	Sugar ton
Average sugar test	16.	320	\$5.83			
Average new sugar	4.	80			.56	.24c
Average net commercial sugar	12.	240		2.43c	14.40	6.00c
Average dry beet pulp	.65	130			1.30	.54c
Average cost manufacturing balance.			1.50	.63c		
Total cost and value	221.85		7.33	3.06c	16.26	6.78c
Less value pulp, mol.			1.86	.78c	1.86	.78c
Net cost and value	263.26		5.47	2.28c	14.40	6.00c
Net gain	163.4		8.93	3.72c		
Net Results.						
Crop 1910		240	\$5.47	2.28c	\$11.40	4.75c
Net gain	108.41		5.93	2.47c		

My desire is to reach the facts as nearly as may be, at a fair average and to do injustice to no one.

The basis for reaching the price of beets is \$4.50 per ton f. o. b. works for 12 per cent. test and 33 1/2 cents for each additional 1 per cent., and as 16 per cent. was the average test, \$5.83 was also the average ton price. The average selling price of sugar for the 1911 crop I place at 6 cents and for 1910, 4.75 cents.

The above price of \$5.83 for 16 per cent. was the ruling price in the territory east and northeast of Grand Rapids for the crop of 1910, and so far as I know in 1911.

In the Holland district the sugar company has paid somewhat higher prices for beets—I think 50 cents more per ton—and so far as I know they do not dry the resulting pulp for feed.

You will please bear in mind that the results, as shown in the table, are not claimed to be absolutely correct; in fact, conditions vary continually, hence the cost of production varies; to closely approximate is as near as one can get, and is the goal I am striving for.

I believe in reasonable tariff protection when necessary, but if my efforts in this matter approach the

facts, the sugar company is getting the "whole cheese" and can easily stand a liberal regulation, downward, for the benefit of the consumer.

Ben. W. Putnam.

**Advantage of Public Rest Rooms.**

Lansing, May 6—I notice in your valued paper, issue of May 1, a paragraph about the "business men of Blissfield forming an association with membership open to men in the country." This is a splendid social movement. I am sending you herewith a little communication on public rest rooms:

Many villages and cities provide public rest rooms. This is one of the greatest socializing, progressive movements of the day. It unites the town and country men in common co-operation in the upbuilding of urban and interurban interests.

We have visited one of these rooms, rather several rooms, and in this instance we found a large common room in which men and women could rest, read (all the leading magazines and periodicals were on a reading table), write and eat lunches. There were men and women lavatories; every convenience. There were comfortable sheds for the horses and accommodations for feeding them. There was a large audience room, where the town and country folks jointly supported a lecture course, where they mingled in entertainments, ate together, touched elbows. At the place referred to is a town and country purchasing and shipping agency at the producers' point, and a marketing agency at the consumers' point. A mutuality of town and country interests socially, educationally and financially is the mainspring of the life in this place.

D. E. McClure,

Ass't Sec'y State Board of Health.

Truth is never out of tune.

**WANTED**

Butter, Eggs, Veal and Poultry  
STROUP & WIERSUM  
Successors to F. E. Stroup, Grand Rapids, Mich

**WM. D. BATT**

Dealer in  
HIDES, FURS, TALLOW AND  
WOOL

22-124 Louis St. Grand Rapids, Mich

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

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

**Egg Cases and Fillers**

Direct from Manufacturer to Retailers

Medium Fillers, strawboard. per 30 doz. set, 12 sets to the case. case included. 90c.

No. 2. knock down 30 doz. veneer shipping cases. sawed ends and centers. 14c.

Order NOW to insure prompt shipment. Carlot prices on application.

**L. J. SMITH** :: **Eaton Rapids, Mich.**

**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.**

Write us when you wish to sell **Eggs, Beans, Clover Seed**

Orders all kinds Field Seeds have prompt attention.

**Moseley Bros.** Wholesale Dealers and Shippers of Beans, Seeds and Potatoes  
Office and Warehouse, Pleasant St., Hilton Ave. and Railroad, S. W.  
Both Phones 1217 **Grand Rapids, Mich.**

**Spring Wheat---Flour and Feeds**

Mixed Cars a Specialty

Reasonable Prices and Prompt Service

Michigan Agent for **SUCRENE Feeds**

**ROY BAKER**

Wm. Alden Smith Bldg. **Grand Rapids, Mich.**

**The Vinkemulder Company**

JOBBER AND SHIPPERS OF EVERYTHING IN

**FRUITS AND PRODUCE**

**Grand Rapids, Mich.**

**EGG CASES and FILLERS** Lowest Prices

Egg Case Nails, Excelsior, Extra Flats, White Cottonwood or Redwood. Knock Down or Set Up Complete with Fillers.

Quick and Satisfactory Shipments

**DECATUR SUPPLY CO. - Decatur, Indiana**

**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.

**Activities in Some Michigan Cities.**  
Written for the Tradesman.

A survey has been made of Pent-water by United States engineers preparatory to an early dredging of the channel and repair work on both piers.

Kalamazoo has adopted the dental clinic plan in connection with its public schools, having purchased \$500 worth of equipment for the work. Three other cities of the State support free dental work in connection with the schools.

Kent City was wiped off the map by fire five years ago, but the buildings have all been replaced and new ones added. The canning factory and chair factory have been enlarged. Main street has been paved and there have been many other improvements.

A new \$50,000 Masonic temple will be built at Battle Creek. It will be located on Marshall street, near the new city hall site.

Much activity along building lines is promised for Alma this summer, the work including business blocks and several fine residences.

Flower and vegetable seeds are being distributed at Bay City by the Civic League for planting on vacant lots.

The school children of Battle Creek and vicinity were presented with 5,000 catalpa trees Arbor Day by the Schroder Dry Goods Co.

Harbor Springs will install new ornamental lights in the business district. Building improvements there this year up to July 1 will total \$75,000.

Horace J. Stevens, who died recently at Houghton, did more to put Houghton on the map than any other resident of the town, through his writings on copper and copper mining.

The annual encampment of Spanish War veterans will be held at Sault Ste. Marie July 9-11.

Benton Harbor is enjoying a healthy boom, with unusual building activity, new factories, extension of car lines, new water works and many municipal improvements.

Battle Creek will establish a commercial department in the high school and is talking of building a trades school.

The Standard Oil Co. will make Portland a distributing center, having leased ground near the depot for large storage tanks.

Gaylord has granted the Boyne City, Gaylord & Alpena Railway right of way and a franchise through the town for an extension of the road to the east side of the State, opening up much new territory.

A new rule in Kalamazoo requiring the payment of a nickel for every dog carried on street cars is being enforced.

Tekonsha will install eighteen lights of 1,000 candle power, boulevard type, at cost of \$765.

Battle Creek has ordered twenty ornamental street lights for South Jefferson avenue.

Without regard to State law and to advice of the City Attorney, the Menominee City Council granted saloon licenses to everybody who applied, or

forty-two in number, and the two breweries. Nearly every city in Michigan has had to reduce the number of saloons this year under the Warner-Crampton law, but Menominee seems to be trotting in a class by herself. Further developments are looked for.

The Kalamazoo Civic Improvement League has distributed 3,500 packages of garden seed to school children.

Daily boat service between South Haven and Chicago opened this week.

The Wm. Barie Dry Goods Co., of Saginaw, distributed 10,000 catalpa trees to the school children of the city Arbor Day.

Bay county supervisors are considering plans for the erection of a house of correction at Bay City similar to the one in Detroit. The Detroit institution refuses to receive any more Bay county prisoners after Sept. 1.

The Escanaba Manufacturing Co., the largest factory at Escanaba, is turning out 1,200,000 butter dishes, 750,000 clothes pins and 75,000 pie plates daily, consuming 30,000 feet of maple lumber in the process. An addition to the factory, 160x200 feet, is being built.

The Grand Rapids-Muskegon Power Co. expects to be furnishing Muskegon with water power electricity within ninety days.

An attempt was made recently to install nickel-in-the-slot machines in Battle Creek billiard and pool rooms, but without success. The city authorities have also placed a ban on all dice shaking.

Two graduates of Eastern schools have been engaged by the Lansing Playgrounds Association to supervise the playgrounds in that city during the summer months.

Over 5,000 catalpa trees were planted by the children of Pt. Huron, Crosswell, Harbor Beach, Bad Axe and other places in the Thumb. The trees were furnished by Meisel, Hogan & Eichhorn, of Pt. Huron, who will also present a prize of \$10 in June for the tree which shows the best growth and care.

Lansing is wet again and the State Journal says: "It will be no longer necessary for one with a parched throat to quench his burning membrane with concoctions of hair tonic and gasoline."

The fare by boat from Benton Harbor and St. Joe to Chicago is 60 cents this year, an advance of 10 cents over former years. The high cost of living is affecting even the steamboat people.

A mass meeting of boosters was held at St. Joseph last week and a proposition to bond for \$50,000 for new factories was favored.

Ontonagon will build a new high school this summer at a cost of \$45,000.

Fire destroyed the gasoline lighting plant at Lawrence and the town will now install an electric lighting system.

Dowagiac has adopted a health ordinance of twenty-six sections. Some of the provisions are as follows: Street sprinkling must be done under

direction of the Board of Health; scavengers plying their trade must pay a license fee of \$5 and work under the direction of the Board of Health. All ice offered for sale is subject to inspection by the health officer. Garbage, slops and stable cleanings must go into fly-tight receptacles. Almond Griffen.

**A Concrete Example.**

Dodds—As one grows older there are certain things in which it is difficult to keep up one's interest. Don't you find it so?

Hobbs—Er—yes—there's the mortgage on my house, for example.

**A Youthful Viewpoint.**

"Tommy," said his brother, "you're a regular little glutton. How can you eat so much?"

"Don't know; it's just good luck," replied the youngster.

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

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

**Hart Brand Canned Goods**

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

Michigan People Want Michigan Products

**Hammond Dairy Feed**

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

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

**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.

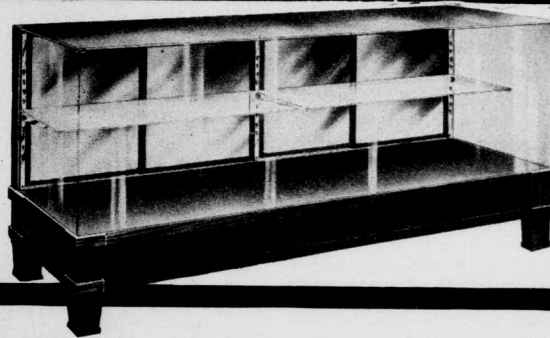
Send for our weekly price current or wire for special quotations.

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

**WORDEN GROCER COMPANY**

**The Prompt Shippers**

Grand Rapids, Mich.



"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



### Setting Up the Right Kind of Competition.

Written for the Tradesman.

"Who seems to be getting the business in your vicinity?" was asked recently of a rural mail carrier.

"Montgomery Ward and Sears & Roebuck I should say from the money orders that I get and send out for my patrons along the route. The amount of money that is sent away is simply amazing. There is something wrong. Our home merchants ought to be getting the bulk of the trade all through this country and they are not doing it."

Rural carriers throughout this State and many other states could tell a like story. Mail order house competition is the most disheartening phase of the business of the small town and even of the large town merchant—how to meet it successfully is their most serious problem. Not only are the two great houses whose names have been mentioned contending for business on the ground which the local merchant feels more properly belongs to him, but any number of the large city stores of New York, Chicago and Detroit are in the fight for the same patronage.

Particularly is this true as to dry goods. The mails are filled with small and medium-sized catalogues whose tempting illustrations convey to eager readers an idea of the bargains offered in piece goods of all kinds, knit and muslin underwear, shirt waists, suits, skirts, coats and no end of other goods.

A few postal cards of enquiry will bring a fat envelope of samples from each one of as many large stores, placing before the woman who is wanting a new waist or gown hundreds of pieces of goods to select from. Owing to the light weight of dry goods in proportion to their value, which makes it a matter of no great expense to send them by mail or express, and the ease with which they can be sampled, the dry goods business is open to the severest inroads from the mail order people.

How to turn the stream of money that is setting toward these houses, so that a good portion of it will flow into your store—this is the task to which you should address your most earnest efforts.

Look matters squarely in the face and do not deceive yourself by any sophistries. What kind of competition are you setting up against the mail order octopus? Are your prices gauged to attract shrewd, hard-handed, close-figuring cash buyers, or do you hold that you must make a large

margin of profit because you have to carry so many of your customers? If your business is built on the old expensive, loss-involving system of book accounts, cash trade (and the mail order trade is all strictly cash trade), inevitably will leave you. Further, if you can not get in line with the newer, more economical methods of storekeeping, so that you can do business on small margins, the day is not distant when you will not be able to do business at all.

Do not say that the mail order houses sell only inferior goods, for this is not true. Their better grades are fully equal to the goods handled in the best stores. The people who are buying by mail are not fools. Do not speak of them as fools nor treat them as such.

Do not rest satisfied that you are meeting properly the competition of the mail order houses until you can say to their patrons: "I challenge a free and fair comparison of the values I offer with the values they are offering you; this not on a few leaders that I put out against a few leaders that they put out, but value for value through my whole line."

The mail order houses get some business because they carry certain goods which the small merchant can not afford to keep in stock on account of infrequent sales; some business from the greater variety they offer. A fastidious buyer occasionally may be able to please herself better to purchase from them. Making full allowance for the patronage they get from all such causes, the fact remains that the big powerful reason why people are sending their money away instead of dealing with their home merchants is that they are convinced that they can get better value by so doing.

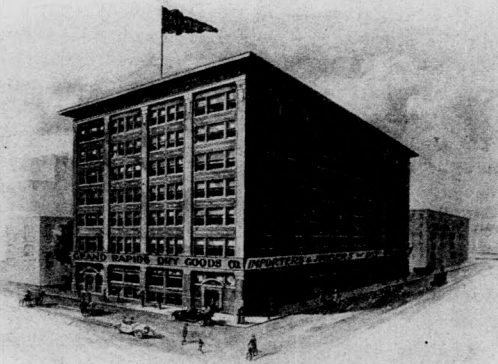
People would rather do their buying in a store. Never-forget this, because it is the strong point of your position. To shop in a pleasant, well-stocked store, where she can see just what she is getting in its entirety and not in the form of a tiny sample which at best gives but an insufficient and unsatisfying impression of the goods; to be waited upon by tactful, deferential salespeople and buy what she wants and take it home with her—any woman prefers this to the bother of making selections from catalogue, obtaining money order or draft, and waiting for her purchases to come by mail or express or freight. If she does not buy at a store and at your store, for that matter, there is a reason.

