

## Bravery in Defeat

I'd rather be brave in my failure  
 Than boastfully proud of success.  
 I'd rather be strong when I've fallen,  
 Content with the power I possess  
 Than whimper and whine at my losses,  
 And cry when misfortune I meet,  
 And only be brave when I'm winning,  
 And count only victory sweet.

I'd rather be brave in life's toughness  
 And steadfastly bear it alone;  
 And cover my heartache with smiling  
 Than let what I suffer be shown;  
 For success is the father of boasting  
 And this is the thing I would shun;  
 I'd rather be bold when I'm fighting  
 And meek when my battle is won.



## Earth is Enough

We men of Earth have here the stuff  
 Of Paradise—we have enough!  
 We need no other thing to build  
 The stairs into the Unfulfilled—  
 No other ivory for the doors—  
 No other marble for the floors—  
 No other cedar for the beam  
 And dome of man's immortal dream.

Here on the paths of every day—  
 Here on the common human way  
 Is all the busy gods would take  
 To build a heaven, to mould and make  
 New Edens. Ours the stuff sublime  
 To build Eternity in time!

Edwin Markham.

## The Spirit of the Fight

Reckon not, my brother, this world-  
 side verdict of victory or defeat. The  
 victory is not in verdicts, but in the  
 spirit of your fight. Life is not for ease,  
 softness of comfort, lily-bed peace and  
 dainty pleasure, for fortunate grasp and  
 secure possession—life is for the forging  
 and tempering, by every imaginable  
 fiery baptism, test and impact, of the  
 beautiful spirit out of the dull ores of  
 circumstance and matter. Life is first,  
 and above all things, for growth, for the  
 unfolding of the fine, and the evermore  
 fine, of the beautiful, and the evermore  
 beautiful, from the smallest atom guessed  
 by science, from crystal, flower, beast,  
 man, world, God, forever and forever,  
 infinity without end.

J. W. Lloyd.



If we go home from the lyceum  
 hushed, treading on air, we have heard  
 Oratory, even if we cannot recall a  
 single sentence; and if we read a poem  
 that brings the unbidden tears and makes  
 the room seem a sacred chancel we have  
 read Literature. The Master has im-  
 parted to our spirits a tithe of his own  
 sublimity of soul.

Yesterday is dead—forget it; To-mor-  
 row does not exist—don't worry; To-  
 day is here—use it.

I hate ingratitude more in a man  
 Than lying, vainness, babbling drunkenness,  
 Or any taint of vice, whose strong corruption  
 Inhabits our frail blood.

Shakespeare.

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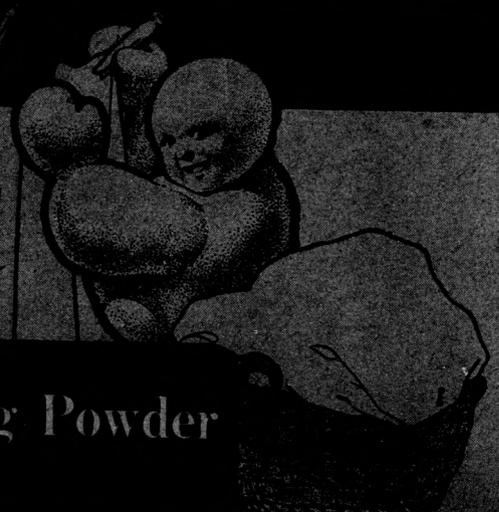
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# MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, MAY 22, 1912

Number 1496

## SPECIAL FEATURES.

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## BOOST, DON'T KNOCK.

### Never Try To Discourage Ambitious Young Men.

Written for the Tradesman.

It is exciting to witness a fight between two dogs, or two cats, or two billy goats. It is brutal and brutalizing, too, but it is significant of the world-old struggle for mastery, and so there will be battles until the end of time.

It is this way: Each dog thinks he is a better dog, physically, than the other dog, and he wants to show the world of dogs that he has the thing doped out right. It is the same with the cats and the goats. The only way to settle the point is to fight it out, and let the best one win.

Always and forever the old, old, selfish contest for position. Every man, woman and child in the world wants to be "above" some one else. It is human nature to want to strut and boss those "below." No man accumulates money just for the sake of counting it. Money in large lots is principally valuable because of the power it gives over others.

It is said that a hotel was once started in New York for the exclusive use of millionaires. No one not away up in Dun and Bradstreet could get so much as a toothpick there. And it failed. Can you guess why? The coarse "lower orders" said that it failed for lack of patronage. The millionaires wouldn't live at a place where there were no "lower classes" to snub! This may or may not be true. I don't guarantee it, anyway.

Well, while this spirit of rivalry is sometimes the outcome of small and ignorant minds—as in the instances of the dogs, the cats and the billy goats; if dogs and cats and billy goats have minds—still, it brings out the best there is in the human brain and pushes the cart of Progress along when it might otherwise stand dormant in a rut.

The fighting for position is not done exactly as dogs and cats and goats fight, nor is it always quite as honorably conducted as animal battles, but it is fighting "for keeps," just the same. There are two positions and forty young men are fighting for them. There are social prestige and

financial eminence to gain, and a million men and women are in the race. What one gets another can't have, so you know what a fight there is likely to be.

It is exciting to watch these fights for position, that is, if the fighters are playing fair and fighting because of laudable ambitions. The world loves a fighter, just as it loves a lover, and young men struggling for the "next rung" are usually encouraged by the world at large.

When a young man starts out to "make something of himself," as the saying is, he is ordinarily encouraged, SAVE BY HIS "FRIENDS." That is, he is encouraged if he is fighting for honorable advancement, and is not throwing mud at others.

There are in the world thousands of people who are averse to taking any "risks." If there were not, there would be none to do the dirty work of the world. Well, these conservative ones shudder when they see a young man taking chances to get a little better position.

The world is full of people who beset the path of the ambitious one with the subtle hindrances of "friendship." It is an old saying that a fool friend can work a man more injury than a dozen open enemies.

Hiram Snow, aged 18, attractive in feature and form and manner, wanted to get something better than a ten-dollar clerkship. His employer promised to advance him, but did not keep his word. Other merchants promised him "the first chance" in their stores, but the first chance never came, although Hiram knew that new men were being put on every month.

He took a business course at a night school and tried to get a job as book-keeper. Nothing doing. He got plenty of promises, but not a single job. At 18 he was fast becoming converted to the belief that all men are liars. Of course this was wrong; the men did not lie to him. They "forgot."

One day Hiram saw an advertisement in a morning newspaper offering for sale a little grocery in the suburbs. He went out and talked with the man who was running the place and discovered that it was a rotten little dump, operated by a man who ought to have been working in sewer excavation work.

But he also discovered that it was a good "stand" for the right kind of a store. Then he considered the price. If the store had been in the hands of a capable man it could not have been bought for \$1,000, but it was offered for \$300. That was because it was dirty and dark and shy of customers.

Hiram took an option on the place for a week and went back to think it over. He said nothing to his friend

about his prospective purchase, but the man who wanted to sell found out where Hiram worked and told a fellow clerk all about the proposed deal. Then began the fool friend acts which this article is trying, modestly, to warn people against.

"You just stick to your clerkship," the boss told Hiram. "I would like very much to see you succeed in business, but you never can do it out there. If you remain here you'll be advanced before long, and then you can save your money and get into business in a better locality."

"That's what you've been saying for two years," said Hiram, "but I don't see that my pay envelope is getting any fatter."

"You're a bright young man, Hi," his chum said to him. "We all know that you ought to be at the head of Standard Oil, but, at the same time, we don't want to see you take a tumble while on the way to the top. Dump that little tin grocery idea and stick with the big show. In time you will be manager there."

When Hiram went to see Bella, his very best girl, Monday evening, she met him her pretty face pulled down something less than a yard. She looked as if she had been turning on the weeps.

"Oh, Hi!" she said.

Hiram told her how sweet she looked in that new dress, and asked what it was that had hung out the distress signals. They were both young, but they were engaged to be married, all the same, and were proud of it.

"I've been hearing the awfulest news about you," said Bella.

"What's the answer?" asked Hiram, uncomfortably.

"You're going to leave your situation."

"Is that so?" asked Hiram, getting angrier every instant.

"So Gertrude said."

"Of course Gertrude knows. What else did she say?"

"Oh, the girls are all saying that there must be some mysterious reason for your leaving such a good position and going out into the suburbs."

"In other words, they think I have been fired?"

"They don't say so."

"Well, I haven't been fired," said Hiram, "and it would be none of their business if I had. I'm thinking of going into business, and that is the whole of it. Nothing has been settled yet."

"I never, never would!" cried Bella. "It's just awful to think of your going off out there and losing all the money you have been saving!"

Hiram went home early, resolved to go to bed and get a little rest from these heart-to-heart interviews with

his "friends." As he passed through the hall he met his mother, who at once backed him up against the wall and tearfully asked if it was true.

"Is what true?" asked Hiram.

"That you're going to leave a sure thing and take a risk with your little savings," was the reply. "I've been thinking about it all day, ever since I learned of it, and it seems as if I should die."

Hiram consoled his mother as best he could and went off to bed.

"Don't make any mistakes now," his father said to him, in the morning. "Go slow in making any change."

Hiram was besought by a score or more of friends, while on the way to the store not to make any mistake. Without knowing a blessed thing about the business they were advising him against it; they warned him to stick to a sure thing. Hiram had investigated. They had not. Yet the talk he heard almost discouraged him from making the start.

Still, he was an obstinate kind of a young man, and at the end of the option paid over his money and took the little store. It is not necessary to follow his business career after that. It was wonderfully successful, and that is saying enough. The friends who advised against the change did not know what there was in the boy. They did not know what he could do, or what he could not do. They knew nothing of the chance for success in the little store. Yet they stuck their noses in, and would have killed his ambition if he had been a different kind of a boy.

It goes without saying that a young man should consider well any change he is about to make. It is also true that friends should say a word of caution now and then if they think it needed. But many an ambitious young man has been kept "down" because his friends advised in matters they knew nothing about, and because he listened.

The safe way is not to advise until you know what you are talking about. And, above all, don't nag the ambition out of a man trying to do something for himself. Alfred B. Tozer.

There is nothing convincing about this "spring weather;" but, then, there is nothing real or convincing about anything any more, from love-making to diamonds, or kisses to buckwheat cakes.

When a man clings to a woman for more than ten years you may be reasonably sure that it is not a grand passion, but a grand menu which has anchored him.

Optimism is the thing which enables us to bear other people's toothaches cheerfully.

**BANKRUPTCY MATTERS.**

**Proceedings in Western District of Michigan.**

May 15—In the matter of Merritt L. Colburn, bankrupt, of Fruitport, the trustee, Fred R. Young, of Muskegon, filed his final report and return of no assets, excepting those covered by mortgage and in which there is no equity for this estate. An order was made by the referee calling a final meeting of creditors to be held at his office on June 7, 1912, to consider such report, and 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 16—In the matter of Julius VandeKopple, bankrupt, of Grand Rapids, the trustee, Wm. B. Holden, filed his first report and account, showing balance on hand of \$835.76. An order was made by the referee calling a special meeting of creditors to be held at his office on May 29, 1912, to consider such report and for the purpose of declaring a first dividend for general creditors.

In the matter of the Hendershot Credit Clothing Co., bankrupt, of Grand Rapids, the adjourned first meeting of creditors was held. Isaac H. Hendershot, President, was sworn and examined and claims were allowed. The meeting was then further adjourned to May 28, 1912.

An order was made by Judge Sessions adjudging John Bryant Watson, a pharmacist and druggist of Boyne City, a bankrupt, on his own petition, and the matter was referred to Referee Wicks. The calling of the first meeting of creditors is being delayed until money for the actual expenses is advanced by the bankrupt. The schedules filed show no assets, and the following unsecured creditors are listed:

Hazeltine & Perkins Drug Co., city, .....	\$2,272.38
Grand Rapids Herald, city, .	24.00
Baxter Steam Laundry Co., city, .....	35.00
Northern Tribune, Grouvencous, N. Y., .....	45.00
Druggists' Circular, N. Y., ..	50.00
Florence E. Page, city, ....	3,264.64

\$5,691.02

May 17—In the matter of the People's Foods Co., bankrupt, of Grand Rapids, the trustee, John Dalton, filed his supplemental final report and vouchers, showing that all of the funds of the estate have been distributed, and an order was made closing the estate and discharging the trustee.

In the matter of Harry Leach, bankrupt, formerly at 31 West Bridge street, the trustee filed a report of sale of the fixtures to A. G. Erickson, of Grand Rapids, for \$70, and the remaining assets to Samuel Sarasohn, of Detroit, for \$505. Unless cause to the contrary is shown by creditors the sales will be confirmed at the expiration of five days.

In the matter of Walter F. Tuttle, bankrupt, formerly a merchant at Petoskey, the final meeting of creditors was held. The final report and ac-

count of E. E. Gilbert, trustee, was allowed, and a final dividend of 18 3/8 per cent. was declared and ordered paid to ordinary creditors. A first dividend of 15 per cent. was previously paid, making a total of 33 3/4 per cent. paid on ordinary claims. No cause to the contrary being shown by creditors, it was determined that a certificate favorable to the bankrupt's discharge be made by the referee.

May 20—In the matter of Perry W. Nichols, bankrupt, formerly a merchant at Cadillac, the final report of the trustee, Louis B. Bellaire, was considered, and it appearing that there were not sufficient assets to pay the administration expenses in full, it was determined that no final meeting of creditors be held and no dividend be paid to ordinary creditors.

May 21—In the matter of W. J. Pike & Son, bankrupts, of Newaygo, an order was made giving the trustee, Chas. F. Rood, of Grand Rapids, authority to sell the entire assets at either public or private sale, after giving ten days' notice of such sale to all creditors.

**What Some Michigan Cities Are Doing.**

Written for the Tradesman.

Steam roads at Lansing are extending their sidings and adding to their freight handling facilities, which is indicative of the growth of the city.

The Kalamazoo Commercial Club will issue a handsome booklet, with more than a hundred illustrations, to assist in pushing the city to the front. The book will make its first appearance at the Michigan Bankers' convention, which opens in that city June 11.

Jackson confronts the possibility of losing two of its largest industries, the Lewis Spring & Axle Co. and the Clark Motor Co., which are contemplating going to Detroit.

The Pt. Huron Business Men's Association is raising a fund to take care of conventions, excursions, factory propositions and other good things which come its way. It is hoped to raise \$10,000 within ten days.

Pontiac will entertain the State Association of Rural Mail Carriers in July.

Coldwater has purchased the property of the Coombs Milling Co. for park purposes and has appointed a Park and Recreation Commission.

The Hotel Donnelly, a once well-known hostelry at Mason, will be re-opened by E. D. Hawley.

Over 65 per cent. of the typhoid fever cases in Lansing are traceable to impure milk and the typhoid death rate there is the highest in the State. Lansing's water supply is said to be absolutely pure.

Menominee claims to be entirely free of loan sharks.

Three miles of trees, American elms, were planted this spring along the Bay Shore road, near Menominee. This highway is one of the prettiest rural drives in the State.

An electric lighting plant is being installed at Saugatuck by a private company.

Ten million smelt fry from Maine have been planted in the rapids at Sault Ste. Marie. This fish grows about ten inches long and is food for salmon and trout. The State hatchery at the Soo has planted 2,750,000 brook trout in Upper Peninsula streams this season.

Ferry boat fares between the American and Canadian Soos have been reduced to fifteen rides for a dollar. People of the American Soo are demanding a 5 cent fare.

The St. Ignace Boosters' Association has been formed in that city, with the following officers: President, O. C. Boynton; Vice-President, E. J. Chatelle; Secretary, E. H. Hotchkiss; Treasurer, C. Kynoch.

Mayor True, of Eaton Rapids, has asked the people of that city to observe Memorial Day in the true sense by paying tribute to the nation's dead rather than by ball games and other sports.

The Michigan Central will build a new brick and stone station at Galien.

The Civic League of the Soo is trying to bring together the owners of vacant lots and people who want gardens this summer, with a view to helping people to help themselves.

The municipal lighting plant of Escanaba has returned a profit to the city of over \$20,000, according to reports for the past year.

Muskegon talks of establishing a rest room and public comfort station on the old city market.

Chippewa county and Upper Peninsula products will be displayed at the Soo in December during the convention of the State Grange.

It was decided recently at a meeting held in Petoskey that the Bay View Assembly will open July 17 this summer, closing August 20.

The State convention of the Woman's Christian Temperance Union will be held June 4-7 at Manistee and 200 delegates are expected to attend.

The Ludington Board of Trade has offered prizes of \$5, \$10 and \$15 to property owners for the best kept lawns and tree banks. People who keep servants to attend to the work are barred from the contest.

Plainwell has purchased the old fair grounds, a tract of sixteen acres, which will be improved for park purposes.

The Menominee County Fair will be held at Menominee Sept. 10-13 and preparations are being made for a great show.

The city of Hancock has appointed a general manager of its business affairs and he is authorized to give municipal matters the same careful attention that would be secured by any private corporation.

The paper mills of Kalamazoo consume 50,000,000 gallons of water daily, or a lake of water 600 feet long, 450 feet wide and 5 feet deep.

Bancroft has voted to grant a franchise for a new electric lighting plant.

Bay City seeks to curb the loan sharks by the license fee plan.

The Mackinac Island Common Council has voted to appropriate \$325 for publicity in the newspapers.

Construction of the Arthur Hill trade school at Saginaw will soon begin.

Hartford village has hustled and bought twenty-seven acres within the town limits as a site for the Van Buren County Fair.

The last jehu at Houghton has become a chauffeur and hacks have given way to taxicabs in the march of civilization.

Saginaw has been assured a Government weather bureau through the efforts of Congressman Fordney, Postmaster Linton and others.

Almond Griffen.

**The Courage of Your Convictions.**  
Written for the Tradesman.

Away with your dreams.  
Face about, the day is before you.  
Yours is the heritage of the human.  
The air, the earth, the woods and hills respond to the magic of your God-given power.

Be not afraid.  
Advance.  
Look back over the years, the centuries of the distant past and note the progress of the times: all the grandeurs of man-made achievement are before you.

Others have stepped forward. It is your privilege—your right.  
Let not your soul be crushed with the hurt of past defeat. Let not the suffering of the yesterday hinder the advancement of the morrow.

Competency does not result from sluggishness, inertia is a woful taskmaster. The man who dares all is the one who wins the goal.

Progress is forward, never backward. As the little child grows by example and precept, so should you realize the importance of independent action and conviction.

Fear is but a shadow. It is as the mists of the great falls. Dispel fear, embrace opportunity, live, have faith.

Straight before you lies the beautiful road to achievement. Rise and press forward, be courageous and let the courage of your convictions gird you as a strong armor. Take heart and you will conquer.

To conquer yourself, to force into your innermost soul of souls the conviction that you are right, that justice is on your side, you have the power of the immortals themselves.

Even though you have fallen in error, it is no disgrace. The mistakes of the by-gone are, to the progressive, but the stepping stones to a point higher in the realms of life and power.

Amid the deserts of your despair, vanquish thoughts of defeat, view the rainbow of hope and promise, throw aside bigotry, prejudice, call on those convictions which, founded as on a rock, will raise you to the place rightfully yours. Hugh King Harris.

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

# Come to Grand Rapids MERCHANTS WEEK

## June 11, 12, 13

### New Plans—New Features

#### You Are Invited

Grand Rapids Wholesalers are going to give the Retail Merchants of Michigan another glorious outing and get-together meeting June 11, 12, 13.

If you are a retail merchant this is an invitation for you to come and be our guest on that occasion.

Don't wait for a formal invitation because something might happen to Uncle Sam's mail service and you wouldn't get it. There's nothing formal about the wholesalers of Grand Rapids, anyway, and there isn't going to be any formality about the sixth annual Merchants' Week.

#### Make Your Plans Now

We're going to give you all the things we gave you last year and then some. There's the free street car tickets to and from Reed's Lake, the Figure Eight, the Merry-go-round, the Steamboat Ride, the Old Mill, etc., ad infinitum, and the Ramona Theatre, bigger, brighter and more fascinating than ever.

#### Thrilling Fire Run

The Grand Rapids Fire Department will give a thrilling fire run on the afternoon of Wednesday June 12th. The fire bell will ring and the department from No. 1 Engine House will respond with their modern Auto Trucks, Chemical Engines, Fire Engines, Aerial Ladders, etc. This run will be most exciting and inspiring.

The Furniture City Band of thirty pieces will give a concert in Fulton Park after the fire run.

#### The Big Banquet

Will Sparkle with Wit and Sizzle with Joy.

Don't miss it. It will be held in the big Coliseum down town at six o'clock Thursday, June 13th.

There will be a grand feed, beautiful music, bushels of light and great and inspiring speeches.

Such brilliant Business Men Orators as State Railway Commissioner C. L. Glasgow of Nashville and Lansing, and the polished and forceful Lee M. Hutchins have already been engaged to give short, snappy speeches on topics of vital interest and importance to every merchant.

Then we're going to have one big, glittering, dazzling, silver tongued heart thriller, soul stirring orator whose name will be announced later. We are also giving our coterie of toastmasters a "try out" and the one that "warms up the best" will be put in the game.

#### Lay Business Cares Aside

Come to Merchants' Week. Meet the men you are doing business with. Meet old friends again. Look into the faces of your fellow merchants. Shake off the cares of business for three days and get new vigor and new enthusiasm for another year.

We rebate half your fare if you buy goods while here. Write for particulars.

#### Note Instructions Carefully

Please bear in mind that NO BANQUET TICKET WILL BE ISSUED AFTER THE 10TH OF JUNE, and if you do not get your request for a ticket in before that time it will be too late, as after that date the caterer will not permit us to change the number of plates ordered.

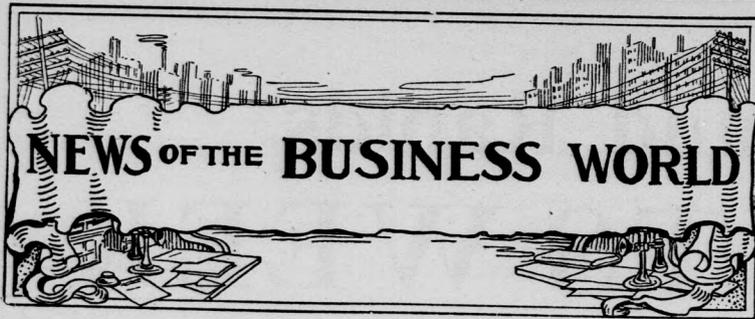
In applying for tickets mention individual name to be placed thereon.

All OTHER tickets will be issued to you on your arrival in this city and you do not need to ask for them in advance, but if you wish to attend the banquet you must apply for your ticket BEFORE MONDAY, JUNE 10TH.

Don't forget or overlook this. We want to treat everybody right and so we ask your help. Make up your mind about the banquet just as soon as you can and write to MR. M. C. HUGGETT, Secretary of the Grand Rapids Association of Commerce, at the earliest possible moment if you want a ticket. We want you to come.

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**Wholesale Dealers' Association**  
**Grand Rapids Association of Commerce**



### Movements of Merchants.

St. Ignace—Mrs. Bertha Frazier has opened a confectionery store here.

Battle Creek—The Chicago Woolen Co. has opened a store on East Main street.

Owosso—Peter Butrin, formerly of Battle Creek, has opened a cigar and tobacco store here.