A catalogue is impersonal. It has no magnetism—no drawing power.

Its one argument is value—value of course including beauty, style and general desirability. Silence this one argument of value and you ought to be able to have your own way about the patronage of your vicinity. When you offer genuine competition in values, do not fail to let people know about it.

Make the most of the strategic

points of your position as compared with the catalogue house—of being in personal touch with your customers, of being able to give prompter service, of the ease with which an unsatisfactory article may be returned and exchanged. In the matter of all ready-made garments, this is a most important point. An unbecoming wrap or an ill-fitting suit bought in



Our new location will be at the corner of Commerce and Island streets. We expect to move soon after May 1st.

**GRAND RAPIDS DRY GOODS CO.**

Exclusively Wholesale

Grand Rapids, Mich.

## Bachelors' Friends

TRADE MARK

### HOSIERY

Registered U. S. Patent Office and Canada.

#### Greater Value Cannot Be Put Into a Stocking

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

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

Heels are reinforced up the leg far enough to protect friction points. Foot in front of the heel is double strength. The top is the genuine French knit—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.

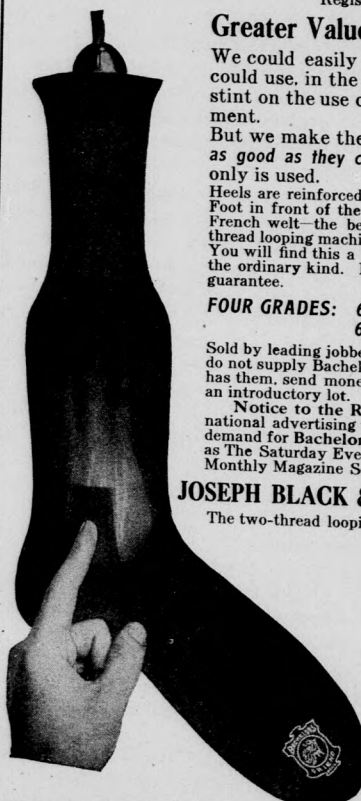
**FOUR GRADES: 6 Pairs, \$1.50; 6 Pairs, \$2.00; 6 Pairs, \$2.50; 6 Pairs, Gauze Weight, \$2.00.**

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



New York or Chicago sometimes is kept and worn on account of the bother and expense involved in returning it and getting another. Lay emphasis on the fact that it costs nothing to return goods to your store.

Some women rather like to make an extensive comparison of samples before coming to a decision. Do not allow the catalogue houses to put one over you in this respect. Give samples freely.

So far as possible have your stock arranged so that customers may see the goods, feel of them and handle them without the attention of a salesperson. This is just what the catalogue houses are doing when they send out samples. But you can go them one better. You can throw out whole bolts for inspection, and also a host of articles that can not be sampled successfully.

Court enquiries, inspection, investigation. While never letting sales that might be closed at the time slip through your fingers, be ready to welcome warmly and treat very graciously any persons who come in to see what you have and are not wanting to make immediate purchases.

Do not make doleful plaint that the local trade of right belongs to the home merchant. Look at matters from your customers' point of view. Put yourself in their places. Take the farmers, for instance. They feel that they work hard for their money—harder than the storekeepers, they firmly believe. They very naturally resent the idea that they are under obligation to deal with the home merchant, if they think they can get more for their money elsewhere. Show them first that you will give them the full worth of every dollar they spend with you; then you will stand a better show in appealing to their local pride and patriotism. Fabrix.

**The Springlike Touch in the Window.**

Written for the Tradesman.  
To me the miracle of spring is just as fresh and interesting as it was when I was a lad in knickerbockers. I watch the greening grass, the enlarging buds and the unfolding petals with something akin to fascination.

When I observe cock-robin—that handsome, dashing, debonair, exquisite specimen of the feathered tribe—frisking about over the lawn with an air of smug proprietorship; and when I see the festive dandelions peeping up through the grass and glinting like nuggets of gold in the sunlight I know that spring has come.

Our abiding interest in spring hinges upon the fact that the change from a period of frost-rimmed stagnation and death to a time of vigorous growth and development, wherein every shrub and bough seems fairly a-thrill with life and promise, is rapid and startling. Things seem to grow over night; and there's always something new and different to claim the attention and appeal to our sense of beauty.

Therefore we like spring; and the person who pulls a wry face and

speaks deprecatingly of spring showers, spring poetry, and the amors of young lovers who go a-wooing in the springtime, is a bit out of gear with the vast cosmic mechanism of which he is a part. Very likely he needs a tonic to tone up his system.

Pessimism of every sort seems strangely out of place in the springtime. Even those distinctive yellow journals which delight in somber tints and revel in a morbid review of dead and rotten things, seem unconsciously to green up a bit and lose something of their odiousness when days come.

Also the dullest and most phlegmatic old merchandiser that ever jog-trotted along the boulevard of modern business simply has to prick up his ears and jog along a little more briskly. Can't help it. You see the thrill of life is in all things animate; and where there's life there's got to be expression.

Now that the asperities of winter are yielding to the gentler sway of spring, business, like everything else, is taking on a new life. Of course lots of merchandise of one sort and another sold well during the winter; for they were seasonable. Not for a long time have we had such an opportunity to clean up on distinctively winter goods. But the man who thinks we have not had enough winter ought to be made to stand up on the prayer rug and make a statement of his reasons. The average merchant, even though a retailer of furs and storm boots, is glad to have a change.

The new season is touching into activity a new world of wants and desires—and these wants will express themselves in calls for seasonable merchandise; and we'll all go right on doing business—only in different lines. And we'll do more business this spring than we did last winter. And there'll be enough jowl-and-greens and other spring dainties to go around. So let's chipper up and be gay.

And let's make the store just as attractive and springlike as we can; for this also is conducive to business.

Fill your windows with seasonable merchandise—and then add a few touches just to show that you are in sympathy with the season—a little something in the way of cut flowers (or artificial ones, if you like) and plants.

If you handle dress goods, millinery, shoes, haberdashery, or ready to wear garments for men, women or children, you have just now big opportunities. You can have a more formal opening and you can have special days—and then you should not only have flowers in your windows but you should also give them as souvenirs to visitors and purchasers.

Last Saturday a single concern in my own city gave away 20,000 flowers—daffodils, tulips and carnations—just one flower to the person. They also gave a souvenir mug with each purchase; and they gave away 2,500 mugs. You can imagine what a busy store that was.

Another store next door—a store

handling an entirely different line—also laid in a vast supply of tulips, daffodils and carnations to give to its visitors and customers. The manager of the second store didn't advertise the occasion at all. "What's the use?" he exclaimed, "my friend here next door has bought enough publicity for both of us. He'll have hundreds of people thronging his store all day long; and I'll get all of them my sales people can take care of. But we'll have cut flowers the same as he has."

And it turned out just as he predicted. His store was crowded from 9 o'clock in the morning until 10 at night.

It's interesting how a tremendous splurge of publicity helps not only the man who makes it but also his near-by competitors and all other merchants in his immediate vicinity. Now, take the case of the merchant who used a full page advertisement to announce this grand spring opening at which he would give away cut flowers and souvenir mugs, one of his competitors across the street reported the biggest day's business he had had in months. Scores of his customers went over to the other fellow's store, listened to the music, got a flower, and then went across the street to buy from their regular dealer.

But this doesn't prove the futility of my argument for openings, cut flowers, souvenirs and music. Without such things nobody on that square would have done anything out of the ordinary on the day in question. Because of this big event that was pulled off in a single store, all of the merchants came in for a share of the profits—but the big profits went to the store that staged the event. Chas. L. Philips.

**Belts Favored This Season.**

Increasing interest in belts has been a feature of this season's buying. Fashion says they are the thing for the smart dresser, and they are principally shown in patent and suede, also in combination of leather and dress material.

Further indication of the return to favor of this old-time waist finish is shown by the fact that dresses of crepe meteor, satin and dressy materials are finished at the waist with a tailored belt and bow.

The patent leather belts are used principally on linens and serges, although they appear to some extent on other kinds of dresses brought out for spring and summer.

There is no investment that pays larger dividends, all things considered, than cheerful smiles and kind words.

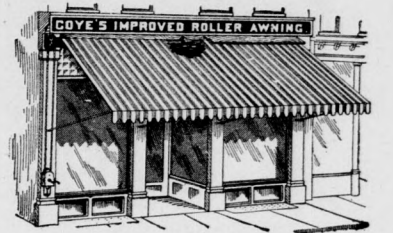
Running in debt for things you do not actually need is a sure road to trouble.

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.

REPUTATION  
MENS  
WOMENS  
QUALITY  
**SLIP-ON RAINCOATS**  
WRITE TO DAY FOR SWATCHES & PRICES  
BUSINESS SINCE 1883  
**GOODYEAR RUBBER CO.**  
MADE IN U.S.A.

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

**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.**  
Campau Ave. and Louis St. Grand Rapids, Mich.

**Read This**

Two of the most popular and well advertised lines of Men's and Boys' Summer Underwear are Porosknit and B. V. D. These come in two piece and Union Suits, of which we carry complete lines. Write for circular and prices.

**Paul Steketee & Sons**  
Wholesale Dry Goods  
Grand Rapids, Mich.

Note the Knit

TRADE MARK  
**Porosknit**  
B.V.D.

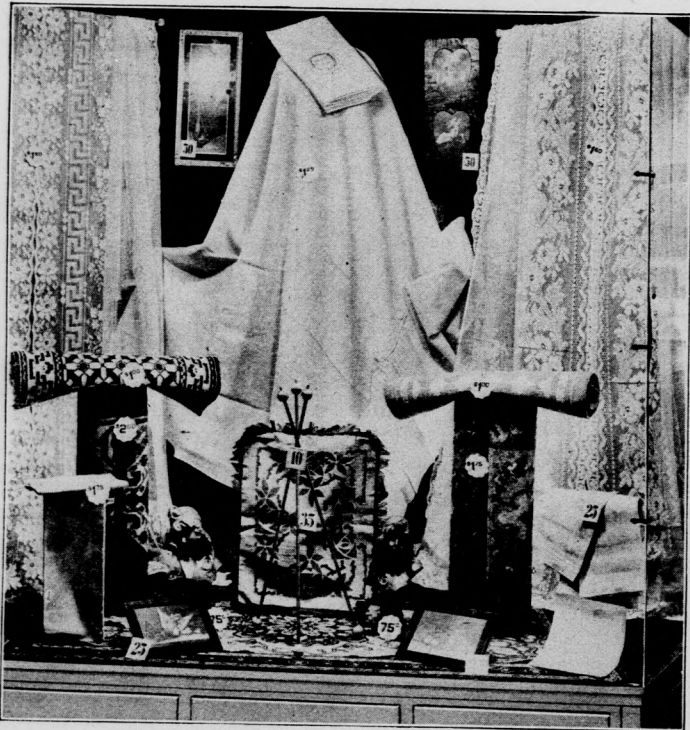


### How To Make Good House Furnishings Display.

A window trim of house furnishings is just the thing to pull trade in the spring or fall.

These are the seasons in which the women find one of their chief joys

A narrow strip of wood 5 feet long.  
Two small pasteboard boxes.  
Two metal T-stands.  
Some nails.  
A paper of pins.  
Price tickets—plenty of them.  
It will not take long to tell how to



The Display Photographed.

of living—house-cleaning. The dealer who is well equipped with this class of merchandise then is one of the men who do not look upon house-cleaning with dread. He does not need to, as he is in for a good profit.

After the women wash their lace curtains they are likely to find worn places. They always can find room for a few more small rugs. A new pillow cover, a few small pictures, a new tablecloth, a bedstead—there is a demand for all these at house-cleaning time.

The way to let the women know you have these things for sale is to make the right kind of a display in your window. This is the kind we are presenting in this article. Copy it just as it is if you would get the best results. It is simple and easy, but the general scheme should be followed closely.

#### Fixture and Equipment Needs.

Five rolls red crepe paper.  
One roll green crepe paper.  
Two curtain rods.  
One small wooden box.  
A barrel head.

trim this window, as there is very little work to do. It is one of the easiest windows of our entire series, and yet it is effective and of the trade-pulling kind.

In the first place, nail up an ordinary brass extension curtain rod in each corner of your window. From each of these drape a pair of lace curtains. Hang the curtains just as they should appear in a house, only put green crepe paper under them to bring out the pattern.

Nail a 5 foot strip of wood to the back of a box, and to the top of this nail a barrel head. Let the barrel head slope toward the front, the whole thing forming sort of an exaggerated T-stand effect.

#### Drape Bedspread in Center.

Over this drape a bedspread in the manner shown in the picture. Merely throw it over the barrel head, leaving enough slack for the corner to touch the floor in front. Catch up two other corners and pin them to the background behind the two lace curtains. On top of this unit place a folded bedspread.

On either side of the center unit hang a panel picture to the top of the background.

Now put a price ticket on each of the articles you have put in the window up to this time and your background is finished.

Spread an ordinary small rug on the floor immediately in front of the glass.

Then, beginning at the left, roll up two rugs, tie them and stand them on end close together. Over these place a lighter colored rug.

A little to the left of this unit, near the glass, stand a folded tablecloth on the floor, pinning it in position. You probably will need a piece of cardboard in the cloth to hold it stiff. Over the tablecloth lay another tablecloth or some napkins.

To the right of the rug unit put a piece of statuary, and in front of

this on the floor a small picture resting against a pasteboard box.

The center unit is a decorated pillow top draped over a T-stand. This should be placed in front of the box which is a part of the big back unit.

#### Curtain Rods in Tripod Effect.

Tie three curtain rods together and place them on the floor in front of the pillow top in a tripod position.

For the right side of the window duplicate the rug unit you made on the other side. To the left of this put a statue and a small picture, arranged as before.

Stop now and see if you have a price ticket on each article in the window, and give the trim any little finishing "hitch" it may need.

Then build the last unit in the display. This is a folded tablecloth draped over a T-stand on the right side. Put another small tablecloth on the floor in front of this and the whole thing is done.

Easy, wasn't it?

It is a real window, at that.—Butler Bros.

#### Good Rules For Business Men.

Don't worry; don't overbuy; don't go security.

Keep a high vitality; keep insured; keep sober; keep cool.

Be cautious, but when a bargain is made, stick to it.

Keep down expenses, but don't be stingy.

Make friends, but no favorites.

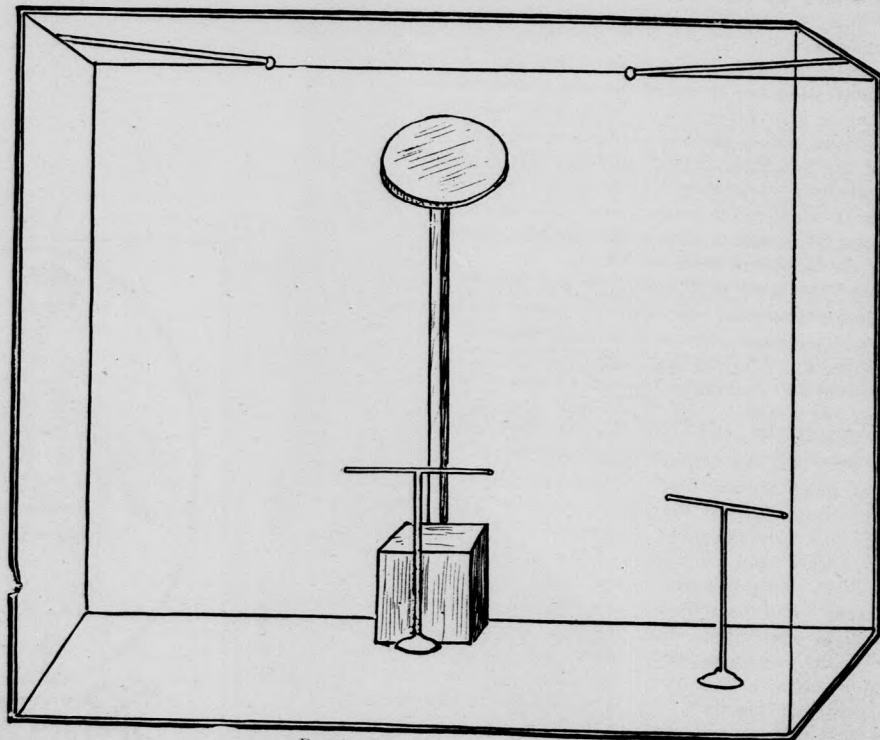
Don't take new risks to retrieve new losses.

Stop a bad account at once.

Make plans ahead, but don't make them in cast iron.

Don't tell what you are going to do until you have done it.

Like the beacon lights in harbors, which enables vessels to wander over the sea, so, also, a man of bright character in a storm-tossed city, himself content with little, effects great blessings for his fellow citizens.



Ready for the Merchandise.

**TRADE-MARKED GOODS.**

**How They Help To Increase Sales and Profits.**

Written for the Tradesman.

When a man goes out and plugs consistently, day in and day out, for your store, you would call him a prince, of a good fellow, wouldn't you?

By the same token, if a chap came into your store and said he would be glad to settle all questions of quality and price which might arise between you and your customers, you would certainly fall on his neck and tender him the use of your pet runabout (if you possessed one).

If you secured a certain cigar some time which just hit you right in the center of your sense of the eternal fitness of things, you would hike back to that cigar man and demand the Hod Carrier's Delight, or whatever the name was, again.

And you would know the name. Our father, way back yonder—old Adam, I mean—had a name—and from that time to the present every one has had a name.

You would not think of hailing your wife on the street, shouting, "Woman, lady, female. Come hither you of the gentler sex. Not much. You gently breathe Anna, Bertha or Dolly and the fair one responds at once.

You do not call your offspring by any such title as Kid. You say William or Claudia, as the case may be.

All this leads us straight up to the vital importance of the trade-mark.

What is a trade-mark?

Nothing more or less than a name or symbol serving for identification purposes.

Out of all the underwear in the United States you can walk right up to the counter and say Forest Mills, or sock Holeproof. The grocer knows that Ivory and soap mean the same thing, although the honored Webster may not have so defined them.

What a chump a manufacturer would really be who would insist on identifying and boosting a trade-mark on a poor line of goods! He would not last long.

It is a poor rule that does not double up in the middle and if the trade-mark pulls trade and serves to identify good goods, it will also serve as a beacon light to steer folks away from merchandise troubled with a yellow streak of unworthiness.

Take a look back into the advertising pages of a modern magazine. Every one of those advertisements, all of those great publicity campaigns, are simply out working for you every day, every hour of every day. Other merchants are also benefited, but take the man or woman who is imbued with the merits of the line advertised. Will he or she find the article displayed in your store or are you trying the old shell game of unknown bulk or shelf goods—no names, no prestige, no nothing?

People are educated up to trade-marks these days. They realize the maker of trade-marked goods must deliver quality and service. This little

trade-mark is just a good sort of protection, a little pledge of honor on the part of the maker that he is doing his honest, leved, hope-to-die best to make as good an article in that particular line as possible.

He goes out into the highways and byways and sings his song. He hammers away and creates a demand. The dealer reaps the benefit.

Any dealer, whether drugs, groceries, hardware, dry goods or otherwise, will realize, if the matter is carefully considered, that trade-marked goods have the call. Unknown lines may yield more profit, but what is the use of sending trade down to Byjinks & Goit for them to hand out the live wires!

Trade-marked, advertised goods usually come attractively packed and also have with them a line of window trims, cards, etc., all of which add a little tone to the store and help boost sales.

It is not the big fish alone who are doing good with trade-marks, but the wholesalers and jobbers are in line. While we have come to identify trade-mark campaigns with Dutch Cleanser, Royal Baking Powder, Victor Talking Machines, Keen Kutter Tools, etc., you yourself can adopt a little slogan or business phrase, such as the well known, "There's a Reason," "Made to Wear" or "Ask the Man Who Knows." These slogans should be short and terse. Just spread the phrase around on all your printer matter. Stick it on the side of your building, on the fence posts and in the papers.

After you have hammered long enough and hard enough, every man, woman and child in that vicinity will unconsciously link your store with the slogan and it means good advertising.

Back up your slogan with a liberal

display of the better known and pushed trade-mark brands and the results will more than satisfy you that the man who invented the trade-mark builded a heap better, perhaps, than he knew.

Be wise and get your share of the help that is being passed out.

Hugh King Harris.

**Chinese View on Business Practices.**

"Those who deal with merchants unfairly are to be beheaded."

"Those who interrupt commerce are to be beheaded."

"Those who attempt to close the markets are to be beheaded."

"Those who maintain the prosperity of commerce are to be rewarded."

You do not realize how many shocking things there are in the world unless you happen to be a prude.

Happiness comes not so much from what we get as from what we expect to get.

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

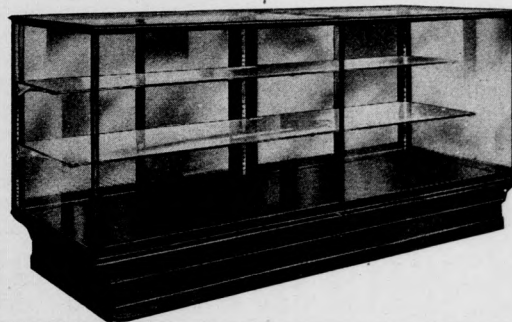
**Klingman's Sample Furniture Co.**

**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



**Less in Price**  
**Superior**  
**in Quality**

Write for Catalog

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

**IF A CUSTOMER**

**asks for**

**HAND SAPOLIO**

**and you can not supply it, will he not consider you behind the times?**

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

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



### Summer Footwear and How To Treat It.

Written for the Tradesman.

Never before have we had such a varied and attractive showing of summer footwear as we have during the present season. Indeed, it would seem as if human ingenuity had all but reached the end of its tether in devising beautiful and fetching and comfortable shoes for men's, women's and children's summer wear. But it has not. The spring and summer samples for another season prove conclusively that invention is still on the job.

The evolution of the summer shoe, by the way, is an interesting thing. In the days when cowhide boots were worn during the fall and winter, and for work days during the summer, calfskin boots were worn on Sunday and for dress purposes. Children went barefoot during summer—and frequently until the frost appeared in the fall. Women's everyday shoes were correspondingly heavy and cloddy, but a very light turned shoe was used on dress occasions.

After the introduction of the chrome process of tannage, the manufacturers of leather really began the process of developing suitable materials for summer shoes. The leathers became lighter in texture, more flexible and more porous. When made up into shoes this leather felt more comfortable to the feet than cowhide, calfskin and split leather.

One of the first leathers to prove its merits as an ideal material for summer shoes was Russia tan. Tan seems to be a most durable color—the lighter shades having a tendency to deepen perceptibly in color as the shoe is worn. The finish is smooth and durable, the texture soft and pliable. It is a cool, comfortable shoe; and although the vogue of tans comes and goes, there are quite a lot

of people who believe that Russia tan is just about as ideal a material as can be put into summer shoes.

After tan shoes came white canvas. Now we have white buck and nubuck. And the manufacturers of leather are working hard on the problem of getting out yet other new and practicable leathers for summer shoes. The end is not yet.

Since summer shoes are lighter than other kinds of footwear, they require careful handling and special attention to insure the maximum of service to the persons using them. Impress this fact upon the minds of your customers. They should know that the heavier a shoe is (other things being equal) the longer it will be able to stand up under abusive treatment. Tell them to be a bit more careful with their summer footwear than they are with their winter shoes.

Tell them how to clean the several kinds of summer shoes that you happen to have in stock. Tell the woman who is buying a pair of white buck shoes how to wash and dress them; and tell the man who is buying a pair of tan shoes how tan Russia leather ought to be cleaned. Explain to him how he can easily mar the looks of a pair of tan shoes by rubbing them with a rag that causes too much friction—or by the application of too much elbow-grease to any old rag. Caution him about using a cleaning preparation or a polish that contains acid. Tan shoes ought to be washed with pure castile soap, and they should be rubbed lightly—and with a soft, clean rag.

In telling your lady customer about the advisability of keeping her shoes clean, you will have to use a little tact, otherwise the good lady may become offended. You can tell her about "one lady you heard of" (don't mention any names) who

daubed a white cleaning preparation over her white buck shoes without going to the trouble of removing the dirt. Result: A drab or grayish color. You can also recommend a certain white polish or powder that you have found specially efficacious in cleaning white canvas and bucks. (It should be a powder that you have in stock—and you ought to have some kind that you can recommend in all good conscience.)

Shoes (like the home) require frequent ventilation during the summer.

If the same shoes are worn during the evening as well as the day, this means that the linings of the shoes are kept moist for a good many hours each day. By all means put them where they can be well venti-



### 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.

### "H B Hard Pan"

For Years the Standard Work Shoe for Men

Year After Year

We have refused to substitute cheaper materials, and the multitude of merchants who handle this line look upon it as the

Backbone of Their Shoe Department

Spring business has only just started. If your stock is not well sized up send us your orders **NOW** so you will have the shoes when needed. Our salesman will gladly show you our complete line. Shall we have him call?

**HEROLD-BERTSCH SHOE CO.**  
Manufacturers "H B Hard Pan" and "Bertsch" Shoes  
Grand Rapids, Mich.

## REPEATERS

The merchant who wants a brand of footwear that sells, not once, or twice, but many times, to the same trade, should stock up strongly on



### Rouge Rex Shoes

The ideal shoes for men and boys. Solid leather throughout; made to withstand hard service. Write for our new catalog.

**HIRTH-KRAUSE COMPANY**  
"Hide to Shoe" Tanners and Shoe Manufacturers  
GRAND RAPIDS, MICHIGAN



lated at night. If you can educate your customer up to the point where he can appreciate the economy of having at least two pairs of summer shoes—one for daytime wear and one for evenings—so much the better. In that case you have sold two pairs where you formerly sold one.

By all means tell him what a benefit it is to tree his shoes when they are not in use. If you can sell him an extra pair of summer shoes and pair of shoe trees then you are getting on, indeed.

It is an admitted fact that people are more inclined to neglect and abuse their shoes than they are any other part of their attire—and this applies to hot weather footwear as well as winter shoes. One wonders why this is—especially when one stops to consider that the shoes are a most vital part of the toilette ensemble. Assuredly it will help to minimize complaints about so-called defective shoes if shoe dealers and salesmen will make it a point to impart information about the proper care of shoes at the time the sale is made. My observation is the customer is rather glad to receive this information.

Hot weather serves to accentuate foot troubles of all kinds. Sometimes the customer is frank enough to describe his "symptoms" to his dealer. When he does so, it is a good chance to offer some helpful suggestions about the care of the feet. By bathing the feet frequently and properly caring for them—assuming that the shoes have been

properly fitted—many foot troubles will disappear. Sometimes an "alum bath" is a good thing for the feet in hot weather—especially if the feet are inclined to be tender; and a good foot powder is always restful and refreshing.

Of course tact is necessary in suggesting these things, for people are strangely sensitive about their feet. Cid McKay.

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

The J. F. Cherry Co., cigar manufacturers of Newark, have leased additional factory space. At present the company employs 100 hands, but the force will be gradually increased to double that number.

Columbus has a municipal garbage reduction plant costing \$200,000, but the first six months it netted the city \$14,000 over and above the cost of collection of garbage and operation of plant. Grease is extracted from the garbage and such of the refuse as is fit is made into a tankage that analyzes 1 per cent. ammonia, 7 per cent. phosphorus and 1 per cent. potash, which is the base for making fertilizers.

Dayton collects its garbage and puts it on board cars. A reduction company then takes it, extracts the grease and makes fertilizer of such of it as is fit. No profit accrues to the city. The street sweepings go to the dump. No attempt is made to utilize the sewage. The factory handling the garbage and refuse from the slaughter houses makes 50,000 pounds of soap grease per month.

The cracklings analyze 16 per cent. ammonia and are ground into a meal and exported for use as stock food. Meat from dead animals is cooked and the lean parts ground into meat scrap for chickens. The better portion of the tankage is made into hog feed. Hard bones are sorted out, cleaned and sold for \$45 per ton for manufacture into piano keys, knife blades, etc. The softer bones are made into fertilizer.

Cincinnati pays \$80,000 annually for collection of the garbage by a reduction company. Street sweepings and ashes go to the dump and manure from horse stables and stockyards is handled by local gardeners, the price paid ranging from nothing to 50 cents a load.