Hudson—Vanderpool & Armstrong have added a line of harness to their shoe stock.

Maple Rapids—Arthur Crook has engaged in the grocery business in the Parker building.

Cadillac—S. S. Wilson, recently of Sherman, has engaged in the undertaking business here.

Otsego—George Harlan has purchased the meat market recently conducted by E. Inman.

Tustin—Mrs. Carrie Provins has opened a dry goods and women's furnishing store here.

Maple Rapids—Hezekiah Mick has sold his bakery to Fred Frisbie, who will take possession June 1.

Maple Rapids—Mrs. George M. Hoerner will open an ice cream and confectionery store here June 1.

St. Johns—E. J. Pierce has opened a new stock of Wear-U-Well shoes at his store at 6 Clinton avenue.

Remus—E. T. Horton has sold his stock of general merchandise to A. S. Miller, who will take possession June 1.

Reed City—H. R. Niergarth, dealer in general merchandise, is closing out his stock and will retire from business.

Three Rivers—Barton & Dobbins have opened a grocery store here, purchasing their stock of the Worden Grocer Co.

Eaton Rapids—H. K. Haynes, formerly of Onondaga, has engaged in general trade at Kinneyville, four miles east of here.

Ludington—Winey & Chesebrough succeed T. J. Moran in the grocery business and have added a line of meats to their stock.

Adrian—A. A. Kinear and August Huebner have formed a copartnership and will engage in the clothing business about July 1.

Otsego—Brown & Tubbs, hardware dealers, have dissolved partnership, Fred Tubbs taking over the interest of his partner.

Ottawa Beach—Charles M. Camburn has engaged in the grocery business here. The Worden Grocer Co. furnished the stock.

Saginaw—A. D. Philippe has added a line of children's and women's ready to wear clothing and furnishings to his stock of groceries.

Langston—Fred Briggs, who has been engaged in general trade here for nearly a quarter of a century, has sold his stock to Ferrigo & Son.

Coral—O'Boyle & Stoughton, grocery and meat dealers, have dissolved partnership, Mr. Stoughton taking over the interest of his partner.

Dryden—The Dryden Elevator Co. has been organized with an authorized capital stock of \$8,000, all of which has been subscribed and paid in in cash.

Vriesland—Henry Roek has purchased the Borst & DeJonge general stock of merchandise and will continue the business under his own name.

Bellevue—Charles A. Watkins, recently of Pontiac, has purchased the late H. J. Sevy jewelry stock and will continue the business under his own name.

Olivet—Carl S. Snee, recently of Three Oaks, has purchased the H. R. Miller hardware stock and will continue the business at the same location.

Battle Creek—J. Newton Decker has engaged in trade in the Ward building, carrying a stock of women's ready to wear clothing and furnishings.

Richland—E. F. Knappen & Son have sold their coal and grain elevator to the Morris Kent Co., of Kalamazoo, which will continue the business.

Shepherd—Harry Walton has sold his interest in the hardware stock of Wetzel & Walton to his partner, who will continue the business under his own name.

Saginaw—The Saginaw Grain Co. has engaged in business with an authorized capital stock of \$17,000, all of which has been subscribed and paid in in cash.

Owosso—Dillingham & Urch, who conduct millinery stores here and in Lansing, have made an assignment for the benefit of creditors. Liabilities, about \$700.

Angell—The Angell Gleaner Warehouse Co. has been organized with an authorized capital stock of \$2,500, of which \$1,250 has been subscribed and paid in in cash.

Negaunee—Mrs. Selma Huhtala, recently of Palmer, has opened a confectionery store in the Martel block, at the corner of Iron street and Pioneer avenue.

Luther—Arthur Mulholland and son, Victor, formerly of Reed City, have purchased the G. A. Osborne drug stock and will continue the business at the same location.

Port Huron—The Foreman, Mann, Ballentine Shoe Co. has engaged in business with an authorized capitalization of \$5,000, all of which has been subscribed and paid in in cash.

Port Huron—The Forman, Mann & Ballentine Shoe Co. has engaged in the shoe business at 509 Water street, in the building which was formerly the old Boyce bank.

Empire—The Empire Exchange Bank has merged its business into a State institution under the style of the Empire State Bank, with an authorized capital stock of \$20,000.

Nashville—Willard Viemaster and John Martin, recently of Bellevue, have formed a copartnership and purchased the J. B. Marshall grain elevator. They will take possession June 1.

Muskegon—John E. Kraai has sold his shoe stock, at 122 Pine street, to A. E. Childs, who has removed his shoe stock from Reading to this place and consolidated it with the Kraai stock.

Kalamazoo—B. Weber & Son, shoe dealers at 315 North Burdick street, have dissolved partnership and the business will be continued by August Weber, who has taken over the interest of his father.

Detroit—The Detroit Co-operative Sales Co. has engaged in business to deal in drugs, pharmaceutical preparations, druggists' sundries and supplies, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Detroit—Walter, Krausmann & Kuhn, dealers in dry goods and shoes at 86-88 Gratiot avenue, have discontinued business and dissolved their partnership, after having been associated for twenty-five years. F. A. C. Walter and P. M. Krausmann will retire, while G. A. Kuhn will continue the business at 1610-1612 Gratiot avenue.

Detroit—The application of the S. S. Kresge Co. to list \$5,000,000 par value common stock on the New York curb has been approved by the Curb Listing Committee. The company was incorporated in Delaware, but has its general offices in this city. It owns a chain of sixty-six 5 and 10 cent stores throughout the country. H. W. Noble & Co. placed a large amount of the preferred stock here.

Detroit—Firms doing business under assumed names without first having filed a certificate with the county clerk can not collect a cent of money due them on contract or otherwise, according to a decision handed down May 21 by Judge Van Zile. John Curry & Co. sued Rose & Harris for the commission on a real estate deal consummated for the defendants. It was only necessary to show that Curry & Co. had not filed the proper certificate of assumed name with the county clerk to win the case.

Battle Creek—The L. A. Dudley Co. has sold its shoe stock to a firm consisting of M. C. Bentley, of Marshall, J. F. Snyder, of Flint, and C. J. Sabin, of Detroit, who is a salesman for the Commonwealth Shoe &

Leather Co. The new firm will be known as Bentley & Snyder. The L. A. Dudley Co. is one of the oldest shoe houses in the city, and probably the largest exclusive shoe store in this section of the State. Joseph Godsmark began the business in 1876, the building having just been completed. Later L. B. Skinner bought an interest in the stock, and in 1883 he sold it to L. A. Dudley and A. H. Ehle. The same year Mr. Dudley purchased his partner's interest in the business, and later sold a share to C. C. Dell. This firm continued until 1889, when Mr. Dudley again became sole proprietor of the store. In February of 1907 it was incorporated as the L. A. Dudley Co.

### Manufacturing Matters.

Perkins—John Van Klotz, an experienced cheesemaker of Wisconsin, has leased the creamery here and will continue the business.

Detroit—The Barr Manufacturing Co., manufacturer of auto parts and marine engines, has changed its name to the Detroit Motor & Machine Co.

Saginaw—The Electric Supply Co. has been organized with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Detroit—The Ritter Cigar Box Co. has engaged in business with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Middleton—Henry P. Fitzpatrick & Co. have sold their cheese factory to the George S. Hart Co., of New York, and have given immediate possession.

Detroit—The Robinson Motor Car Co. has been incorporated with an authorized capitalization of \$10,000, which has been subscribed and \$1,000 paid in in cash.

Newaygo—The Newaygo Flouring Mills have been purchased by Edward Ansorage, of Grand Rapids, and his son, W. A., of this place, who will take possession June 1.

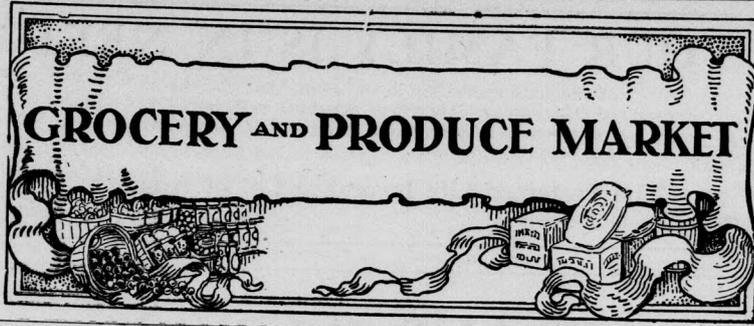
Cadillac—The Consumers Ice Cream Co. has been incorporated with an authorized capitalization of \$2,000, all of which has been subscribed and paid in in cash.

Detroit—The England Fastener Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$4,000 being paid in in cash and \$1,000 in property.

Detroit—The Jolls Motor Truck Co. has engaged in business with an authorized capital stock of \$20,000, of which \$10,400 has been subscribed, \$200 being paid in in cash and \$10,200 in property.

Detroit—A new company has been organized under the style of the Detroit Matchless Stove Lighting Co., with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The A. F. Cramer Co. has engaged in business to manufacture metal stoves and other metal products, with an authorized capitalization of \$20,000, of which \$10,000 has been subscribed and \$2,000 paid in in cash.



### The Produce Market.

Apples—Baldwins, \$4.50; Western box apples, \$3@3.50 per box.

Asparagus—\$2 per crate of two doz.

Bananas—\$4 per 100 lbs.

Beets—75c per doz. bunches for new.

Butter—There has been a slump of 6c in creamery during the past week, a decline of 3c having occurred yesterday. The season is about fifteen days late, and still lower prices can be looked for from now on. The quality arriving is very good. Extras are now held at 26c in tubs and 27c in prints. Local dealers pay 22c for No. 1 dairy grades and 17c for packing stock.

Cabbage—\$2.50 per bbl. for Texas.

Celery—Florida, \$3 per crate; California, \$1.10 per doz.

Cucumbers—\$1.20 per doz. for hot-house.

Eggs—The cool weather of the week has worked favorably on the egg market and with the advance in the prices in fresh meats as well as all provisions the demand for eggs has held up well. Prices have held at about the same point for a week or more, which is from 2@3c above quotations of a year ago. Storage buyers have been taking stocks freely during the past two weeks. Local dealers pay 17@17½c, case count.

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

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

Green Onions—15s per doz. for Evergreens and 18c for Silver Skins.

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, 12c per lb.; head, \$1.50 per bu.

Nuts—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 \$1.65 for white and \$1.50 for yellow.

Oranges—\$2.75@3.25 for Navels.

Pieplant—85c per 40 lb. box for either home grown or Illinois.

Pineapples—\$3 per box for all sizes of Cubans.

Plants—65c for tomatoes and cabbage; 90c for pepper.

Potatoes — The market on old shows but little change, which is puzzling a great many who were of the opinion that prices would take a jump before this. Fancy potatoes are not in large supply and receipts

only fair. The call for seed stock is practically over. Old, \$1.25; new, \$2.25.

Poultry—Local dealers pay 10c for fowls; 6c for old roosters; 10c for geese; 10c for ducks; 12c for turkeys. These prices are for live-weight. Dressed are 2c higher.

Radishes—25c per doz. for hot-house.

Spinach—\$1.25 per bu.

Strawberries—This season up until the present week has proved to be a very poor one for the strawberry dealer and much money has been lost on account of berries arriving in bad shape. There is a good supply this week and the berries that are coming now are fair to good in quality. They command \$1.75@2.25 per 24 qt. case.

Sweet Potatoes—\$6.25 for Jerseys.

Tomatoes—Six basket crates, \$3.

Turnips, 50c per bu.

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

Frank J. Wurzburg, the veteran druggist, died very suddenly at his home, on Lake avenue, Tuesday noon. Death was without warning and its suddenness comes as a shock to the family and friends of the deceased. Mr. Wurzburg was engaged in the retail drug trade on Monroe street for about forty years and for the past half dozen years has been in the employ of the Hazeltine & Perkins Drug Co. He was widely known and universally respected. He served one term as President of the Michigan State Pharmaceutical Association. The Tradesman joins with the friends of the deceased in tendering sincere sympathy to the family.