Cary W. Montgomery, of Newark, who furnishes the above facts to the Advocate of that city, adds that the city of Paris is paid \$20,000 annually for the crop of leaves from trees in the public parks. These leaves are composted and used by the gardeners for soil improvement. There should be a lesson in this for wasteful American cities, where leaves are burned and nothing whatever realized from them, when leaf compost would easily bring \$1.50 per load.

Seeds have been distributed by the Dayton Vacation Schools, Playground and Garden Association and prizes will be awarded to the children having the best kept gardens. The larger children will have gardens 10x25 feet and the gardens for the tots will be 4x5 feet.

The total tonnage of coal produced in Ohio in 1911 was 30,342,039 tons, or a reduction of 12 per cent. from the previous year. The decrease is due to the fact that many of the mines worked only part time. Then there was an usually big output in 1910, due to the strike in Illinois.

Great latitude is given Ohio cities under the Fitzsimmons home rule bill passed by the Constitutional convention. Cities may have any form of government they wish and have the right to frame their own charters and to exercise all powers of local self-government not prohibited by general laws of the State. They may own and operate all sorts of public utilities; in fact, it is perhaps the largest measure of home rule possessed by any state.

Youngstown hopes to secure the plant of the Glacier Manufacturing Co., a refrigerator concern of Pittsburgh.

Ohio ranks among the first three states of the Union in the importance and value of its manufactures and industrial products.

Henry Rothrock & Son, of Ada, have purchased the hardware stock and fixtures of the late D. R. Ballmer, at Fostoria, and will continue the business.

Lakes and streams of the State are being stocked with fish from the State Hatchery at Put-in Bay.

Akron has four public playgrounds and plans are being completed for the summer's work. Almond Griffen.



## Women's and Children's Shoes

Made by Tappan, of Coldwater, Michigan, are ace high as regards true fitting features, shapeliness of lasts and stylishness of design. We center our entire effort toward making high class McKay sewed shoes that stand out conspicuously as every day sellers in the best boot shops of the country.

The HOOSIER SCHOOL SHOE for girls and young women is a specialty which has attained great favor from the retail shoe merchant. We make them in heavy Dongola, Gun Metal Calf and Mule Skin, and we sell them at prices that give the retailer a wide margin of profit.

Our fall line, now being shown by salesmen, is deserving of your order.

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



### Increased Cost of Children an Important Problem.

Written for the Tradesman.

A certain trustworthy historian tells us that in ancient Egypt, owing to the remarkable fertility of the Nile-enriched soil and other conditions that made living especially cheap and easy, a child could be raised from infancy to manhood or womanhood for an expenditure of the equivalent of about four dollars in our money.

A Connecticut man is responsible for a statement, published recently in a well-known and widely circulated periodical, which reads: "I have had one visit of the stork in my house in ten years; both my wife and I would welcome another, but the first cost us over \$1,200 with no special expenses, and what would you! \* \* I for one do not wonder that large families are out of style. Another baby would put us in the poorhouse. A. F. B."

A comparison of these two items furnishes striking illustration of the increased cost of children.

Perhaps we do not need to go back so far as the civilization of ancient Egypt for our comparisons. Let us take the more recent times of our own grandfathers, say sixty or seventy-five years ago. People then lived mainly on farms. Children spent less time in school. As soon as old enough the boys helped with the outdoor work while the girls knit and sewed and spun and wove. Even among the well to do and prosperous it was thriftily calculated that a strong, industrious boy or girl who remained at home until 19 or 20 years of age "didn't owe the parents anything."

Times have changed indeed since the raising of offspring could be considered a self-sustaining industry, and children were expected to pay their own way.

Just how much children cost nowadays comes as a surprise, sometimes as a shock to the uninitiated.

The Johnsons are typical young people in moderate circumstances. A year and a half ago they had been reading an article on "The Cost of Children," when Mrs. Johnson threw down the magazine and exclaimed: "I just know it does not cost anything like it says there to keep one or two or three children! They can not eat much and their little slips and dresses and sandals cost only a trifle. As to their education later, which this writer makes such a bugbear of, all you have to do is, as soon as a baby is born to begin to put a few dollars in the bank every month as a special fund. By the time the boy or

girl is old enough to need it there is plenty laid by for a college course, and it has all been done so gradually that you have not felt it."

The Johnsons' little Reginald is now 10 months old. Although their experience has been brief, they speak very differently about the cost of children. They have kept careful account and Mr. Johnson says the baby stands them in at just \$535. This amount includes such items as: Clothes, \$55; doctor, \$35; nurse four weeks at \$25, \$100; certified milk, \$20; the largest item of all is, maid, \$260. This includes her wages and a moderate estimate of the cost of her board and the additional wear and tear, waste and breakage that her presence necessarily involves. Before the baby came Mrs. Johnson did her own work.

Of course they could have cut down a little on some items—little Rex's clothes have been rather nice, a cheaper cab would have answered, they have had more photos taken than were absolutely necessary. Still they have tried not to be extravagant, and comparing Rex with some of the babies of their acquaintance, Mr. Johnson says he is very moderate priced indeed. Little Luella Hemsted, for instance, only 9 months old, has cost \$700. She had a long sick spell in the early winter and some of the time two nurses were required.

The Johnsons have not put any money in the bank for a college fund since Reginald's advent, nor, in fact, for any other kind of a fund. They

re-assure themselves with the thought that a child costs more the first year than it does afterward until ready for its higher education, which is doubtless true in many cases. But in these ten short months they have come to realize that for people in their circumstances the raising of a family is a serious undertaking financially. They know something of what parents are up against.

There are any number of people whose problem is just the same as the Johnsons' problem. They are not the poverty-poor people, nor what we call the laboring classes—if by the laboring classes we mean only those who are engaged in the coarsest and roughest manual toil—but the nice middle-class people, the people of fine tastes and high aspirations who unfortunately have only small and medium-sized incomes. These people are the very ones who, for the good of the race, ought to have three or four children to the family, but who have only one or two or possibly none at all; not because they want to spend their time and money in the frivolities of fashionable society; not because they are lacking in a sense of their duty as citizens nor in love for their offspring; but because they are unwilling to reduce their own lives and the lives of their

## 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

### Satisfy and Multiply

Flour Trade with

### "Purity Patent" Flour

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

### GRAND RAPIDS BROOM CO.

Manufacturer of

### Medium and High-Grade Brooms

GRAND RAPIDS, MICH.

## Just as Sure as the Sun Rises

## VOIGT'S CRESCENT FLOUR

Makes the best Bread and Pastry

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

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

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

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



Voigt Milling Co.

Grand Rapids Mich.

## WHY?



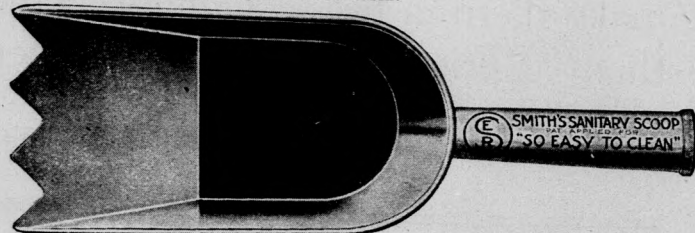
## WHEN

For very little more, you can buy a Nickel Plated Steel Scoop, made to keep its shape long after tin or galvanized iron scoops look like the one on the left.

## Smith's Sanitary Scoops

In constant use more than ten months are still working as effectively as when they were first put in the bin.

Order from your jobber, he guarantees them.



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.

children to a mere grubbing for the means to keep soul and body together. This it seems to them is just what having a large family would mean; they fear that, as so graphically expressed by the Connecticut man, "another baby would put them in the poorhouse!"

From an analysis of such facts and figures as are obtainable, it is plain that the enormous increase in the cost of raising children is not due wholly or even mainly to the increased cost of food and clothing. Undeniably people eat better food than they used to; they wear better clothes; and both cost more money. But, on the other hand, all rich and heavy foods are banished from the bill of fare of growing children as unhealthy; while expensive or elaborate dressing for the young is not counted in good form even by the wealthy. So as one practical and experienced matron puts it, "It is not what they eat or what they wear that form the appalling items in raising children." The same shrewd woman sums up the really appalling items under four heads:

1. Care for physical well-being. "If a child is sick nowadays we must have a trained nurse. If afflicted with some chronic ailment a high priced specialist must be consulted and paid. Why it costs as much now to look after the teeth and eyes and adenoids of the average child as it used to to raise him! Then we know so much more about diseases than we once did. It was a sorry day for our pocketbooks when germs were discovered."

2. Time of the mother. "The woman who has even two children," this matron avers, "and who gives them all the care and companionship that up-to-date authority says she should give them, simply has to have help in the kitchen and help in the kitchen costs money. Many childless women not only do their own work but earn considerable besides. The woman with children, if she ministers to anything but their mere physical needs, is absolutely precluded from making money."

3. The great American fetish of education. "We can not feel satisfied that we've done our full duty by our children till they get their university diplomas. If you keep track of what it costs from the time a child is born till you get him through college, you'll find you have some expense account."

4. Giving a start in life. "Then after you've boarded them and clothed them, and had them doctored and given them your time and studied all their tendencies faithfully as they say you should do, and educated them the best you can—after all this—the chances are that you'll have to put up several hundred or even several thousand for each one to give him a start in life. For you know it seems to be getting harder and harder every day to get a foothold in any calling or profession."

The clear-headed woman knows whereof she speaks and she voices the experience of countless numbers of parents.

Whoever can think out any feasible method by which any one or all of these four great items of expense in the raising of children can be materially reduced without detriment to the child, will confer an inestimable benefit upon his day and generation; for just this is one of the great problems of our times. Quillo.

**Pearls From the Pen of Ed. Howe.**

One reason young people think they have so many friends is that they never need them.

A woman who cries a great deal is usually a great kisser.

If you don't like this world, complain to the girl who is at home from school for the holiday vacation; she is running it at present.

When you get through with your work, for Heaven's sake go off and rest; don't bother the man who is still busy.

A man or woman who reads poetry will finally attempt to write it.

Almost every public speaker mentions his dear wife, and the fact that he has been abroad.

Every man throws a rock now and then that he would like to have back in his hand.

Every great man must realize that he is not as great as the newspapers say he is.

In a lodge, when a man looks particularly meek, subdued and crushed, he is sure to have some awe-inspiring title like Most Worthy Grand Past Master of the World.

After a man gets along in years the pockets in which he formerly carried love letters and such like are generally filled with spectacle cases.

You don't need a very complete list of funny stories to amuse a girl who is gifted with pretty teeth.

Ed. W. Howe.

**Education in Crime.**

Medical men and others interested in the psychology of crime understand that crimes are often imitated. One sensational murder is followed by another similar in character. A society woman elopes with the coachman and another soon follows. One suicide jumps from some high place, another will imitate his example. One young lady disappears, another is liable to follow. Thieving and hold-ups are so common they seem to be contagious. Human beings are followers of fashion in habits and crime as they are in the clothes they wear. From this standpoint the newspaper publication of all kinds of misconduct is open to censure. The claim put forward by the press that the public demands

sensational news and it is their duty to furnish it is not based upon sound reasoning. The publication of the details of crime or indecency whets the appetite of the imitator, and may be fairly considered an inciting cause of crime and indecency.—Medical Recorder.

Try to see things the way they are even if you give a little time to the man who thinks he can tell you something.



**One Sale Means More Sales**  
You should be able to supply

**Mapleine**  
when demanded by your customers  
Advertised in the leading magazines  
Order from your jobber, or  
The Louis Hilfer Co.,  
4 Dock St., Chicago, Ill.

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

*Henry Smith*  
**FLORIST**  
139-141 Market St.  
Both Phones  
GRAND RAPIDS, MICH.

**Get More Customers**

Good will is the parent of trade. How long could a grocer stay in business if he had to find a new customer for every sale? N. B. C. goods bring their own customers and profit with them. N. B. C. goods mean bigger sales, and therefore bigger profits. Don't miss *any* of the line of the celebrated In-er-seal Trade Mark Package Goods or those in the handsome glass front cans.

**NATIONAL BISCUIT COMPANY**



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 Tinshop and the Hardware Store.

Is the tin shop a paying adjunct to the hardware store? The very question implies a doubt. But there is no doubt in the mind of the hardware dealer who has given to his tinshop the attention it deserves and has received from it the profits of which it is capable. A thoroughly equipped and properly manned tin shop is not only the logical thing in connection with every hardware store, but it can be made to pay far better dividends in proportion to the capital than any other department of the business.

The only voice dissenting from this proposition will be that of the hardware dealer whose location is such that a tinshop is not practicable as an adjunct to his business, or the dealer who knows nothing of sheet metal work, is too busy to learn, and will not put in charge of that department a competent man. For the importance of the sheet metal business now demands the best in equipment and ability. The day when the tinner was a mere tinker has passed. The sheet metal trade calls for mechanic of a high order, and it offers to men of that class excellent opportunities for profitable work, both inside and outside the shop.

The hardware dealer who ignores this opportunity is neglecting an important branch of the business. It is a department that can hardly lose money, yet may make much money, properly handled. It is a department that brings customers to the hardware store, for people who call for tinning only may easily be induced to buy other lines. People naturally expect to find a tin shop in connection with a hardware store. The dealer who is in position to do their tinning stands a better chance to sell them their hardware than he would if he had no tin shop. The demand for sheet metal is increasing.

It is well to be in position to meet that demand.—American Artisan.

#### Machine Digs Mile of Ditch a Day.

The largest excavating machine ever built is capable of digging a mile of ditch six feet deep and twelve feet wide every day. It is employed in the construction of canals and laterals comprising an irrigation system to water the 16,000 acres which compose the Cudahy ranch, situated in the Imperial Valley of Mexico. The conditions are identical with those of the valley of the Nile, for this ranch is of silt lands built up by the ages of overflow of the Rio Grande. The machine weighs 100,000 pounds and covers an area of 25x60 feet. It is entirely of steel construction and is propelled by two thirty horse power oil engines. The fore part of the machine carries the engines which drive a shaft wheel, which, in turn, by a series of cogs and chains, propels the machine over the ground and at the same time operates the immense circular digger carried at the rear. This digger is equipped with scoops bearing sharpened blades of steel. It first picks up the dirt and, revolving upward, drops its burden on to conveyors which carry it to both sides, depositing it upon the banks of the excavation. The machine is so nicely adjusted that it can dig a ditch from 2 inches up to 8 feet in depth and from 4 to 12 feet wide, shaping and finishing the excavation as it proceeds. With this machine seven men do the work of fifty scraper shovels hauled by 100 mules, with a driver for each team.

#### Non-Corroding Metal Coating.

A new process similar to galvanizing, but giving instead of a zinc coating one of lead or lead alloy, has been introduced. The cost as compared with galvanizing depends on the character of alloy deposited, being less for some alloys and greater for others. A much thinner coating may be secured. After cleaning by sandblast or pickling, the article to be coated is immersed for a time not exceeding two minutes in a special

bath which cleanses the pores of oxygen, and which also deposits an amalgamating agent over the surface when the article is dipped in the bath of molten metal, thereby insuring an integral union or chemical weld between the surface and the coating metal. The well known resistive qualities of lead to sulphuric and sulphurous acid fumes renders this process applicable to all metal parts exposed to such corrosive atmospheres, especially in electric railway work,

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.

## CLARK-WEAVER CO.

### WHOLESALE HARDWARE

#### GRAND RAPIDS, MICHIGAN

We ALWAYS Ship Goods Same Day Order is Received

## Foster, Stevens & Co.

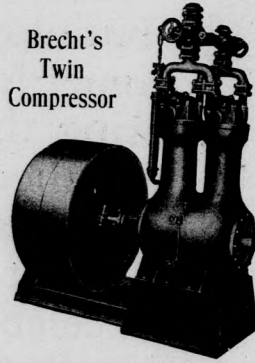
### Wholesale Hardware

10 and 12 Monroe St. :: 31-33-35-37 Louis St.  
Grand Rapids, Mich.

## Boosting Another Man's Game!

ARE you doing so by using ice for refrigeration? This expense may be avoided. Marketmen all over this country are realizing that ice for refrigeration is an expensive item in the conduct of their business. YOU CAN REDUCE expenses by installing AT ONCE

Brecht's  
Twin  
Compressor



### Brecht's Enclosed Brine Circulating System

If you wish to cut down your ice bills investigate our System—the economical, practical and simple method of artificial refrigeration. A few hours operation each day is sufficient to maintain a lower temperature, at MUCH less expense, than if ice were used.

Write us for complete information at once.

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THE BRECHT COMPANY  
ESTABLISHED 1853

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1201-1215 CASS AVE., ST. LOUIS, U. S. A.  
New York, Denver, San Francisco, Cal., Hamburg, Buenos Aires

# ROBIN HOOD AMMUNITION

NOT MADE BY A TRUST

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



for the overhead and track appliances, including tie plates and angle plates and the steel sheathing of cars. A coating consisting of 100 lead and 1 tin suits most conditions, as it is very pliable as well as very resistant, but various alloys of lead, tin and zinc may be employed according to the use to which the treated article is to be put.

**Display, and Price Tickets Sell Goods.**

Many stores are so prim and neat in the arrangement of goods that there is little or no inducement to buy. This may read like a paradox, but the point is that, while neatness and cleanliness are to be recommended, the goods must be so displayed and ticketed that they will induce purchases. When goods are on the shelves or under the counter, where they can not be examined or seen, people will only buy what they come for.

If displays can not be made on the counter, then a table or some other stand should be set apart for making seasonable displays of goods, with price tickets on them. These displays should be changed every two or three days.

By pursuing this policy you will find that customers, as soon as they have made their regular purchases, will examine these displays to see what you have new to offer, and many sales will be made which otherwise would have been lost.

The important thing in these displays is the price ticket. An article without a price ticket will win attention only from the person who is in urgent need of that particular article at that particular time. With a price ticket it will get attention from ten times as many people.

People do not care to ask the price of an article unless they really need it. Price tickets make the law of suggestion work for, not against, the merchant. Price tickets make selling easy. No matter how tempting an article may be, it is seldom strong enough to overcome the repugnance people have to asking prices.

This mental attitude on the part of buyers is caused through a fear that the price may not suit their pocketbook. If a low price is quoted, an unfavorable opinion of the goods is sometimes formed. The price ticket, to a great extent, eliminates this defective mental disposition.

When goods are price-ticketed there is often created a desire to enquire further into their merits. The enquiry thus created by the price ticket generally leads to a sale. The matter of display and price tickets is worthy the serious consideration of the merchant.

**Device For Cutting One's Own Hair.**

A foreign inventor has patented a device which, it is said, will enable any man to cut his own hair. It consists of a comb attachment that may be placed upon any razor. The hair is then combed with the razor, which cuts off the ends of the hair at precisely the right length.

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

Active work has begun on the roadbed for the Ft. Wayne & Toledo electric line between Ft. Wayne and Bryan, Ohio. It is expected to have the road in operation within nine months.

The school census just completed at Terre Haute shows a gain of 730 children over last year.

B. E. Gates, Samuel Tremby, A. B. Mosher and John Gates, of Columbia City, will operate extensively in onions this season. A large storage house will be built at Etna Green, which will be in charge of John Gates. A. B. Mosher will do the buying.

The Danville Canning Co. has been incorporated at Danville with \$25,000 capital.

The Beaver Valley Canning Co. has been formed at Morocco, with \$10,000 capital.

Thos. Nugent will build a tomato cannery at Medora. He has formed a company with \$10,000 capital.

Kendallville will build a hospital on the hill near Bixler Lake, the building costing \$10,000.

Evansville is the home of over 200 traveling salesmen.

The cigar business of the late Fred Schneider, at Ft. Wayne, will be continued by Mrs. Schneider.

The Wabash Railroad has completed its new freight terminal at Ft. Wayne.

The Imperial Manufacturing Co., of New York, maker of sewing machines, is considering a change of location and prefers a city within a certain radius of Chicago. The Frisco lines are trying to locate the plant in Evansville.

Clean-up Day was a decided success in Mishawaka. Even the Lake Shore Railroad co-operated in the work, sending a work train with forty men to bring dirt and cover up the rubbish along West Front street.

The new Foster Park at Ft. Wayne will be dedicated July 4.

A sanitation campaign has opened at Ft. Wayne, with careful inspection of alleys and backyards, and violators of the city ordinance will be prosecuted. Almond Griffen.

**Manistee Forging Ahead in Good Shape.**

Manistee, May 6—In my work today I talked with Harry J. Aarons, of Manistee, and he mentioned the time you came here to address the business men. He wanted to call your attention to some of the following things which have been accomplished here since the time mentioned above:

A new Masonic Temple, which will open in about thirty days, which is considered the finest in the Middle West.

A live Board of Trade. New postoffice building, costing \$90,000.

Four hundred and fifty thousand dollars appropriated for river and harbor improvements.

New power dam on the Big Manistee River to supply abundance of power and which is about ready to be put into use.

Manistee has more paved streets, per capita, than any other city in Michigan.

The Manistee Iron Works will employ over 500 more men than they are at present employing.

Mr. Aarons deserves favorable mention on his new clothing store. He built and owns the building, which is a fine one, with a central corner for a location. The interior arrangement is ideal and the fixtures are in every detail and department the most up-to-date obtainable. The traveling men tell him that it is the finest clothing store of its size in the country, and I believe it, for he certainly has not left a stone unturned to make it as nearly perfect as possible. C. H. Perkins.

**The Alluring 5 Per Cent.**

Many buyers make the mistake of purchasing a larger amount of goods than they actually need when the seller offers them an extra 5 per cent.

Other buyers, in an effort to purchase goods at an advantageous price, buy less than they need of some particular line when they are refused an extra 5 per cent.

Both of these classes of buyers are wrong in their methods; the first named type often lose money because they overstock themselves and the second fail to make as much money as they might because they are understocked.

This "extra five" business is a rock

on which many buyers' hopes are wrecked. Buy all that you need and no more than you need, at the very best possible price, regardless of the discount. Five per cent. does not cut any ice when you have a demand for goods and can not supply it, or when you have a lot of goods and can not sell them.

**A Good Investment**  
**PEANUT ROASTERS**  
**and CORN POPPERS.**  
 Great Variety, \$3.50 to \$350.00  
**EASY TERMS.**  
 Catalog Free.  
**KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.**

**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

**IMPLEMENT DEALERS**

**Bryan, LeRoy & Burch Plows, Cutaway Harrows**

Now is the time to get busy. Let us give you some real help in boosting business. Write today for information and catalog of line.

**Brown & Sehler Co. Grand Rapids, Mich.**

**A. T. Knowlson Company**

WHOLESALE

**Gas and Electric Supplies**

Michigan Distributors for  
**Welsbach Company**  
 99-103 Congress St. East, Detroit  
 Telephones, Main 2228-2229  
 Ask for Catalog

Near Wayne County Bldg.



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

full confidence by your support and valued influence.

John A. Hach, Jr.

**Commend the Candidacy of Grand Secretary Richter.**

Traverse City, May 6—We, the undersigned, wish to again bring to your notice Brother Fred C. Richter as our candidate for re-election to the office of Grand Secretary of Michi-



gan U. C. T. Having served two years in this capacity with a record that has never been surpassed, we do not hesitate in asking the co-operation of every United Commercial Traveler in the State, and we believe that every subordinate secretary who has worked with Brother Richter will heartily endorse his re-election. We believe that this office is the most important of the Grand offices and that a competent officer should be retained.

Fraternally yours,  
 L. D. Miller,  
 Adrian Oole,  
 Ray Thacker,  
 Campaign Committee.

**Some Peculiarities of the Drummer.**

Drummers are omnipresent, omniscient, positive, persistent, garrulous and occasionally sarcastic. Likewise adroit, tactful, optimistic, and, if need be, insolent. They wear up-to-date raiment, smoke good cigars, assure everybody "our house leads all competitors," pay their bills as if dollars were brown leaves, play pitch and poker as if they were professionals, can time a horse race, make a stump speech, lead in prayer, or discuss the tariff like a politician. Also when it comes to the fine art of evasion or argument, can lie longer, louder, faster, more convincingly, dive deeper, swim farther and come out drier than the advance agent of a circus!

Drummers demand "The best room you have" of the landlord, but take what they draw without a yip, eat supper, write orders and wifey, play pitch or bid whist until 11 p. m., say call No. — at 6:15, retire, sleep sound, snore loud, arise with a leap, wash a little, dress quickly, pocket what matches are in sight and descend to eat again. They bolt breakfast, pay without a grumble, charge the house 50 cents extra for bath, light a two-fer, hike for the train, skim the morning paper, then start a game of pitch, assuring the other fellow they are soft marks and will get skinned.

When the next town is reached they are first off the train, tell the baggage mover to "get busy now 'n' hustle that trunk down to D. S. & M.'s store P. D. Q." And unless the buyer is steel clad, nickel plated and flint hearted will land him for about four times the goods he needs. Drummers have many good qualities including some nobody but a wifey sees, but we shall not mention those now, for business is a little off, hats cost money, and we deem it ill-advised to say things that will inevitably quadruple the hat business. Then again the one thing a drummer does not need is enlargement of the cranium. We like the boys immensely, however, by reason of their morning sunshine optimism, all around ability to do everything, extract sunshine from cucumbers, hear larks singing in cloudy skies, and persistent efforts to push the gospel of "my city," "our line of goods," and "cheer up, the worst is yet to come" far and wide. And these things are about the only gospel they do spread.

It is related that one of them arriving at the Golden Gate and looking St. Peter over critically, thus freed his mind:

"Say, Pete, old sport," he said benevolently and slapping him on the back, "I've heard about you all my life and what an important man you were. But your togs are all out of style, you need a hair cut and whiskers trimmed, your halo is too big and sandals are no longer worn except by fat legged ballet girls posing for cigar box pictures. Don't mind my freedom of speech," he added, proffering St. Peter a cigar, "it's a way I have. Now if you'll visit a barber and order a new suit this afternoon, I'll tip off a few of the boys who have gone

in ahead of me, we will buy a quart of red eye, start a game of poker, and give you the best time you have had since Adam began earning an honest living. And I've got a few new stories that will jar you!"

It is also related that St. Peter immediately fainted dead away.

"What's the matter?" asked the barber; "anything wrong?" "I should say so," answered the victim. "This is the worst scrape I ever got into!"



**Tanglefoot**

The Original Fly Paper

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

**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.

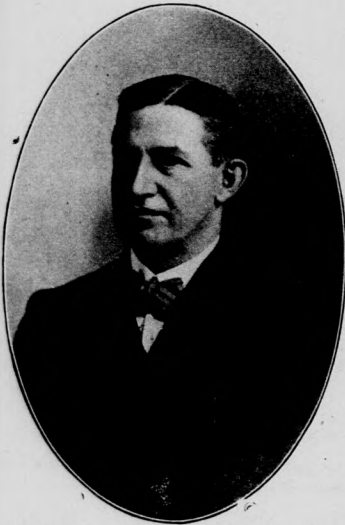
MADE ONLY BY

**Walter Baker & Co. Limited**  
 DORCHESTER, MASS.

Established 1780

**Mr. Hach Shies His Hat in the Ring.**

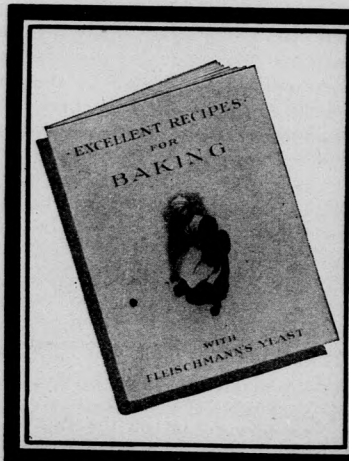
Coldwater, May 6—I come to you at this time with the announcement of my candidacy for the office of Grand Secretary, subject to the will



of the convention at Bay City in June.

My candidacy for this honor is not the result of personal ambition alone, nor is it without regard and due consideration for the best interests of the order at large, but it is the result of careful and deliberate consideration of suggestions held out to me as being in keeping with a rule established by former conventions against perpetuation in office.

The present incumbent, now serving his third term, by virtue of which he is entitled to all the honors of the Grand Lodge, leaves the field for others who may aspire, and it is this fact that has induced me to enter the field and I trust you will accept my candidacy in the spirit in which it is entered and that I may share your



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

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

**Jim Goldstein Rouses From His Long Lethargy.**

Ludington, May 7—Enclosed find a few items, which wouldn't surprise me if you blue penciled. Have been very busy since here, and to add to my troubles Mrs. Goldstein has been in bed, being ill since her arrival here, but I am glad to say she is doing very nicely and will be up in a day or so. Regarding the business, the many kind words I received on leaving Grand Rapids (even if they did make me blush) seem to have given me courage and confidence in myself, which to date I haven't misplaced—in myself. Seems when a fellow works hard, puts lots of enthusiasm into his work and plenty of confidence mixed with a square deal one can't help but make good at anything—with the possible exception of newspaper work and singing. Can't say that I have all the above qualities, but would more than make good if I had. I really miss our weekly visits, if only for a short time, and hope to see you soon for another visit.