The Universal Valve Co. has engaged in business to manufacture and sell patented valves for automatic fire extinguishers and other devices in connection with sprinkler systems, with an authorized capital stock of \$20,000, of which \$15,000 has been subscribed and paid in in property. The stockholders and the number of shares held by each are: John T. O'Brien, 50 shares; Wellington G. Sargent, 50 shares, and Martin Down, 50 shares, all of this city.

The Nemunas Co. has engaged in the grocery business on Hamilton street, purchasing the stock of the Worden Grocer Co.

Watson Bros. have opened a grocery store at Wyoming Park. The stock was supplied by the Judson Grocer Co.

### The Grocery Market.

Sugar—No change in price during the past week. There is a slight weakness, however, and some of the wholesalers state that they would not be surprised to see another decline of ten points. Nothing is positively known as to what prices may do in the next thirty or sixty days or until some definite action has been taken by the Senate in regard to the tariff. The demand from the retail trade is still on the hand-to-mouth order, but the increase in the supply of berries and other fruits from now on will be sure to cause a larger demand.

Tea—The latest advices from Japan still show a very strong market, with advances over last year of from 1@1½c per pound. Buyers are holding off and hope to be able to force the market down to last year's basis. The Cup quality is good, with the leaf a little longer. Ceylons and Indias remain firm and all desirable leaf brings good prices. Gunpowders are scarce and high, but some Congous are being offered at low prices. Formosas of the better grade are held firmly. An attempt is being made by a Japanese tea merchant to grow green tea in Formosa. The importation of Java tea to the United States is slightly on the increase, but so far has not attained any great popularity.

Coffee—All grades of Rio and Santos are a shade lower for the week. The world's supply of green coffee is gradually growing smaller, but is still of sufficient size for several months' consumption. The demand for roasted coffee is still very good and prices are unchanged from quotations of a week ago, but the market is firm. Milds, however, are well maintained, but quiet. Java and Mocha are unchanged at ruling prices.

Canned Fruits—Apples are dull and unchanged. California canned goods are wanted to some extent, at unchanged prices. Small Eastern staple canned goods show no change and light demand. The opening prices on the 1912 pack of California fruits are expected soon. Hawaiian pine apple is taken freely by both retailer and consumer, but opening prices announced some time ago show an advance over quotations at the opening of the season in 1911.

Canned Vegetables — The future market on tomatoes is firmer than a short time ago and spot prices are unchanged. Corn and peas, both spot and futures, are unchanged, except that spot peas can be bought from second hands somewhat under the market.

Dried Fruits—Peaches and apricots are both dull and weak. Currants are quiet at unchanged prices, and Raisin Day seems to have made absolutely no impression upon the dullness in raisins or in the price. Prunes are still weak and dull, although a little better than two weeks ago. The season is about over and holders are anxious to move stocks.

Cheese—There has been a slight decline in the producing country, which has not yet affected secondary

markets. It will do so, later, however. The receipts are cleaning up lower prices soon. We will not have new cheese of high quality for a month at least. There is plenty of skim cheese, and prices are nominal.

Syrups and Molasses—Glucose has declined 1c per gallon for bulk goods and 4 scales on case goods. Sugar syrup is hardly wanted at all and prices are unchanged. Molasses is dull at ruling prices.

Starch—Has declined 10c per 100.

Rice—There is a steady demand in primary markets for rice, but reports regarding the river crop are discouraging on account of the floods.

Fish—Cod, hake and haddock are dull at ruling prices. The mackerel market has shown no particular change for the week. The demand is light and prices of most sizes are fairly steady. Salmon shows no change and only a moderate demand. Domestic sardines are very weak; prices as low as \$1.95 for quarter oils have been heard during the week. This is a reduction of about 25c per case. Imported sardines are unchanged and in moderate request.

Provisions—Smoked meats are in increased demand and the market is firm at unchanged prices. Both pure and compound lard are firm and unchanged, and in very good consumptive demand. Barreled pork and barreled beef are unchanged and quiet. Dried beef is unchanged and in improved demand.

The advent of the automobile has necessitated radical changes in the methods of building roads. The macadam road used to be considered the best for the rural highway, and with steel tired wheels was satisfactory. The rubber tired automobile wheels, however, destroy the macadam roads and other methods of building highways are being considered. A recent issue of Good Roads discusses modern methods of road building with materials known as bituminous binders. There are two of these methods, one known as the penetration and the other as the mixing. Either method consists of broken stone held together by bituminous binders. In the penetration method the stone is placed on the road and the binder then applied, either by hand or machinery. In the mixing method, the stone and the binder are mixed before being placed. The former method is cheaper, but the latter is generally held to be more durable.

The Calhoun Photo Materials Co. has been organized with an authorized capital stock of \$15,000, which has been subscribed, \$10,000 being paid in in cash and \$5,000 in property. The stockholders and the number of shares held by each are: Joseph C. Calhoun, 500 shares; Frank S. Myers, 500 shares and E. A. Clements, 500 shares, all of this city.

James Asher has engaged in the grocery business at Macatawa Park. The Judson Grocer Co. furnished the stock.



### Better Salaries Do Not Prevent Temptation.

When young Johnson was in court for the embezzlement of funds from the Michigan Trust Company the remark was often heard that, holding so important a position as teller, handling thousands of dollars daily, he should have been paid a better salary than the temptation to help himself might not be so great. This line of argument, if so it can be called, was used even in court in the plea that leniency be shown the young man, just as though salary made much difference in a case where the culprit was a victim to the gambling fever and was willing to stake all he had or could steal on a lucky turn of the bucket shop quotation. It is probable those who made such remarks know little of how salaries range in the banks. There is no such thing as a bankers' or bank clerks' "union" and in the different banks the salary list varies, but the range in each is about the same. The usual starting place for a boy or young man in a bank is around \$30 a month or \$7 to \$9 a week. If the beginner makes good he is soon advanced to \$40 and then to \$50, or around \$12 a week. There is a longer wait for \$60 and promotions come still slower the farther the young man goes. When he finally gets a "window" it means \$1,000 to \$1,200 and perhaps \$1,500. The assistant cashier will probably be on the roll at \$1,500 to \$2,000, the cashier at \$2,500 to \$3,000, the vice-president, if active, at around \$3,500, and the active president up to \$6,000, which, it is said, is the highest salary any of the banks pay. These can hardly be said to be munificent salaries, but they compare favorably with salaries paid in other fields of activity, whether in trade or industry, and if the responsibilities are sometimes heavy the work can not be said to be onerous and the hours are easy. With such salaries it is not to be expected there will be much high living for those dependent on their salaries for their daily bread. And in this there may be method. High living may mean lots of fun for the party of the first part, but it means also a dark brown taste in the morning, fuzzy wuzzy brain action and abbreviated temper, and these are not desirable at the bank window, where all sorts of people come and all sorts of situations must be dealt with. The high liver also is subject to alliances and influences that can hardly be considered desirable. What the bank wants is the sober, sane, clear-headed man, the man of good habits, good connections and

respectable associates. With the modest salary there is little opportunity to hit the rapid road, and little chance to get in with the fast set. Perhaps this may be the reason salaries are kept moderate to save the employes from some sorts of temptation.

As for the temptation to steal to which some think the bank attaches are subject—why is their temptation any greater than that which confronts the dry goods clerk, the stamp clerk in the postoffice, the cashier in the express office, or any other employe who has money to handle? As a matter of fact it is not the handling of money that makes the temptation, but it is the need for money which leads to stealing. The gambler will steal and try his luck once more. Bad habits, dissipation, affinities and various other things of a kindred and improper nature lead to embezzlement and defalcations, and this applies the same to commercial life as to banking. The grocer clerk who lives beyond his income is just as apt to become a thief as the bank clerk. It is not the money that is handled that constitutes the temptation or that makes the thief, but the use to which the money is put—trying to beat a bucket shop, which is a very expensive form of entertainment. Johnson would have been a thief had his salary been \$10,000 a year instead of \$1,200.

One thing which all banks encourage in their young men is the habit of saving, but the banks in Grand Rapids do not agree upon how the young men who have saved shall make use of their money to make more money.

Suppose in a period of panic some standard listed stock, like New York Central or United States Steel preferred should slump down far below the usual market quotations; suppose one of your young men had saved some money and wanted to borrow a little more to put with what he had to buy a block of that stock at the low mark, would you encourage him in it to the extent of lending him the money?

This question was asked of one of the local bankers last week and the answer came instantly and emphatically in the negative: "Instead of encouraging him in such a transaction I would do all I could to keep him out of it as a line of action full of danger," the banker added. "If one of our young men wanted to borrow money to go with his savings to buy a home or to make an investment in real estate I would pat him on the back and tell him to go it, but as for dealing in stocks or putting money in-

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

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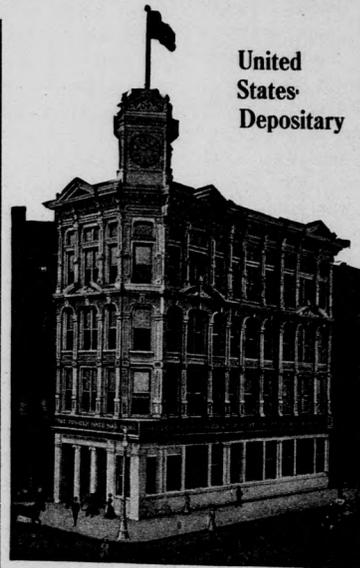
3

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Per Cent Interest Paid on Certificates of Deposit Left One Year

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to anything that calls for watching the market and feeling rich or poor as the market goes up or down, I do not believe in it, and would not countenance it."

"That is a situation I have never had to face," responded another banker when the same question was put to him. "If one of my young men should come to me with such a proposition I think I should give him a very serious talking to regarding the dangers in stock speculation, and then, if I thought the proposition a good one, according to my own knowledge of conditions I would probably let him go ahead. This, of course, is based on the assumption that he intended to buy the stock outright. Under no circumstances would I countenance a margin deal."

"What my course would be under such circumstances would depend a good deal on the young man himself," said another banker. "If I thought he would be spoiled by a little easy money I would discourage the proposition. If he seemed sober and sensible and if I thought he could stand a little prosperity I would be inclined to help him through, and under some circumstances I would even go in with him on the deal to the extent of handling it for him. This, of course, implies that the stock he wanted to buy is one of the standard stocks and not a speculative issue. I would regard it as legitimate as buying real estate or anything else to hold for a rise. I could not consider buying on margin under any circumstance. The stock would have to be bought outright and I would accept it as collateral for the loan."

The Samuel B. Jenks' holding in the Michigan Trust Company, seventy shares, has been sold. The purchaser was Edward Lowe, who afterwards divided with Claude Hamilton and Anton G. Hodenpyl, of New York. The purchase price is said to have been around \$600 per share of \$100 par. Most of the Jenks' holding dated from the organization of the Trust Company, in which he was one of the original directors. And this suggests that those who got in on the ground floor and stayed in have fared pretty handsomely. During its career of about twenty years the company's dividends have averaged around 7 per cent. above the taxes. The holder of \$1,000 of the original issue at par would have received about \$1,400 in cash dividends, and could sell out now at around \$6,000. The original investment on this basis will show a net return in dividends and profit averaging 32 per cent. for the twenty years, which is not so very bad.