We are nearly all settled—not the bills, but the furniture—which I am very thankful for. You will have to excuse my pencil, as I can not find the ink and I am afraid to ask Mrs. G. where it is for fear I may have to unpack something to get it. One nice thing about Ludington is the Sundays. They are about forty hours long, which gives me a regular day for myself besides a few hours for devotional exercises, etc.

Much ado in one of the Grand Rapids dailies about placing the Bible in the public schools. Those who are in favor of this would be just the kind of people that would force a few of the best of us to eat pork against our will.

We feel as though we were living up to our pre-managerial promises by giving all of our 2,000 traveling friends an order, judging by the way the bills are rolling in.

What seems so strange to us is the fact that, although we have moved away from the city that "knows how" (but doesn't always do it), the granting of building permits shows a decided gain.

The following traveling men who make their headquarters in Grand Rapids paid us a visit during the week: Shellman, Braach, Ruth and Seymour. And to think these lowly traveling men had the temerity to call us by our first name!

Reports from Manistee state that the giant Dutchman, Louie Firzloff, who was seriously ill, is able to be out and around again although unable to assume his duties on the road. The trout season opened up May 1.

The columns in this paper edited by Mrs. Ryder and her two children begin to look like the baseball columns on a sporting page.

Much as we would like to roast Manager Fred Read, of the Stearns Hotel, we will not do so, as Fred is one of our good customers.

Judging by the quantity of news in News and Gossip column last week the boys must be helping the

Ryder brothers as much as they did us when we were on earth.

We wish to thank the assistant manager of the Tradesman for the clipping sent us. At least one from down home remembers us, who has no wares to sell.

J. B. McLain (National Biscuit Co.), who resides in Manistee, devotes about 2½ per cent. of his valuable time to us on Friday.

In Ludington they have a youngster with an inventive turn of mind, one James Rye, Jr. When James wishes to tie his dog so he won't run away he ties a string to the dog's tail and fastens the other end of the string to the dog's collar. The dog may do a "Dervish dance," but never runs away.

And they expect to develop a few Ty Cobbs in Ludington this year.

At the Hotel Stearns a short time ago were five "New Yawk" traveling men at the same table. We knew they were from "New Yawk" by the way they gargled their soup.

Forest Dickerson, erstwhile traveling man, now bloated President of the Ludington baseball team, is making great preparations to place Ludington securely on the map of baseball-dom.

Faithful Freddy Richter always finds time for a short visit with his friends—and gets the necessary amount of business to draw down the stuff that jingles in the pocket besides.

In a recent issue the reporting Ryders mentioned a few of the presents that we received before we left to serve our life sentence in Ludington. Right now let us remark that we would rather receive gold buttons, signet rings and umbrellas now than posies after the final clamps were pulled on our breathing.

We are not yet so crusted that we wouldn't be pleased to see any of our old friends who happen to be in Ludington.

Even at a distance we would like to see 500 members for 131. Why wait a year to start?

Over 400 members in Grand Rapids Council! Of this grand total we have heard from the magnificent total of one, aside from the few that called.

To our good friend, Chas. Perkins, of D. M. Amberg & Co., who recently collided with one of Ben Hanchett's cars:

Sticks and stones  
Will break my bones.  
In my life I've received many scares;  
But just a jar  
From Ben's street car—  
Only forty dollars for auto repairs.  
J. M. Goldstein.

A Kalamazoo correspondent writes: Kalamazoo's large paper mill colony has just been increased by the arrival here of P. H. Prebles, of Chicago, who has joined the sales force of the Monarch mill. He is an experienced paper man, having for years been buyer for one of the large printing houses of Chicago, and is regarded by the Monarch people as a valuable acquisition to their selling department.

**Greetings From the Crickets.**

Battle Creek, May 6—Clarence L. Burgedefer has just returned from a short trip of shoveling sunshine, in his original and inimitable manner. The next three weeks will be spent in engagements in nearby towns, after which he leaves for the South to fill twenty-six Chautauqua dates for the Alkahest Bureau of Atlanta, Ga. He will then go to Des Moines, Ia., where he has fifty dates with the Midland Lyceum Bureau in Chautauquas. The only trouble with Clarence is that he is away from home so much that we do not get as much benefit from his smile and good cheer as we would like. Well, anyway, we are glad that our Council can boast of such a member.

Battle Creek has a neat and novel store which has recently been opened at 93½ Main street west. We refer to the McKay grocery. F. S. McKay is one of the old timers in the grocery business, having conducted stores on Calhoun and also on Main streets. He has made this branch of business a study for many years, and one of the outgrowths of his fertile mind is a store without counters. Goods are displayed on shelves in the usual way, but instead of having much room taken up with counters, he has wide counter-shelves on either side of the store, with scales, paper rolls and accommodations for wrapping packages. This innovation will undoubtedly be copied by other merchants, as much floor space is saved, and a larger number of customers can be waited upon with greater ease.

At one of the recent meetings of Battle Creek Council, U. C. T., No. 253, the following poem (with slight change) was read. The author, Chas. H. Spencer, was elected to the office of Senior Counselor last year, and filled this honor with credit to himself and the order until the time of his moving to his present home at Peoria, Ill. He still retains his membership and the boys are always glad to hear from him. Not only was Charlie a hard working, capable member and officer, but Mrs. Spencer and the children were always in earnest when anything was needed to make the occasional social functions a success. We regretted very much to have Brother and Sister Spencer and family leave us, but they still have our best wishes wherever they may be. Here is the poem:

"Backward turn backward oh Time in your flight,  
Place me in Battle Creek just for a night.  
I'm lonesome and blue and all in the dumps.  
For next Saturday night is the third in the month  
And the boys will be gathering in the U. C. T. hall  
And I'd like to be there to shake hands with them all.  
There's George Steele and John Adams and Norm Riste, too  
Al Henslar, Mark Blakeslee, Chas. Foster, and a few  
Of the loyal old guard who always are there  
To look wise and give counsel in all the affairs  
Of the Order, right or wrong as it may.  
They each speak their piece and then vote George's way  
For he is the boss and why shouldn't he be?  
For it's well understood he owns the whole U. C. T.  
He's Secretary, too, and gets all the mon.  
And the crusty old Devil, he wants all the fun.  
Wont let anyone else sign any of the checks

But then it's George Steele, so what would you expect of a man who's so steeped in Unity, Charity and Temperance  
That of other religions he has scarce a remembrance.  
As I sit at my ease and with fond retrospection  
Think of the past years, I can see the reflection  
Of many good deeds done by Two-Fifty Three—  
Their benevolence, Charity and it still seems to me  
I can see everything good in the old U. C. T.  
The face of each member I have in my mind  
And for their shortcomings an excuse I can find.  
There's one tall, stately fellow, you all know whom I mean,  
If he were a girl, to me it would seem  
To worry a bit, he'd have very good grounds  
For since he's been married, he doesn't come down.  
But if his excuse you wanted to know  
Just go to his home, he'd be delighted to show  
His highest ambition, best you ever saw  
So here's good Health and Happiness to little Miss Bronaugh.  
One crusty old duffer who's there once in a while  
If I'd mention his name it would cause you to smile.  
Tradition so says that once on a time  
To the Governor's chair he attempted to climb;  
He's a popular man in every one's eye  
This same good old fellow, this same Charlie Dye,  
'His friends they are numberless, his enemies few'  
He's a friend to you all, even me, even you.  
There's one whose delight 'tis wild animals to tame  
He's there with the goods too, Frank Maltby's his name.  
Lynn Johnson, Schoonmaker, Clarence Whipple, Ed McGee,  
As loyal good fellows as ever you'd see.  
I feel quite forsaken, it make my heart sick  
To think of the friends back in old Battle Creek,  
So whoop 'er up boys, with might and with main  
And whoop 'er again, and again, and again  
Keep boosting the town, and all of the folks  
Hurrah for the Hub, to H-1 with the spokes."

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

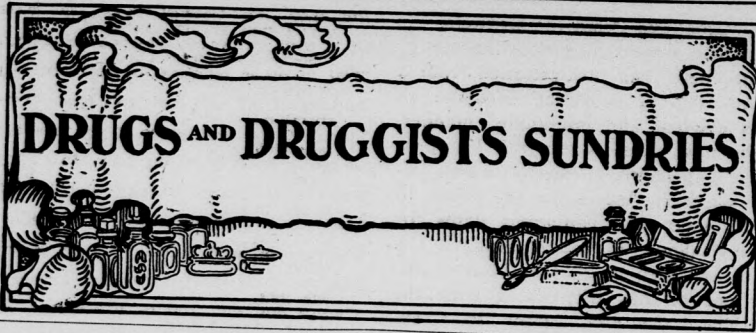
Buffalo, May 8—Creamery butter, 29@32c; dairy, 22@28c; poor to good, all kinds, 20@22c.  
Cheese—Fancy, 17c; choice, 16@16½c; poor to good, 10@15c.  
Eggs—Choice fresh, 20@20½c.  
Poultry (live) — Turkeys, 18@20c; cox, 11@12c; fowls, 16@17c; ducks, 18@20c; geese, 12½@14c.  
Beans — Red kidney, \$2.25@2.40; white kidney, \$2.75@2.95; medium, \$2.70@2.75; marrow, \$2.90; pea, \$2.65@2.70.  
Potatoes—\$1.30@1.35.

Rea & Witzig.

The East End Plumbing & Heating Co. has engaged in business with an authorized capital stock of \$1,000, which has been subscribed, \$132 paid in in cash and \$178 in property. The stockholders and the number of shares held by each are as follows: A. F. Volette, 33⅓ shares; Charles Lang, 33⅓ shares, and O. E. Munn, 33⅓ shares, all of this city.

If home is to be considered a place only for eating and sleeping in, a boarding house or a hotel would serve the purpose equally well. With home we associate consideration, truthfulness and a thousand other beautiful things. Given these and home is the most sacred place on earth and a fit type of heaven.

About the poorest policy that we know of is to see a man totally blind and deaf to the welfare of a friend until death calls, and then have him try to square his conscience by heaping flowers upon the coffin.



**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. M. Faulkner, Delton.

**Michigan Retail Druggists' Association.**  
 President—D. D. Alton, Fremont.  
 First Vice-President—J. D. Gilleo, Pompano.  
 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, Hamlin; D. G. Look, Lowell; C. A. Bugbee, Traverse City.  
 Next Meeting—Muskegon.

**Michigan State Pharmaceutical Association.**  
 President—E. W. Austin, Midland.  
 First Vice-President—E. P. Varnum, Jonesville.  
 Second Vice-President—C. P. Baker, Battle Creek.  
 Third Vice-President—L. P. Lipp, Blissfield.  
 Secretary—M. H. Goodale, Battle Creek.  
 Treasurer—J. J. Wells, Athens.  
 Executive Committee—E. J. Rodgers, Port Huron; L. A. Seltzer, Detroit; S. C. Bull, Hillsdale and H. G. Spring, Unionville.

**Grand Rapids Drug Club.**  
 President—Wm. C. Kirchgessner.  
 Vice-President—E. D. De La Mater.  
 Secretary and Treasurer—Wm. H. Tibbs.  
 Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

#### Logical Outcome of the Cut Rate Drug Store.

Our profession, one of the most ancient on earth, dating as it does from the time of the Pharaohs, one of the noblest allowed by time and circumstances away and beyond any of its sister crafts—for what science or art can be applied to better use than the healing of human ills?—is being prostituted and driven to a premature grave.

In mediaeval times the pharmacist occupied the highest position attainable. In the eyes of a social and educational congregation, he reigned supreme by reason of his knowledge and power. His ability or integrity was never questioned; his work never criticised. Everywhere he was received with the respect due to the dignity of his accomplishments. Kings and queens delighted to honor him—princes, peers and peasants alike held him in awe by reason of his erudition.

The march of civilization brought about in its train the evolution of many subsidiary sciences, such as medicine, botany, analysis, etc., many of these latter being the parents of others in their turn, as medicine is the mother of surgery.

Pharmacy has been the progenitor of all, yet paradoxical as the remark may appear, it is to-day subservient to its entire offspring.

The younger branches of the parent stem have intermarried with alien crafts and have borne issue less gently bred.

What has been the result?

We have encroached on the privileges of every branch of trade and raised in our midst a hydra-headed monster called the cut rate drug store.

The old-fashioned medicine bottles on display in our stores of old, have been replaced by heterogeneous assortments of picture post cards, patent medicines, hardware, etc., all of which we sell below cost.

At our present rate of progression we may reasonably look to the time when we shall install shoe shining parlors to add to our motley collection.

In a very short time department stores in this country will inaugurate prescription departments, where a chemist will dispense prescriptions at a third of the price we now charge, and prove to skeptical patients that they are getting the highest priced materials.

This lamentable state of affairs exists to-day in other countries, and now is the time for us to prevent its occurring here. I say now, for if it gets a start great difficulty will rise in its checking, if ever it can be prevented. Clever men have endeavored and failed to obliterate this system in foreign countries.

Many have entered the ranks of our profession with noble ideas, but under the strain of temptation have forgotten their ancient heritage. Greed and competition have led to all sorts of abuses, substitution, short weights and even the omission of more or less expensive drugs in the compounding of prescriptions.

The confidence of the public has been irretrievably abused. Standing on a pedestal of honor, our integrity is being attacked. Our golden engraved mottoes, "We Never Substitute" and "Accuracy, Quality and Efficiency Guaranteed," have become as so many empty phrases.

Our degeneration has crept upon us slowly, but surely. It has entangled us so completely that extrication is almost impossible. Indeed, some of us have no desire to return like the prodigal, seeing much more favorable opportunities in the present unhampered system, and prefer to wander into the other man's garden and help ourselves to the fruits of his labors.

Is it not a fact that our modern cut rate drug store is a monument of imitation calculated to deceive?

Is it not a fact that the definition of a lie is "willful deceit?"

Clearer than the first problem of Euclid is the Quod Erat Demonstrandum that we are deceivers of the deepest dye.

Having shown the poison, let me proceed to point out the antidote.