The United States Supreme Court has handed down a decision in the case of the Title Guaranty vs. Nichols by upholding the Supreme Court of Arizona against the company. The Cashier of a bank had been bonded by the Title Guaranty and was found guilty of defalcation. The company contested the claim on the ground that there had been renewals of the bond based on the fact that the bank

had certified to an examination which had shown the Cashier to be up-to-date and accurate in his accounts. The question arose, therefore, as to how far such an examination bound the bank. It was stated that really no examination of the Cashier's books had been made. The decision holds that if the bank had knowingly and intentionally refused to make the examinations and had certified that the books were in sound condition when they were known not to be, the contention of the surety company would have been valid. Inasmuch as that was not the case, but the certificate had been signed in a routine way and without any real examination, so that it did not constitute an essential part of the stipulation, it was held it would be unfair to interpret the terms of the bond as releasing the company.

It is gratifying to observe that the American Bankers' Association is addressing its activities to agriculture and its votaries. The executive council of that organization, at its recent meeting, approved the extension of the Government's plan for farm development throughout the country. This, obviously, is only as it should be. Agriculture is the backbone, the basis of this country's permanent wealth; the fundamental support of its material prosperity. It has declined in recent years, or, rather, its increase has not kept pace with increases in other lines of endeavor, and, certainly, its increased aggregate yield is less than the increased consumptive demand therefor. Bankers, country bankers especially, are closer to the farmer, know more about him and his affairs, and, consequently, are better situated for assisting or advising him than any other class of citizens. They stand in a confidential and in more than a quasi-fiduciary relation to the farmer. Hence, it is extremely gratifying to learn that they are going to make common cause with him for his personal advancement.

At the meeting above referred to it was stated that 90 per cent. of the bankers of this country own farms, 70 per cent. of whom actually market their produce. This is pleasingly surprising, and from it we look for excellent results for the country's agriculture under the new movement for its extension. The bankers aim to induce the farmer to keep books, which will show him at a glance his cost of raising livestock, and whether or not his ventures pay. They will work for the reclamation of much swamp land, and will strive to show how farms now losing money, with little effort, can be made to pay. They have labor-saving projects in mind for the farmer's wife. One is a co-operative chain of laundries which eliminates that species of drudgery at very trifling cost. They also favor agricultural courses in the high schools, and other constructive recommendations. With the Association supporting, in addition, the movement for the establishment of co-operative financial farming associations, to give our agriculturists

better credit accommodations, it does seem as if the banker and the farmer had entered upon a promising alliance.

Quotations on Local Stocks and Bonds.		
	Bid.	Asked.
Am. Gas & Elec. Co., Com.	87	88
Am. Gas & Elec. Co., Pfd.	46½	48
Am. Light & Trac. Co., Com.	301	303
Can. Puget Sound Lbr.	2¾	3
Cities Service Co., Com.	104	107
Cities Service Co., Pfd.	91½	92½
Citizens Telephone	95	96
Comw'th Pr. Ry. & Lt. Com.	62	64
Comw'th Pr. Ry. & Lt. Pfd.	90	91½
Dennis Salt & Lbr. Co.		100
Elec. Bond Deposit Pfd.	81	84
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.		200
G. R. Nat'l City Bank	178	180
G. R. Savings Bank	185	
Holland-St. Louis Sugar, Com.	9%	10½
Kent State Bank	260	
Lincoln Gas & Elec. Co.	40	42
Macey Co., Com.	200	
Macey Company, Pfd.	98	100
Michigan Sugar Co., Com.	90	91
Michigan State Tele. Co., Pfd.	100	101½
National Grocer Co., Pfd.	89	90½
Ozark Power & Water, Com.	45	50
Pacific Gas & Elec. Co., Com.	65	66
Pacific Gas & Elec. Co., Pfd.	91	92½
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Pfd.	77	78½
Tennessee Ry. Lt. & Pr., Com.	26	27
United Light & Railway Com.	110	
United Lt. & Railway 1st Pfd.	89	91
United Lt. & Railway 2nd Pfd.	80	82
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
Saginaw City Gas Co.	1916	99

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CASPER BAARMAN - - - - Ass't Cashier

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E. A. STOWE, Editor.

May 22, 1912

**THE INVISIBLE.**

Not many years ago the microscopist found in the green scum of our ponds ample material upon which to base his observations. But his field has been enlarged and now the animal organisms within the pond have proved of more vital human interest. The mosquito with its death-bearing malaria has been the subject of investigation, and through this the seat of the terrible malady determined.

We are charmed by the intricate mechanism of the foot of the common housefly, as shown by the lens; but we are appalled by the revelations from the same source as to the amount of filth which can be loaded upon the same dainty foot. The notes in the sunbeam have been noted from the earliest times, but it has required an understanding of the germ theory to bring to the eye of the public the possibilities for good or for evil within that single sunbeam. It is the microscopic things of life which may in the end prove the most vital.

In the business world we find just about the same principles at work. The germs of progress or of decay may be infinitesimal, yet they are just as much alive as those of pure sunshine or miasma. We can not see them; can not feel them; and yet in the course of time their presence is manifested just as surely as is that of the life-giving ozone or the fatal gas. It is the things so small that we can not see them which on the whole work our success or our decay. It is ours to keep before us all professional tests; to study well the lens of popular life and of public opinion. The shifting of a single objective may be a revelation which we can not afford to lose. Even though we are not specialists in the bacteriology of the commercial world, there are forces invisible to the passing eye which we may detect if we but determine to wear sharp glasses and keep on the look-out for them. What we term invisible is often visible if we but watch for it, familiarize ourselves with its external appearance and make preparation to meet it.

**FLOWERS FOR THE DEAD.**

The recent tribute of Mrs. Loring to her husband, one of the victims of the Titanic, in crossing the ocean for the sake of strewing flowers upon the waves near the scene of the

wreck brings with renewed force the fact that we take comfort in thus presenting an outward token of our remembrance of the dead. A friend who had on Sabbath morning been honored with making the presentation speech for the memorial window erected in memory of an honored teacher was uneasy after dinner until she had a basket of flowers ready for the graves of her parents. "I can not bear to do for others," she explained, "and not do something for my own."

It was to Clara Barton that thousands of mourners are indebted that they have a definite spot in God's acre to call their own—a place sacred to their own dead. She it was who formulated and put into execution the plan of identifying the graves which would have otherwise been nameless. And while her own last days were clouded by dissensions and rivalry, a feeling possibly that her life of self-sacrifice was not appreciated, her memory will be kept green in the hearts of those for whom she has given of her time, her money and relentless toil. The flowers dropped at Memorial time on the graves which she rescued from oblivion will cast their fragrance upon her own grave.

Our graves are fast multiplying, and the hands which have every year placed the wreath beside the flag marking the grave of a comrade are growing fewer and more feeble. The recent increase in appropriation of pensions will make easier the last days of the deserving heroes; and while we can each point to those receiving pensions to which we deem them scarcely entitled, to those who do deserve we are so glad to give the just dues, that we can well afford to let the general law which can not be too discriminating bestow some ill-deserved rewards rather than to let one deserving veteran pass forgotten. All too soon the pension roles of the Civil War will become blank. As we now strew flowers over the graves, we may rejoice that the material, "Well done," still reaches those to whom honor is due.

The New York Medical Journal advocates a reform in summer clothing for men. It declares that the pajamas now worn at night by "enlightened civilized man" contain a hint for a sensible daytime dress. The Journal suggests a two piece suit of linen or cotton, worn over a suit of light underwear, as a hygienic summer costume. No shirt is needed with the two piece suit, as the coat would button up close to the neck, thus doing away with a stiff collar. The suit could go to the laundry just as the women's "tub" dresses are washed. The editor of the Medical Journal fears his suggestions will not be adopted, but why not be first in the field of hygienic reform in summer dress for the male sex? If he appeared on the streets this summer in the garb mentioned, other men might pluck up enough courage to follow his example.

**OVER SMALL MATTERS.**

The most valuable and in some respects the least used of all the senses is common sense. Its exercise would keep a lot of people out of a lot of trouble. Those who are going around with a chip on their shoulders generally find what they are seeking, but those who take things as they come and try to do the best with them are happy. All of which is suggested by the fact that recently a representative in Congress had a row on a Pullman car because he wanted his berth made up before he would show his ticket and the conductor, not certain whether or no the passenger had a ticket, directed that the ticket should be shown before the berth was prepared. Then they stood quarreling about it and making a show of themselves, and no man who has lost his temper is fit to be on exhibition. As the result of the episode the passenger was arrested and from the facts reported he had richly earned it, although by the exercise of ordinary common sense he could easily have avoided it.

It is really difficult to see how people of any brains at all could find occasion to quarrel over such a little matter as this. Technically the conductor was clearly right. He had good reason for asking his passenger to show his ticket before the porter was directed to make up the berth. It is hard to see why any man should object to showing his ticket. There could be no harm in doing that, the more certainly because it is what everybody else does. It would have been permissible for the conductor when he found he had an especially inconsiderate, unreasonable and irascible passenger to have taken a chance and let the berth be prepared, but even so he would have been clearly violating the rules formulated for the government of Pullman employes, and perhaps to that extent might have been putting himself in jeopardy. There are everywhere small minded people, who are afraid they are not getting their rights and so they make a stand on just such little foolish things as in the incident referred to, and all they accomplish is to display their own foolishness. In this country people who behave themselves are sure of getting all the rights that belong to them and as a rule will not have to make very much of a fuss to get them.

**BUSINESS OF BEING A CHILD.**

That it is a business is very generally understood. But how varied the phases of life which the youngster should become master of is not fully appreciated. There are the educational, the moral and the ethical culture to be developed. But just how much is to be done physically aside from the athletic training which overpowers us on every side came with a new force recently through the words of an old physician:

"It is the business of every child," he declared, "to have the round of children's diseases, such as measles and whooping cough and mumps while a child. They are sure to bob up some time in afterlife unless the

details are attended to, and may cause much greater discomfort and inconvenience. Home is the ideal place for such diseases, and there is no care better than that which mother will give."

There is much of truth in the assertion. Despite stricter quarantine rules, one is never safe from measles in spring unless immune through having had them. The adult who goes on escaping them has a new worry every year. Every time he hears a strange child cough during their prevalence he wonders if "that is the measles cough." Although the annual visitations which skip him in a measure increase his courage, some time, just when business is most pressing, he will awaken a victim.

People have a just prejudice against willful exposure to any contagion. There is always the possibility that something may not go right. Yet unless there is some local touch which renders the disease at a special time objectionable, to run away from it is a mistake. Let the little folks take their chances when the simple contagions are prevalent, not running into them purposely, but not swerving an inch from the normal path because of them. So long as they are in the world it is better to face them for what they are—diseases of childhood; to take precaution in treatment, and to put them away with childish things.

Kansas City has a Commercial Club which for twenty-three years has taken trips to towns in the neighborhood, doing missionary work which has reaped a good harvest. Just now the Club is on its twenty-third booming excursion, visiting cities and towns in Southern Nebraska and Northern Kansas. About 100 business men are on the excursion and they are having a jolly time. For a week they are visiting, in some places being greeted by brass bands and a large section of the populace. This year the Club is going through new territory and hopes to win trade that formerly went to Omaha and St. Joseph. The members talk business wherever they go, tell of the attractions of their city as a trading center and the amusements it furnishes all visitors.

A London correspondent of the Tradesman writes that not a single merchant vessel flying the Stars and Stripes had arrived in the Thames in a year, the last ship of the sort to be there having made its appearance May 8, 1911. That is not a very gratifying piece of information nor one in which Americans can take special pride. Shipping belongs to the big business of the world and it would seem as if the United States through its flag and its ships should be represented frequently in all the great harbors. Americans can design and build as good vessels as any people on the globe and it would seem as if somehow arrangements could be made so that the Stars and Stripes would be seen as often as any other flag at the great shipping centers.



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**Michigan Retail Hardware Association.**  
 President—Charles H. Miller, Flint.  
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 Treasurer—William Moore, Detroit.

**Washing Machines For the Retail Dealer.**

The sale of washing machines, like any other article in the retail store, must be studied to be successful, and the first thing I want to do is to congratulate you on taking up the education of the retail merchant. I do not mean by this that the retailer needs an education any more than the manufacturer or the jobber, for the man who has gotten to a point where he knows it all and can not learn any more is swiftly and surely slipping beneath the somber shadows of ignorance, becoming the sad slave of his own stupidity.

Having had a few years' experience in the retail business, and fifteen years as a traveling salesman, together with the last ten years as a manufacturer, I can probably help the good cause along by giving you a few experiences and a few ideas on selling washing machines, and in order to do this my talk will resolve itself down to the one subject, "Salesmanship," for there is no difference between selling washing machines and any other article of merchandise.

The great secret of success for the owner of a retail store is to make salesmen out of himself and his clerks. How many dealers realize this all-important feature of their business? It does not make any difference whether a man is running a peanut stand or a million-dollar business, its chief success depends on salesmanship.

There are three kinds of clerks: salesmen, wrappers and bouncers.

A salesman is the man who not only supplies a customer with what he came into the store to buy, but sells him the highest grade article, and then suggests something that is seasonable and makes a sale of something the customer had no idea of buying when he came into the store. As an illustration, if a man goes into

a barber shop to get a shave and comes out with a hair cut, shampoo and a face massage, the barber is a salesman.

A wrapper is a man who stands behind a counter and takes the cash or charges what a customer takes away from him.

A bouncer is one who is too lazy to even wait on a customer, and who is always looking forward to Saturday night when he can get his pay for driving trade away from the store.

But my article is to be on selling washing machines. The base of all selling is to have confidence in the goods you are trying to sell. A great many dealers pay little or no attention to their selection of washing machines. They buy any and everything that comes along, and the consequence is that when you ask them what machine they are selling they have to go and look at the name before they can tell you. At the same time this very same dealer is pushing and making a success of some particular line of stoves.

Another mistake lots of dealers make is buying every new machine that comes along, to get the agency and keep his competitor from getting it. Let your competitor have all the freaks, and push a staple line and you will have success.

Another mistake is in not posting the clerks on the merits of the goods you handle. In my experience on the road I found a lot of dealers who could easily be convinced of all the good points themselves, but never wanted the clerks posted on their lines. How can a dealer expect his clerks to sell an article, if they are not posted on its good qualities?

Another and vital mistake among a lot of dealers is that they are afraid to ask a price, and when they do name a price to a prospective purchaser it is done in such a way as to make the customer feel that it is too much money, and a sale is often lost at this point. Many is the time I have heard a dealer say, "That machine is msted at so much," and the natural impression is, "How much

less can I buy it for?" and as soon as the salesman loses the confidence of his customer the sale is lost, no matter how much of his profits he cuts off the article.

Lots of dealers imagine that they can not sell power washing machines with wringers complete, ready to attach to an engine, for \$25, but I claim it is the easiest style of machine to sell; anyhow, it has been my experience, when attending state fairs and other places where we do advertising, that I can sell ten power machines to one hand machine, and here is the argument I use:

Take, for instance, a power machine with a five-year guarantee. I can get any one who has a gasoline engine interested up to that vital point of asking the price. At this point I am using a pencil and paper, and I figure it out this way, always being careful to show the figures in black and white:

He has asked me the price, and I have told him \$25, and in nine cases

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out of ten I will get an answer something like this: "By gosh, that's too much money for a washing machine." My answer would be: "Now, look here, Mr. Farmer; \$25 does look like a lot of money, but stop and think what I am giving you: a washing machine and wringer complete, with a five-year guarantee on the whole business.

"Five years is two hundred and sixty weeks. Let's divide two hundred and sixty into \$25, and we find that it amounts to nine and eight-thirtieths cents a week to do your washing and wringing. Let us say, less than ten cents a week for the fifty-two weeks in the year for the next five years. Why, it is absolutely cruelty to let that engine lay there doing nothing and have your wife, daughter, or even the hired girl, turn a washing machine and a wringer, when it takes less than the price of two nickel cigars to save all that work.

"Then, another thing, Mr. Farmer, it is hard work to turn a washing machine by hand, but it is a good deal harder work to turn the wringer; and did you ever stop to consider that a woman wrings every piece she washes four times? She has to wring it out of the soak water, into the washing machine; out of the washing machine into the rinse water; out of the rinse water into the bluing water, and out of the bluing water before she hangs it on the line."

If you will only use this argument you can sell power washing machines. Now this argument brings up another point in selling any article: the use of the lead pencil. Did you ever stop to consider that a pencil and paper are the greatest assistants a salesman can have? You can tell a human being almost anything, and it goes in one ear and out of the other; but show him what you are talking about in black and white, and you will make an impression that can not be gained any other way.

It is admitted by almost every one that the greatest selling organization in the world to-day is maintained by the National Cash Register Company. This company up to this time has advocated chalk talks by its salesmen, but it recently placed an order for a stereopticon for every office it has in the world, to use in showing prospective customers what the cash register will do, and what the salesman is talking about.

Every dealer can not afford to put in a stereopticon, but the pencil and paper are the next best substitute.

What applies to power washers also applies to all other machines. You can use the same argument on a machine that sells for \$7, if it has the five-year guarantee. Divide two hundred and sixty into \$7, and you will find it is only two and nine-thirtieths cents a week. It also applies to a machine that sells for \$50; it is less than twenty cents a week.

Do not imagine that you can not sell any high-priced article. You can, if you will use a little salesmanship; and if you do not study salesmanship it is your own fault if you make a failure out of your business.

A year ago at the hardware dealers' convention in Des Moines, Iowa, I met an old friend of mine who used to travel for a wholesale hardware house at the same time that I was on the road. He went into the retail hardware business a couple of years ago, in a small town with a population of a little over four thousand, and as I had not seen my friend for a long time I was naturally glad to see him, and after talking over old times I commenced talking electric washing machines to him. I used every honorable argument that I could try and convince him that electric and power washing machines would sell in his community, but all I could get out of him was: "Sam, you can't sell a washing machine in our town for \$50." All I can say is, I did not sell him, and our salesman visited that town several times, trying to get some hardware dealer to take up the sale of electric washing machines.

At last, finding it an impossibility to get any of the hardware trade to take it up, our salesman called on an electric supply house, with the result that a sample machine was shipped on July 13, 1911. Since that time twenty-six more have been shipped in there, making a total of twenty-seven machines that have been sold in eight months in a town where the hardware dealer said that not a single machine could be sold for \$50, and the electric company has made a profit of \$337.50, that might just as well have been in my friend's pocket, if he had taken my advice. I could tell you a hundred instances just like this one, but time and space will not permit.

In conclusion, let me say, Mr. Dealer, that power and electric washing machines are the machines of the future. They are here now and they are here to stay. Do not fool yourself, because you are only fooling your own pocketbook. Pick some good standard line that you can rely on, and push it for all there is in it, because if you do not, some one else will get all the cream and you will wake up some day and find nothing but skimmed milk.—S. B. White in Implement Age.

**Advantages of a New Country.**

The average man in new countries or sections of country—and herein lies his attractiveness—is not afraid of life. He is not so because he has not yet been compelled to be, because he does not yet know what it can do to him. In the long run among massed humanity, life is too strong and beats it down; and this beaten condition becomes an inherited fear. Wherever the pressure of population is felt, the majority learn to know that their safety and refuge against life is their hole or rut, their bit of property, their business or practice or trade, the set of circumstances into which they have fitted themselves so as to find it possible to get along. They see all around them what it is to be without that refuge, to fall from their narrow niche into the pit that gapes beneath. But in new regions, among manifold demands and possibilities,

one becomes versatile, able to do many things well enough for the hurried purposes of the place, instead of one thing extremely well. So that if one undertaking fails, another is not compromised. If a man falls, he rises easily. He can be ruined and laugh, for ruin in a new country is not like ruin in an old country. Arthur Colton.

**Gift Declined.**

The wayfarer asked for old clothes. "I have none," said the head of the house.

"Not even an old pair of shoes?"

"No; but here is an old automobile you may have."

"Thanks, boss, but I have enough trouble supplying my own wants without begging gasoline from door to door."

If a man has sense his dollars will take care of themselves.

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### Small Deceptions in the Butter and Egg Line.

Written for the Tradesman.

"I believe we are all more or less guilty," declared the schoolmaster with a laugh. "I know I am ready to plead guilty anyhow."

Three men sat conversing in Pete Dorman's store after closing hours—old Tom, the storekeeper, and a drummer from Grand Rapids whom we will call Hodge.

"Eh? What's that you say?" and Peter turned from contemplating a letter he had been reading. "Oh, about small deceptions, is it?"

"That's it, Pete, the small sin of deceiving your neighbor," grinned Hodge. "Old Tom pleads guilty of covering up his mean tricks. You want to watch the sly old chap when he fetches anything in to sell—he's a full-fledged farmer now, I understand."

"That's what I am," admitted Mr. Tanner.

"And, of course, you agree with the rest that the pestiferous middleman is robbing you at every turn?"

"Well, no—"

"May as well own up, Tom. I know you."

"Smart man, you are," grunted the schoolmaster. "You know me. Well, if you do you are ahead of my time, for to be honest I don't know myself. I never imagined Thomas Tanner, ex-schoolmaster, now fruit raiser and general horticulturist, would be guilty of the smallest deception in his deal—"

"And you have caught him cheating somebody?"

"I am afraid so. It was this way: I was over to Hammond not long ago. I took along a basket of eggs, all fresh save a single dozen that had been packed late in the fall. They were perfectly good, you know, but not of the latest laying. That dozen was put in the basket by my wife, together with nine dozen of the latest minting. Now we do most of our trading with Jones & Hoover. They, of course, expect farmers to fetch only fresh eggs. I let the eggs go without mentioning that one dozen elderly ones."

"You say they were all good?"

"Sure."

"Then where's the harm?"

The querist was Hodge, the drummer.

"It was a deception, you know," answered the schoolmaster, "and I have felt as cheap as anything ever since. I expect when I again go to town I shall tell Jones exactly how it was."

"Pshaw! What nonsense. If the eggs were all right—"

"But they were not quite fresh, you know," insisted the schoolmaster. "To be sure, there were only one dozen in ten, yet there was a deception and I haven't felt exactly right about it since."

Hodge laughed, smoking up briskly.

"Good Lord," said he, "if people were all as particular as that, what sort of a world would we have? Such little things as that are of every day occurrence."

"I am aware of that," commented the schoolmaster, "that is why I spoke about small deceptions which are so universal."

"What you say reminds me of incidents that come under my notice in the store," spoke up Pete Dorman. "No later than this morning there came to this store the wife of one of the rich farmer's of this town. She is a thorough gentlewoman, one of the nicest women I know. She brought a crock of butter. I remarked upon its fine appearance. 'Yes,' she said, 'I never make poor butter.' I had never bought any of her before and, judging from the appearance, the butter in question was gilt-edged."

"When I came to deal out the butter I found that the upper layer in the crock was of delicate flavor and color, while the lower half was almost white—not bad, you know, but a good long ways from being as good as that on the top of the jar. There was a small deception for you that I confess surprised me."

"Yes," said the schoolmaster, "and it was deception done on purpose."

"There can be no denying that, and yet—"

"And yet," declared Hodge, "it is the way of the world from the highest to the lowest."

Old Tom shook his gray head thoughtfully.

"It isn't right," he said. "Such small deceptions lead to others and the first we know we are committing greater ones."

"Still," musingly spoke the storekeeper, "the woman I mentioned is the wife of a farmer and fruit grower than whom none more honorable lives in the county. His fruit is packed with strictest care; he never shirks a duty, nor does he permit anything to go to market with his brand that is not up to the required standard of excellence."