There is a distinction between a druggist and a pharmacist; why not exercise it? Last week, in one country, "Ireland," a druggist was fined \$125 for dispensing a prescription. The advocacy of exclusive pharmacies and exclusive cut rate drug stores will lead to as much success and more safety for everyone concerned.

Is it not true that we have cheated ourselves of our birthright? Have we not jeopardized the heirloom of dignity bequeathed us by our progenitors?

Guilty or not guilty, gentlemen?

The genial Roman satirist, Horace, wisely said: "Nesutor ultra crepidam," "Let the cobbler stick to his last."

If we have any reverence for tradition; if we are to keep our business honor secure from the canker of commercialism, let us cry "peccavi" for the past; let us make preparation for the future; let us be animated with lofty purposes and high ideals, and let us ever and always remember that, even in this utilitarian age, professional honor and dignity should be our noblest aim.

Barry Murphy.

#### Plans Druggists Can Adopt To Promote Prosperity.

Along about this time of year a window devoted entirely to the soda fountain is excellent. You can have a background of jugs of syrup, then jars of fruits, some fresh fruits, whatever may be available, daintily arranged. Soda straws may be used in a variety of ways as decorations. Do not forget the fresh eggs. There should also be things suggestive of sundaes and ice cream. Placards of course will help tell the story.

Getting Ready to Quench Your Thirst.  
 Only the Freshest and Best Materials Are Used at Our Fountain.

At this season of the year a timely display might be made up of goods appropriate for the housecleaning. Ammonia, borax, chloride of lime and other disinfectants, soap, sponges, chamois, rubber gloves—anything that might be called for along this line. A placard or two will help the display, such as:

Cleaning Up Time  
 Let Us Help.  
 Make the House Cleaning Easy.  
 The Things That Lighten Labor Are Here.

It is astonishing what fine effects are produced by a window filled with boxes of the choicest candies, round, square, oblong, encased in fluted paper tied with satin ribbon and bearing a silver or gold seal. A dash of color is given by using red apples, golden oranges, or some other bright colored fruit. This display does not

cost a cent, but requires a designer or somebody having a natural taste and a keen eye for form and color contrast.

When you combine color in your window display be sure that you use colors that do not fight each other. If your windows are worth anything to anybody they are worth most to you. Let the theatrical people find room somewhere else for their parer.

Neatness in the arrangement of goods is a thing that always implies freshness. A box nearly empty, a few odds and ends of cartons or boxes of confectionery or other goods, creates exactly the opposite effect. However modest the display, make the space for it accordingly and keep it filled. If my olfactory and ocular senses do not deceive me, there is much room for improvement around the ordinary soda fountain. Hammer it into the boys in all parts of the store; neatness, neatness, neatness.

Live With  
 A  
 Lively Liver.  
 Use Our Dandelion Pills.

Dr. Woods Hutchinson says: "The problem of whether life be worth living—emphatically depends upon the metabolic integrity of our hepatic cytoplasm."

If you feel that way try our  
 Liver Pills.

A good sign to put near the door:  
 We thank you for this call and  
 hope you will come again.

#### Retaliation.

Little Boy—I want a dose of castor oil.

Druggist—Do you want the kind you can't taste?

Little Boy (anxious to get even)—  
 No, sir; it's for mother.

#### A Common Ailment.

Giles—Pecken had a bad case of matrimonial dyspepsia.

Miles—How's that?

Giles—His wife doesn't agree with him.

A full stomach often makes an empty purse—except for the doctors.

## FOR SALE

Complete set of

### Drug Store Fixtures

including a good Soda Fountain which is nearly as good as new. Will sell fixtures or fountain separate. Bargain if taken at once. Phone or write

M. J. O'BRIEN.  
 174 Ravine St.  
 Battle Creek, 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.

WHOLESALE DRUG PRICE CURRENT

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

Table listing various oils and other products, including sections for Oils, Paints, and other medicinal substances.



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.

# GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Wheat		Cheese	
Flour			
Hay			
Beans			
Fruit Jars			
Plug Tobacco			

## Index to Markets

By Columns

A		B		C		D		E		F		G		H		I		J		K		L		M		N		O		P		Q		R		S		T		U		V		W		X		Y															
Ammonia	1	Axle Grease	1	Baked Beans	1	Candles	1	Dried Fruits	6	Farinaceous Goods	6	Gelatine	7	Herbs	7	Jelly	8	Maple	8	Nuts	4	Olive	8	Pickles	8	Rice	9	Salad Dressing	9	Seeds	10	Shoe Blacking	9	Snuff	9	Soap	14	Soda	10	Spices	10	Starch	10	Syrups	10	Table Sauces	10	Tea	10	Tobacco	11, 12, 13	Twine	13	Vinegar	13	Wicking	13	Woodenware	13	Wrapping Paper	13	Yeast Cake	14

CHEWING GUM		CONFECTIONS		Sweet Goods	
Adams Pepsin	55	Stick Candy	55	Animals	10
American Flag Spruce	55	Standard	55	Atlantics	12
Beam's Pepsin	55	Standard H H	55	Atlantic, Assorted	12
Best Pepsin	55	Standard Twist	55	Avena Fruit Cakes	12
Black Jack	55	Jumbo, 32 lb.	9	Bonnie Doon Cookies	10
Largest Gum (white)	55	Extra H H	11	Bonnie Lassies	10
O. K. Pepsin	55	Boston Cream	14	Bonnie Shortbread	20
Red Robin	55	Big stick, 30 lb. case	9	Brittle	11
Sen Sen	55	Mixed Candy	7	Brittle Fingers	10
Sen Sen Breath Perf.	1 00	X L O	7 1/2	Bumble Bee	10
Spearmint	55	Conservative	8 1/2	Cartwheels Assorted	8 1/2
Spearmint, jars 5 bxs	2 75	Ribbon	14	Chocolate Drops	17
Yucatan	55	Cut Leaf	8 3/4	Chocolate Drop Centers	18
Zeno	55	Leader	8 3/4	Choc. Honey Fingers	16
		Kindergarten	8 3/4	Circle Honey Cookies	12
		French Cream	11	Cracknels	16
		Hand Made Cream	10	Cocoanut Taffy Bar	12
		Premio Cream mixed	17	Cocoanut Drops	12
		Paris Cream Bon Bons	11	Cocoanut Macaroons	18
				Cocoanut Hon. Fingers	12
				Coffee Cakes	12
				Coffee Cakes, Iced	12
				Cumpets	10
				Diana Marshmallow	16
				Dinner Biscuit	25
				Dixie Sugar Cookies	9
				Domestic Cakes	8 1/2
				Eventide Fingers	16
				Family Cookies	8 1/2
				Fig Cake Assorted	12
				Fig Newtons	12
				Floral Cakes	12 1/2
				Fluted Cocoanut Bar	10
				Frosted Creams	8 1/2
				Frosted Ginger Cookie	8 1/2
				Fruit Lunch, Iced	10
				Gala Sugar Cakes	8 1/2
				Ginger Gems	8 1/2
				Ginger Gems, Iced	8 1/2
				Graham Crackers	8
				Ginger Snaps Family	8 1/2
				Ginger Snaps N. B. C.	8
				Ginger Snaps N. B. C.	8
				Hippodrome Bar	10
				Honey Cake, N. B. C.	12
				Honey Fingers As. Ice	12
				Honey Jumbles, Iced	12
				Honey Jumbles, Plain	12
				Honey Flake	12 1/2
				Household Cookies	8
				Household Cookies, Iced	8
				Imperial	8 1/2
				Jonnie	8 1/2
				Jubilee Mixed	10
				Kream Klips	25
				Leap Year Jumbles	18
				Lemon Biscuit Square	8 1/2
				Lemon Thins	16
				Lemon Wafer	16
				Lemona	16
				Mace Cakes	8 1/2
				Mandalay	10
				Mary Ann	10
				Marshmallow Coffee	8 1/2
				Marshmallow Walnut	16 1/2
				Medley Pretzels	10
				Molasses Cakes	8 1/2
				Molasses Cakes, Iced	9 1/2
				Molasses Fruit Cookies	11
				Molasses Sandwich	12
				Mottled Square	10
				Oatmeal Crackers	8
				Orange Gems	8 1/2
				Orange Sponge Layer	18
				Penny Assorted	8 1/2
				Peanut Gems	16
				Pieapple Wafer	11 1/2
				Pretzels, Hand Made	9
				Pretzettes, Hand Md.	9
				Pretzettes, Mac. Md.	8
				Raisin Cookies	10
				Raisin Gems	11
				Raspberry Cakes	12
				Revere, Assorted	14
				Rittenhouse Fruit	12
				Royal Dawn Mixed	10
				Royal Lunch	8
				Royal Toast	8
				Rube	8 1/2
				Shortbread Squares	20
				Spiced Currant Cakes	10
				Spiced Ginger Cakes	9
				Spiced Ginger Cks Iced	10
				Sugar Fingers	12
				Sugar Cakes	8 1/2
				Sugar Crimp	8 1/2
				Sugar Squares, large	9
				Sultana Fruit Biscuit	16
				Sunnyside Jumbles	10
				Superba	8 1/2
				Sponge Lady Fingers	25
				Triumph Cakes	16
				Vanilla Wafers	16
				Wafer Jumbles cans	18
				Waverly	10
				Albert Biscuit	1 00
				Animals	1 00
				Arrowroot Biscuit	1 00
				Baronet Biscuit	1 00
				Bremmer's Butter	1 00
				Wafers	1 00
				Cameo Biscuit	1 50
				Cheese Sandwich	1 00
				Chocolate Wafers	1 00
				Cocoanut Dainties	1 00
				Dinner Biscuits	1 00
				Faust Oyster	1 50
				Fig Newton	1 00
				Five O'clock Tea	1 00
				Frotana	1 00
				Fruit Cake	3 00
				Ginger Snaps, N. B. C.	1 00







# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

### AUCTIONEER

Stocks of merchandise quickly converted into cash by my special auction sales methods. I obtain highest possible cash prices. Terms reasonable. Sales anywhere in the United States. Bank references.  
Geo. P. Dykman, Auctioneer, No. 301 Allentown National Bank Bldg., Allentown, Pa.

For Sale—An old-established restaurant, or will sell fixtures and rent building. A bargain for the right party. Lock Box 124, Hartford, Mich. 147

For Sale—Best long established exclusive grocery in Owosso, Michigan. Splendid location, finest clean stock and trade. A better opportunity cannot be found anywhere. Address Grocer, Box 398, Owosso, Mich. 152

For Sale—New stock of general merchandise, cleared \$2,500 last year. Chance to make more this year. Good reason for selling. Address No. 151, care Tradesman. 152

Good paying gent's clothing and shoe business, most prosperous town in Western Michigan, population 2,000. Two large factories employing 700 men. Good farming community. Good reasons for selling. Stock and fixtures invoice about \$7,000. Will sell building cheap. Address No. 150, care Michigan Tradesman. 150

For Sale—Indiana drug store; \$12,000 year sales; write for particulars. W. Bryan, Idaville, Ind. 149

For Sale—In British Columbia, 110,000, 000 feet white spruce transportations. \$30,000, 1/2 down. Tibbits & Lewis, Milinocket, Maine. 148

For Sale or Exchange—For clear or income property, the Mosher house, Hillsdale, Mich.; 45 rooms, furnished and doing a big and paying business; owner must go into a manufacturing business and will sacrifice; price \$18,000, inc. \$6,000 equity \$12,000. Harmar Kates, Hillsdale, Mich. 146

For Sale—Good factory building, suitable for any small manufacturing business, also good place for steam laundry or a splendid opportunity for opening garage and automobile shop. Equipment; steam power, steam heating, electric light. Location, business center of city, corner lot. Will sell at a bargain. Address P. O. Box 104, Menominee, Mich. 144

For Sale—Nearly new machinery cheap. 24 in. Double surface planer and matchers, 4 Shimer heads. Variety lathe, chucks and tools. Vertical boring machine, adjustable table, surface sander iron frame. Steel shafting and boxes 1 15-16. Fare from Grand Rapids to Hastings allowed to see it. Address Sylvester Greusel, Hastings, Michigan. 140

Popcorn Crispettes—Stop here. Write me a letter for the story of my success with popcorn crispettes. It's a great reading. The great big pictures illustrating my story are interesting. No matter what you are planning or what advertisements you've answered, get my story anyhow. Unless you can make better than \$500 a month, you'll be mighty glad you sent for it. H. W. Eakins made \$1,500 first month in Louisiana on my proposition. The crispette business is a great thing—a wonderful moneymaker. Now is the best time to start. I tell you how—show you how to get in right. Write me now—just a line. You'll never regret it. Address me personally. W. Z. Long, 67 High St., Springfield, Ohio. 138

For Sale—Stock dry goods, shoes and ladies' ready-to-wear. Best location. Good established trade. City 10,000 population, 25 miles interurban electric road. Address Samuel Hart, 800 and 802 S. Square, Marion, Ill. 137

For Sale—Hotel, brick building, located in Central Southern Michigan on L. S. & M. S. Ry. Excellent business location, fine established reputation. Twenty large airy rooms, well lighted, well furnished throughout. Electric light and gasoline lighting plant. Large lot. Value of stock \$1,000; value of fixtures \$3,000; value of lot \$2,000; building at least \$13,000. Price for everything \$13,000. Terms \$8,000 down, balance on easy terms. First-class town, up-to-date in every particular. Address F. P. Ellis, Local Agent, National Co-operative Realty Company, Bronson, Mich. 136

For sale or trade for merchandise, 80 acres Van Buren Co., in the grape belt, 5 acres grapes, 20 good timber. Price, \$4,000. Robert Adamson, Colon, Michigan. 142

For Sale—Thirty station Lamson package carrier system. We will sell all or any part very cheap. Address W. A. McNaughton Co., Muncie, Indiana. 135

Auctioneers—We have been closing out merchandise stocks for years all over this country. If you wish to reduce or close out, write for a date to men who know how. Address Ferry & Caukin, 440 South Dearborn St., Chicago, Ill. 134

Are you looking for general merchandise business in fine location. Clean stock that for good reasons can be bought for nearly half invoice value? For particulars address 133, care Tradesman. 133

Fine business location and fixtures for lease. Always been occupied by general department store. Dry goods, clothing, shoes, carpets and draperies. Average sales \$80,000 a year. Situated in fine farming community in Eastern Indiana, city of 5,000, with weekly payroll of \$15,000. Only two good stocks in city. Will lease for term of years. No junk shop need apply. This will bear closest investigation. Fine building, best located and low rent. A. S. Kelley, Winchester, Ind. 132