"Well, it is this way," ventured Hodge. "The farmer's wife was all right on that butter deal. She might have mentioned the fact of there being two sorts in the crock had not you spoke in praise of the butter. That fixed her pride where it was difficult to explain. With a guilty

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### Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.

blush she let it go, trusting that the jar would be sold to an out of town person, or perhaps shipped when the local dealer would never know but that the whole jar was of a piece with its surface showing. I should not judge her too harshly, Pete—"

"Sure not. I'm not judging her at all. The deception was a small one, such as Tom's egg deal. We all fall for it sometime or other in our lives, believe me."

"Yes, I suppose we do," assented the drummer. "Honesty is the best policy, and yet how many of us would be strictly honest if we knew that everything we did, even to the smallest act, was not to be known of all men—how many?"

"Don't ask me," chuckled the store-keeper.

"Nor me," and the schoolmaster shook his gray head and sighed. "I had a cousin, though, from Maine, a long-haired Yankee boy, who came the nearest to being strictly honest of anybody I ever knew. He was so honest he would blurt out the truth on any and every occasion."

"Contrary to the saw that the truth should not be spoken at all times?"

"Contrary to that. He became so unpopular among the young people that he was obliged to pack up, after a year's stay, and go back to Maine. He was too honest even to get married. He lives, at the age of 70, a bachelor still." Old Timer.

The New York Herald reports Henry Clews as saying: "I have been down here a great many years and I should think that something had gone wrong if at this season of the year the crops were not killed from one end of the country to the other. It always happens. Why, the experts do not hesitate to kill crops that are not yet in the ground." Other people have noticed the same thing. There are always rumors of the failure of the peach crop, but in some way peaches appear on the market at the customary time and at about the same prices. Sometimes the corn crop is a failure, and this year thousands of bushels of potatoes have been brought to the United States from abroad. That does not mean that the potato crop was a failure, although it was much smaller than usual. Generally when one crop is smaller another is larger, and thus matters are evened up and the average is good.

**Cut Down Output of Fillers.**

A shortage of straw, so it is claimed, has cut down the output of fillers. Anyhow, this is the complaint that is being sent out from Petaluma, Cal., the great egg center, where there has of late been actual shortage of fillers. Petaluma is the center of the great Western egg-producing territory, and, according to a well known authority, the only place on earth where people are actually making a living exclusively from poultry. A local cold storage house of considerable size is filled yearly with eggs, and, we are informed, around \$12,000 worth of eggs shipped out weekly from Petaluma.

**Why Some Creameries Are Very Successful.**

In localities where state agricultural colleges are situated, it is not uncommon for people to place orders for butter from the dairy department of the institution three to four days ahead, and to pay from 5 to 10 cents per pound over market prices. They know they are getting butter made under the most sanitary conditions, in the modern way, and are willing to pay higher prices for it.

This goes to show that it is not the lack of demand that hampers the growth of many dairies and creameries, but the lack of sanitary and up-to-date methods in the production of their products. What was considered good butter ten or fifteen years ago would not measure up to the high standards set by progressive dairymen and creamerymen of to-day. The public readily detects the difference.

The leading creameries and dairies have their pasteurizers, pasteurizing holding devices, milk coolers, cream ripeners and other mechanisms, all of which have a great bearing on the quality of the butter.

One might as well try to sell an ox cart to an automobile enthusiast, as to sell the poor butter made by old methods to the American public to-day.

**Romance of the Trees.**

Everyone ought to cultivate a friendship for trees, and along with his animal friends have a few tree friends. He could do no better to commemorate an event in his family life than to set out a tree and name it with the name of what he would remember—have arbor days of his own.

Where a family has been sentimental enough to do this you will find trees about the house named John, Henry, Susie, Clara, etc., in memory of the birth of the children. You will see a tree somewhere near the gate called the telephone tree, because it was planted the year the telephone was put in the house.

There will be another tree somewhere near that one called the free delivery tree, commemorating the year the mail was first brought to the door. There will also be some small trees, among them the auto tree, in memory of the first automobile owned by the farmer, and the air tree, to remember the thrill experienced upon seeing the first aeroplane.

What a romance and interest this adds to rural or suburban life!—Farm and Home.

**Rank Determined by Age of Cheese.**

The English, the Germans and the Norwegians are great consumers of cheese, but the people of Switzerland surpass them all. The cheese of Zermatt is so hard that one is obliged to scrape it or cut off chunks with a hatchet, and its use is considered most important on all ceremonious occasions. The rank of a Swiss family is known by the age of its cheese, and the more affection or respect a guest inspires the harder is the cheese which is cut in his honor. It is said that there are families in

Switzerland whose cheeses date from the first French revolution, and these are served only at baptisms, weddings and after funerals. The larder in every family is guarded with care, and the cheese is named. Upon the birth of a new heir a cheese is made that takes the name given him or her, and that particular cheese is never under any circumstances cut until the boy or girl grows up and is married. On such occasion each of the guests takes a piece of cheese from the bridegroom and from the bride and drinks to their felicity, the cheese held aloft.



**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.**

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

**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.

**Hammond Dairy Feed**

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

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

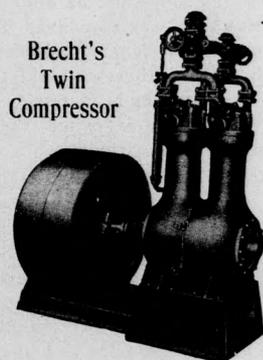
**WORDEN GROCER COMPANY**

**The Prompt Shippers**

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 30 to 50% less expense, than if ice were used.

Write us for complete information at once.

Dep't "K" **THE BRECHT COMPANY** ESTABLISHED 1853

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



### The Vital Points in Women's Tailored Garments.

Written for the Tradesman.

When a dealer is buying women's suits, coats or skirts for his trade, what are the points of excellence he should seek to find in the garments he shall select? There are lines and lines for him to choose from; he should have in his mind certain standards to aid him in passing judgment upon the great number of samples displayed for his inspection.

In all this class of goods the three chief things to be looked to are the style of the garment, the quality of the goods that has entered into its construction and the kind of tailoring or the workmanship that has been put upon it. Under these three heads about all that is desirable or the reverse in tailored garments may be considered. A suit or a coat or a skirt that is right in style, right in quality and right in workmanship is all right—nothing more need be said about it.

Of this trio, style, quality, and workmanship, style is the greatest. Do not hesitate to give it precedence in your thoughts. Let the idea dominate this whole department of your business that the garments you handle must be correct in style.

A tailored garment that lacks style or is wrong in style is simply nil. You do not want it. If this seems to be putting the case too strongly, consider for a moment: A woman may purchase the best of material and make for herself, or have an ordinary dressmaker make for her, a jacket suit. We will say that every stitch is put in conscientiously. It is well lined so that it is just as warm as any suit she could buy, and the stuff in it is all so good that it will wear like iron. But it has no style. It proclaims itself home made to the most casual observer. Put such a suit in a store and it would hardly sell for enough to cover the cost of the material, to say nothing of the making.

Make a study of style. Know what lines and proportions and shades of color are to have fashionable favor.

The outline of tailored garments must of course be somewhat severe, both because rather heavy cloths are employed in their construction and because they are wanted for service, not for fancy dress occasions. It is all the more important that the designing be done by a master hand. Ornamentation never should be employed lavishly, neither should it be dispensed with altogether. A handsome collar, even a bit of braid applied just where it will have the right

effect, may give the touch of distinction which will make one garment far more desirable than another and so far more salable.

In all this class of goods, for the greater part of one's stock, extremes in styles, either as to color or design, are to be avoided. Most of your customers will plan to wear a suit or a coat two seasons, so no sensible woman will choose one that will become passe in a few weeks. Garments should be selected that are smart and modish and still will stay in favor for quite a time.

While in the trio of style, quality and workmanship, style should be given precedence, still quality and workmanship are close seconds. Indeed, it is impossible to have really good style unless they are good also.

It is an education in itself to be a judge of the quality of goods, and every buyer should spare no pains to become as expert as possible. Goods that look well in the garment, with color that will stand sunlight and service, goods that will not cockle with wetting and will wear smooth instead of rough—these are the main features of excellence in the outer fabric. The lining, and even the canvas and interlining used, should be of corresponding quality. A lining of cheap, sleazy satin detracts from the appearance of an otherwise good garment and also from the satisfactoriness of its wear. Buttons that look cheap and shabby always should be avoided. Handsome buttons may add just the touch of ornament that is needed for a severely plain coat or jacket.

As to workmanship, both taste and conscience must enter into it. Who shall define the look of trimness, neatness, finish and correctness that is given by good tailoring and by nothing else? No matter how excellent the design, its effect will all be lost if poor, blundering, hasty workmanship is allowed to enter into the construction.

Great importance attaches to things that are unseen and must be done on honor. All the pieces of canvas that are used in collar, lapels and about the armholes—these should be properly stitched and fastened in order to give what is called shape permanence to the garment.

Remember that every single thing about a garment that can be commended gives a talking point, and consequently, a selling point. Look to the little things such as extra buttons, stitchings of silk thread, shields in the armholes, and the like. These all help in the sales and in the satisfaction of customers.

It is plainly to be seen that in order to build up a permanent and growing business in ladies' tailored garments it is best to handle as high class goods as one's customers can buy. Some one has wisely observed that if you purchase a genuinely good article, even at a high price, you have only one unpleasant experience associated with it, which is, of course, paying for it. A poor article, no matter how cheap it is, is unsatisfactory right along. These shrewd remarks are especially applicable to such things as involve quite an outlay and from which considerable service is expected.

Take a lady's suit for instance, that is so thoroughly good that you honestly can recommend it in every particular; so tasteful in design that it can almost be said to possess exclusiveness of style, of goods that is all wool, proven so by the boiling alkali test, well lined and interlined, correctly and conscientiously tailored—you ought to be able to sell such a suit to your most exacting customer easily, provided only that she has the money to buy it. Have just such suits as the one described for all your customers that can afford them.

But it is useless to try to sell a forty or fifty or seventy-five dollar

## Bachelors' Friends

TRADE MARK

### HOSIERY

Registered U. S. Patent Office and Canada.

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

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

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

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

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

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

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

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

The two-thread looping machines give double strength at this point.



No need  
of this  
since he  
wears  
Bachelors'  
Friend.



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



This new Vest has an attractive improvement not found in any of the old style vests, the "can't-slip" shoulder straps.

The Cumfy-Cut is so scientifically fashioned that no matter what position the wearer takes, the straps positively cannot slip off the shoulders—a feature every woman must appreciate.

We have a full line ranging in prices from 90 cents and upward. Also Union Suits at \$4.50 per dozen.

Paul Steketee & Sons  
Wholesale Dry Goods

Grand Rapids, Mich.

suit to a lady who can spend but twenty dollars, and it is of course impossible to retail at twenty dollars or less, suits that come up to the high standards of excellence that the buyer should have in his own mind. While aiming always to sell just as good goods as one's trade can buy, it will not answer to treat with indifference the wants of persons of very limited means, for ordinarily these form a large proportion of one's customers.

Right here is a chance for the really shrewd and successful buyer to show his powers. To buy for the people who have but little money, garments pleasing to the eye, not cheap and tacky in appearance, not all wool for all wool they can not be, but cotton mixtures that will not cause serious trouble, as well made as the price will allow -- to secure all these points in low and moderate priced garments requires great care and painstaking on the part of the buyer. It can be done however, and no buyer should be satisfied to do less.

Fabrix.

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

In the matter of Britto M. Preston, bankrupt, notice is hereby given that, in accordance with the order of this court, I shall sell at public auction to the highest bidder on Tuesday, the 28th day of May, 1912, at 10 o'clock a. m., at the store formerly occupied by the bankrupt, at Otsego, Allegan county, Mich., the assets of said bankrupt. Said assets consist of clothing, men's furnishing goods, store furniture and fixtures and are appraised at \$901.94, of which about \$150 is store furniture and fixtures. The entire stock of merchandise is only about four months old.