For Sale—One of the finest equipped grocery and meat markets in a city of 12,000 inhabitants, located in Central Michigan in an excellent farming community. Good location and a good trade. A bargain if sold at once. Good reasons for selling. Address X, care Tradesman. 131

For Sale or Exchange—Stock of general merchandise, also store and dwelling. Will make good price for cash or will sell on easy terms or will exchange for desirable Grand Rapids property. Good chance for someone who wishes to get into a paying business. Address W. B. Conner, Shiloh, Mich. 128

Brick store and stock of general merchandise at half value. Good railroad town, Central Michigan. Address No. 127, care Tradesman. 127

For Rent—Store, 523 S. Division street, 22x30, good dry basement under all, right side of the street in heart of business district of south end. Center of railroad trade. Elegant location for anything. For further particulars address or call B. S. Harris, 521 S. Division St., Grand Rapids, Mich. 125

80 acres of the best land in Kent county to exchange for stock of merchandise. Country stock preferred. Wm. N. Sweet, Sand Lake, Mich. 124

For Sale or Rent—A new building 30 x 80, with fine basement, electric lights, furnace, just completed. It is located in a fine business town in good location. There is a good opening for either a furniture and undertaking or bazaar, dry goods and ladies' ready-to-wear clothing. If interested investigate this. It will pay you. Frank Weber, Saranac, Mich. 123

For Sale—For cash, Pringle's variety store, Lead, S. D. Good business, clean stock, no stickers. Population 10,000. Center of gold mining region of the wonderful Black Hills. No crop failures. 115

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

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

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

For Sale—A nice, clean stock of general merchandise, in nice little town in good farming community. Good brick store building, cheap rent. This business will bear the very closest investigation. Good reasons for selling. Address J. E. Kenedy, Excello, Mo. 130

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

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

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—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

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

Merchants! Do you want to sell out? Have an auction sale. Guarantee you no loss. Address L. H. Gallagher, Auctioneer, 334 Indiana Ave., Toledo, Ohio. 96

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

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

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

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

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

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

### HELP WANTED.

Wanted—A sober, industrious sewing machine salesman, for State of Michigan. Address with references, B. F. Whitnall, Saginaw, Michigan. 145

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

### SITUATIONS WANTED.

Young man wishes position as salesman. Can furnish first-class reference. Ten years' experience. Address Salesman, care of Tradesman. 153

Want ads. continued on next page.

## Here is a Pointer

Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

## Michigan Tradesman

## JOHN SMITH'S CLERK.

## What Came of a Helpful Woman's "Sacrifice."

Written for the Tradesman.

There was a scandal in Emmettstown. Emmettstown is not on the map, for it is not a large town, and it wasn't a town at all when the maps now in use were made. It grew up around a couple of sawmills and a stave mill. Anyhow, it was large enough at the writing of this veracious history to hold a scandal.

The scandal was bigger than the town. It seeped out of the exclusive front doors of the lumbermen's houses on the sacred heights of Fine Hill—where the women kept hired girls—ebbed and flowed into highways and byways, and tapped at the windows of the room where the Emmettstown Social Aid Society made red flannel undershirts for the naked kids of Borneo. From this room it spread over the city, like water over the level plain.

Anything in the shape of a scandal that reached the windows of the Emmettstown Social Aid Society nevermore led a precarious existence. It was there and then taken up by the leaders of the society and sent forth upon the world with the hallmark of the truly elect upon it.

Miss Harriet Martha Sibley had hired out! She had not accepted a position, mind you. She had hired out. She had not consented to assist Mr. John Smith in his Bargain Center through a rush week. She had hired out as a clerk in a provision store. She had been obliged to turn her own well-manicured hands to the task of filling her own scarlet-lipped mouth with food.

And in the dear dead days she had been such a love! She had been foremost in charity. The clock of fashion had been set to her toilets. When you saw her walking down Mill street in the sunny afternoon you knew what time it was by the dial of fashion. She had dived with the best of them. She had talked of the lower classes. She had refused to handle any money except bright, new, crisp money, directly from the bank.

And she had hired out. She sold candy by the stick. She weighed prunes by the pound. She accepted any old kind of money the dirty-fingered mill men gave her in exchange for the things they bought. The Emmettstown Social Aid Society always knew it would come to this. There had always been something secretive—something not quite open and above board—in Harriet Martha. Ah, well!

"There's that great lout of a brother lounging about the Mason House bar every day of his life!" ejaculated Mrs. Matilda Swan Gilbert-Morse, who had in the not so very long ago been a cook in a lumber camp. "It is enough to drive one crazy to think of Harriet Martha working her fingers to the bone in that dirty store to supply him with diamonds and sixty-dollar suits."

"And her father!" cried Mrs. Sally Howe-Simpson, who had started in life as maid of all work, and who had

snared a young man with prospects which came true, and who led the talk about the lower classes, and thought anything was good enough for the greasy common people, and who—

"Why, her father is hardly ever out of the house, Mrs. Sally Howe-Simpson said. "He sits there in the front room day and night, and goodness knows who it is that comes up from town to see him. There's hardly an hour when he's not sitting there by the front window shuffling papers or cards. And that poor child losing her youth and her chance in life to bring home those long, black cigars he smokes, and the wine he drinks from the ice-buckets I often see being carried in."

And so Miss Clara Alberts went over to Mrs. Slawson's that evening and told her that Harriet Martha Sibley had hired out to do the heavy lifting at Smith's Bargain Center, and that her brother Bob met her at the corner of the dark alley every night and, with blows and foul words, took her hard-earned money away from her and bought diamonds with it, and spent the rest at the Mason House bar.

And Fanny Yarrell went over to Mrs. Slawson's that very night and told her that Harriet Martha Sibley was working for Smith, and took money out of his cash register as soon as it got dark every night, and took it home to her father, who sat in the front room of the Sibley home and played draw poker with suspicious-looking people who came up from town.

So, you see, by this time they had thinks going some, and Harriet Martha failed to catch the eyes of a single one of the elect whenever she met them on the street. And when a brisk-looking young man from Chicago drove into Emmettstown in a touring car and took Harriet Martha riding over the country with him, the choice spirits of Pine Hill lifted wrinkled hands to accusing eyes and said the thing was not fit to talk about.

"It is not a proper subject for the ears of innocence," declared Mrs. Tyson-Parks, as she worked a red dog on a blue slipper. "I've always thought she never earned all the money them lazy men folks are spending by working in the store," she added as she motioned to the maid to pass the cake to Mr. Carson Tyson-Parks.

"Let the kid alone," said Carson, in his gruff way. "All she's doing is earning a living, and that's what we've all got to do—unless we can snare some other fellow into doing it for us. Besides, Smith needs her. His store is a different joint since she went in there, and he's begun paying on his overdraft at the bank. She's business, that Harriet Martha is. There's more faculty in her little finger than in the whole John Smith family."

And the scandal grew until the women of Pine Hill used to watch out of their windows every morning and night, expecting to see an officer of the law lay a heavy hand on the

girl's shoulders and drag her away, bound hand and foot, to jail. Somehow, in print, all officers of the law have heavy hands, and the style has been followed here.

So one night Richard, the hunch-shouldered husband of the elegant Mrs. Matilda Swan Gilbert-Morse, called that queen of society into the 10x12 room called the library, and thus exposed his hand:

"Matilda, I'm up against it. Lumber is about as valuable as a money lifter as a wax saw. I've got to have credit for \$10,000 in order to stock the camp, and I've got to have credit at the bank for the payroll. Yes, I know you want a new hat and a new diamond ring, and you're going to get them if this loan business comes out o. k. See? Now, you and your clan have been giving Miss Harriet Martha Sibley the backwash of your elegant conversation for a long time, and she knows it. So I want you to give a swarry here and make her the guest of honor."

Mrs. Matilda Swan Gilbert-Morse threw three fits at a time for half an hour, after which time she limped over to Carson with painful movements and a strong atmosphere of camphor and other things which fragile ladies who have been reared in lumber camps affect when the deal is going wrong.

"I'll die first!" she cried, prepared to throw two more fits in the time of one.

"All right," said Carson. "Have it your own way, only I thought I'd tell you that old Sibley has bought out Smith and all the other provision joints in the town and set up something in business which ought to be prosecuted under the Sherman law, if not under the larceny statute. Also, he's bought the controlling interest in the First National Bank, and sent out notices that all overdrafts must be cared for right quick—not soon, but quick."

The chair in which she had reposed her languid person was not half straight enough for the back of Mrs. Matilda Swan Gilbert-Morse.

"Why," she said, "why, why, why—"

"Yes, why, why, why! That girl I'm telling you about knows more about the provision business and banking business than the whole output of the town. She went in Smith's to see what the concern was doing, and why it wasn't doing better. She found out that there were too many stores in town, and her old man's bunched them. She laid aside her glad rags and went up to her dimples in work just to help her father and brother through with this deal. Then, when she found what a snap there was here she sent word to that automobile chap in Chicago to come out here and take over the bank. And he did, and they've got us up against a dead siding with cut fires banked. Oh, yes, you may howl if you want to," he added, as Matilda, etc., etc., etc., made more work for the laundry girl. "You may weep all over the new rugs if you want to, but old Sibley and the young mil-

lionaire Harriet Martha is going to marry have got us down in the mat with our hands tied, and the wheels of his little old town go round no more until they say so."

"Oh, my, oh, my; oh, my!" said Mrs. Matilda, etc., etc., etc.

"And let me convey to you the information, right here," Carson went on, "you'll have to tie the girl up with chains and hitch wild animals to her in order to get her to mix with you again. You think a woman loses cast by working! Now, let me tell you that any business is all the better for a competent woman behind the scenery somewhere. I can run my camp 25 per cent. cheaper if you'll come out and cook for me and you may have to do it. You won't be one, two, three here now, anyway, with the Sibleys running everything."

When Mrs. Matilda, etc., etc., etc., regained consciousness, she was lying on a bed in a blue room, and the Emmettstown doctor was sitting over her. This was the best doctor in the town, and he charged three dollars a visit because he could get it. He was a wise man of medicine. He knew something that would catch breath for Matilda better and quicker than drugs.

"Have you heard," he asked, "that Mrs. Howe-Simpson has sent out invitations for a reception, and that Miss Harriet Martha Sibley is to be the guest of the evening!"

Mrs. Matilda, etc., etc., etc., went against the ropes again and did not come out until after the count of ten. When she did recover she put on her best hat and went over to see Harriet Martha, and was met with a smile. The girl who had "sacrificed her position in society" to help out in a big deal had won, and it was up to the others to assume the grouchy atmosphere. Alfred B. Tozer.

There was a time, after Horace Greeley said it, when "Go West, young man," was a piece of advice generally heeded and in many cases it proved profitable. Following that example, which turned out pretty well, the Southern States are now industriously endeavoring to start the slogan, "Go South, young man," and they have behind them the assurance that there is some sense in what they say. The South to-day offers a very excellent opportunity for business and there are attractive openings. There is an awakening of enterprise and enthusiasm and the Southerners have sense enough to recognize that the infusion of Northern blood will be to their benefit. A feature of it, too, if they realize their ambitions, will be the obliteration of the fast fading sectionalism between the North and the South and in a little while there will be no more feeling there than between the East and the West.

## BUSINESS CHANCES.

Bargains in soda fountain and metal goods. Andrews new wire chairs, \$1.18, 30 inch tables, \$2.85, 24 inch tables, \$2.65, 24 inch stools, \$1.26 inch stools, \$1.10. Michigan Store & Office Fixtures Co., 929-931 Ottawa Ave., Grand Rapids, Mich. 154

Am making \$200 every week with original watch proposition. There's room for you to do the same. H. F. Walker, Box 56, College Station, Texas. 155

## The Elk Shoe



That goes on easy, fits and feels like a glove and wears like iron. Brown or black. It is the embodiment of perfect foot ease and long hard service.

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



## Shredded Wheat

and the process of manufacturing it are protected by fifty-eight patents in this country and Europe. It is a "patented specialty." It is in a class by itself. It has no competitor among cereal "breakfast foods." Millions of dollars spent in advertising enables you to sell it for 13 cents a package, and when you sell it for 13 cents you are making a better profit than you can make on the ten-cent cereal foods. We stand behind you with a one-price-to-all policy—a fair deal to a fair dealer.



Shredded Wheat is now packed in neat, substantial, wooden cases. The thrifty grocer will sell the empty cases for 10 or 15c. each, thereby adding to his profits.

The Shredded Wheat Company  
Niagara Falls, N. Y.

# How About Your Printing?

**T**HIS 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.**

# Barlow's Old Tyme Graham

Made from the  
Choicest Michigan Wheat

Stone Ground in  
The Old Tyme Way

Milled especially  
for us

**Judson Grocer Co.**  
Grand Rapids, Mich.

# A Nimble Stock

IS



White House Coffee is now SO WELL KNOWN by thousands of housewives, and is being so widely and persistently advertised, that it is merely a matter of handing it out and pocketing the profit. It is a "nimble" stock that makes a minimum of bother and brings

MAXIMUM SATISFACTION

**JUDSON GROCER CO.**  
Wholesale Distributors  
GRAND RAPIDS, MICH.



## It Hit You or You Wouldn't Have Dodged

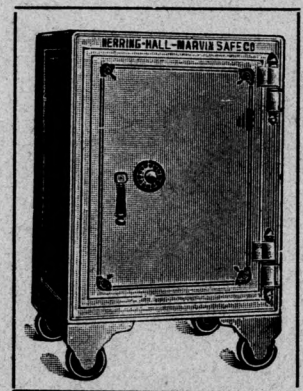
"Just remember when the preacher landed a particularly hot one on you, that if it had not hit a tender spot it would have glanced off and never been noticed."—*W. L. Brownell.*

When we say that you are a poor business man if you do not own a good safe, we know that unless you need to have it said to you, that it will glance off and do neither of us any harm.

**WE MEAN IT AND  
IT'S TRUE**

No good business man can afford to run the risk of having his account books and valuable papers burned up, lost or stolen, simply to save a few dollars on the cost of a safe. There are no better safes made on earth than we can sell and we can also save you money on the price.

WRITE US TO-DAY AND FIND OUT



**GRAND RAPIDS SAFE CO.**

TRADESMAN BUILDING

GRAND RAPIDS, MICH.