Said sale will be for cash, subject to the approval of this court; and notice is hereby given that if an adequate bid is obtained said sale will be approved within five days after the filing of a report of such sale, unless cause to the contrary be shown.

John W. Hilding, Trustee,  
Grand Rapids, Mich.

**Wanted.**

- A hat for the head of navigation.
- A nightcap for the brow of the hill.
- A monocle for the eye of opportunity.
- A toothbrush for the teeth of the wind.
- A stickpin for the matrimonial tie.
- A pair of sleeves for the arms of the sea.
- A glove for the hand of fate.
- A manicure for the finger of scorn.
- Link buttons for the cuffs of misfortune.
- A corset for the waste of time.
- Suspenders for breaches of trust.
- A shoe for the foot of the hill.

**Taken Completely by Surprise.**

"What's the matter with your wife? She's all broken up lately."  
"She got a terrible jar."  
"What has happened?"  
"Why, she was assisting at a rummage sale, took off her new hat, and somebody sold it for 35 cents."

**Activities in the Hoosier State.**

Written for the Tradesman.

The Chas. F. Lucas Co., capital 10,000, has been formed at Ft. Wayne to handle fruit, vegetables and dairy products.

The fourth annual Egg Show, held by the poultry department of Purdue University, was a success, with 150 entries. It is expected there will be marked improvement in the quality of eggs produced in the State.

The South Bend Grocers and Butchers' Association has been formed at South Bend, with the following directors: L. H. Rulo, H. F. Lang, Chas. Krause, D. F. Baer, Jas. McCullough, Frank Brodbeck, Solomon Fox and A. S. Bucholtz. To prevent impositions from persons who do not pay bills and to promote the general welfare of members are the objects sought.

The Brazil Clay Co., owner of a large plant west of Brazil, will resume manufacturing operations soon, after a shutdown of seven months.

The Grocers and Butchers' Associations of Mishawaka and South Bend will probably hold their annual picnic this summer at Battle Creek. Last summer a gang of pickpockets marred the success of the picnic and this year plain clothes men will guard against the "dips."

An apple exhibit will be added to the annual Corn Show held at Columbia City this fall. A price will also be awarded to the supervisor in the county having his roads in the best condition.

The former Geologist of the State has issued a book on Indiana weeds, in which it is stated the annual loss to the people from weeds is over \$15,500,000. He asserts the through railway lines give many weeds a wide distribution, such as Roman thistle, prickly lettuce, Canada thistle and Texas nettle.

State Statistician Brolly submits figures showing that Indiana citizens have reduced their indebtedness over \$34,000,000 during the past year.

Beginning June 1 Ft. Wayne will be a stop-over point on the Grand Rapids & Indiana Railroad, with ten days' stop-over granted to holders of through tickets. The Pennsylvania road has been granting Ft. Wayne this privilege for some time.

The D. M. Sears Co., capital \$75,000, manufacturing pickles, mustards and food products, will establish its main plant at Ft. Wayne and branches in surrounding territory. D. M. Sears, of Hammond, is President and J. W. Caswell, of Huntington, is Secretary. The Ft. Wayne plant will be in operation in September.

The Terre Haute Humane Society is asking the city to issue an order requiring all dogs to be muzzled or confined within gates.

Union carpenters of South Bend are asking for 45 cents an hour, an increase of 5 cents over the former scale.

The school census for South Bend shows a decrease of 1,508 over last year. The census enumerators found 554 vacant houses.

The Chicago, South Bend & Northern Indiana Railway has been grant-

ed a franchise by Sodus township, Berrien county, and will extend its line from Berrien Springs to Eau Claire.

Engineer Osborn, of the Columbus, Ohio, municipal garbage reduction plant, spoke recently at Ft. Wayne and recommended reduction or incineration as the proper methods. He condemned the plan of feeding garbage to swine for the reason, he said, that in Denver, Col., where this has been done extensively, that of 1,100 garbage fed hogs examined 28 per cent. were tuberculars.

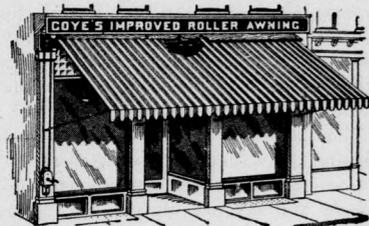
The Indiana State Railway Commission has ordered the Big Four Railroad to install automatic block signals between Delmar and Coal Bluff.

The City Sealer of Evansville is earning his money, the records of the State Sealer of Weights for April showing that the Evansville man made nearly 4,000 inspections, or 61 per cent. of all the inspections made in the State during that month.

G. R. Kinney & Co., of New York, owners of a chain of show stores in the East and Middle West, will open a branch store in South Bend June 1. Almond Griffen.

We are manufacturers of  
**Trimmed and Untrimmed Hats**  
For Ladies, Misses and Children  
**Corl, Knott & Co., Ltd.**  
Corner Commerce Ave. and Island St.  
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.

Our new location will be at the corner of Commerce and Island streets. We expect to move soon.  
**GRAND RAPIDS DRY GOODS CO.**  
Exclusively Wholesale  
Grand Rapids, Mich.

Near Wayne County Bldg.  
**A. T. Knowlson Company**  
WHOLESALE  
**Gas and Electric Supplies**  
Michigan Distributors for  
**Welsbach Company**  
99-103 Congress St. East, Detroit  
Telephones, Main 2228-2229  
Ask for Catalog

## GREAT SPORT.

By All Means Obtain a Fly Swatter.

Written for the Tradesman.

The three primal elements of animal strength, according to an old analysis, are: longevity, fecundity, and vigor.

The fly has not much longevity, and his strength is a negligible quantity; but he is long on fecundity. If it were not for fly traps, fly poison, fly paper and plain and fancy fly swatting, the posterity of the flies that now are would, in a single season, become insufferably great.

The fly is a creature of more than leaflike frailty, yet is he a game sport; for if he lose one leg in the butter, yet will he jauntily fly away with the remaining five. No fly was ever known to have brooded over the loss of a single limb.

The wings of a fly are the merest wisps of veined gossamer; yet by means of them the fly can buzz and circle and disport himself with perfect safety in mid air. It is humiliating to the proud intelligence of man to reflect that a mere fly—an ordinary *Musca domestica*—can make the noblest aerostatic flights of man look amateurish to a degree. But it is a fact.

The most skillful demonstrators of man-made flying devices make much ado in getting started; and the rise from earth to upper air is a process so tedious that some of the spectators get pestered and go home before the bird-man gets up. But the fly is up and off in a jiffy—especially when he has reason to believe you are going to take a swat at him.

The fly is also light of foot, and his tread is noiseless; yet when he takes a stroll across the top of your head where the hair is thin, or meditatively steps about on your perspiring nose, he is a source of annoyance out of all proportion to his size.

The feet and legs of the fly are admirably constructed for carrying germs; and nothing seems to tickle the fly more genuinely than to fetch your neighbor's germs over to your house and distribute them methodically among the several dishes on the table. It is as if the fly somehow knew that probably no one person would care for a little of everything on the table; so in order to make sure that everybody shall have a sample of the germs across the way, the considerate fly does not neglect a single dish.

If you pride yourself on the possession of certain peculiar and special germs at your house, you can not lead that flattering unctious around for long, for the flies will fare forth and distribute them throughout the neighborhood. So, in a way, the fly is a marvelous leveler of the inequalities of folks; for with diligent feet he distributes germs among the just and the unjust.

Thoughtful students who have carefully studied the habits of the festive little fly report that he is quite an interesting little creature in his way—only most of us do not es-

pecially like his way. He rubs his front legs together, twisting the one around the other in the oddest manner, and then swipes down across the three-jointed antennae carelessly, much as a child washes its face. From a sanitary point of view the fly's manner of swabbing his face leaves much to be desired. It is not anything like as thorough as a cat's bath. A self-respecting cat is really very particular about his toilet, but the fly cares not at all for such matters.

In view of the notoriously unsanitary condition of the average fly, profound students of the dipterous insect have been hard put to it to discover why he rubs his feet together and makes as if he were taking a bath. The probable explanation is that he does it, not with a view to cleansing himself but rather to stir up the germs and make them more malignantly active than they might otherwise be. If this explanation be the correct one, it shows us that the little fly is shrewder than we thought, even if less endurable than we had supposed.

Citizens of Christian lands as well as the more enlightened people in heathen lands believe that there is peculiar merit in swatting the fly. This opinion is gaining ground rapidly. Time was when school children were taught to feel sorry for the poor little supposedly harmless fly to whom the wily old spider said, seductively: "Won't you come into my parlor?" Embittered by the thrilling story of the dear little fly's tragic fate, many a lad has doubtless vowed eternal enmity to the spider as a destroyer. Some latter-day knowledge of the ways of the fly makes us wish the crop of spiders might be larger.

Just how the fly functions serviceably in the economic order is a thesis that may be assumed, but it is a hard one to prove. To most of us it looks as if this old world would be a much happier place if there were no flies. From first to last the pestiferous fly has probably been the indirect cause of the death of more people than the total number slain in all the wars from the beginning of human history. It is the firm belief of many pious souls that, when the millennium comes, flies will be no more. If this be a correct supposition—and it is hard to think of any sort of a millennium in which mortals shall be afflicted with pests of any sort—then the energetic and successful fly-swatter is perhaps helping to inaugurate the millennium.

There are many polite ways of exterminating a fly. Small boys enjoy shooting them with rubber bands; but this requires a certain finesse in approaching your quarry that adults find difficult to master. Moreover, the impact of a good, hefty piece of rubber causes the fly to spatter too much. You can make a far neater job with an ordinary fly swat.

Children should be taught the use of the fly swat during their early and more impressionable years. At the age of 6 months baby should be al-

# RAMONA IS NOW OPEN

## Better Shows Than Ever This Season

### Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of  
Furniture in America

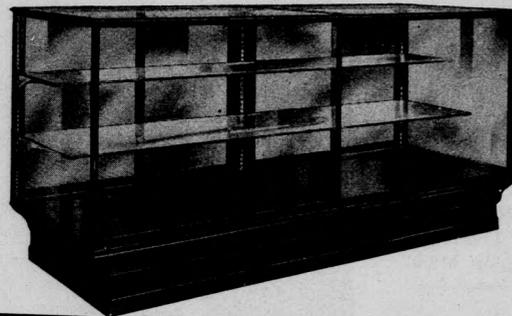
Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

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

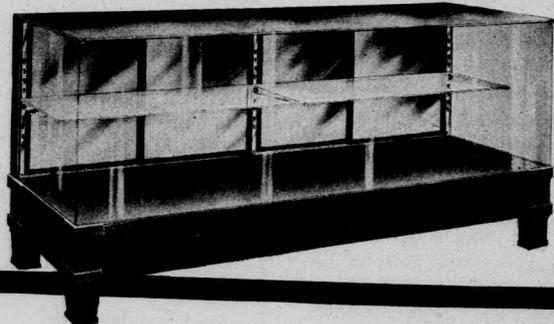
Grand Rapids, Michigan



Less in Price  
Superior  
in Quality

Write for Catalog

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



"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

lowed to play with a strictly new and unused fly swat. The parent can often interest the little one by skillful exhibitions of ordinary fly-swatting. When you once get the baby's attention focused on the game he will goo with delight when you fetch down a fly. When you miss, however, he will soon become disgusted. It is better not to attempt an exhibition of your fly-swatting skill in the presence of very little people until you have acquired the skill. It lowers you appreciably in their estimation.

By the time baby is 9 or 10 months old you can begin to teach him the gentle art of fly-swatting by putting disabled flies within easy reach. In a few weeks he will learn to crawl over the margin swatting rather successfully. Your worst task is to keep him from dissecting the victim after he has laid him low with the swat. By proper training the child can become quite proficient with the swat by the time he is walking.

For the amusement of people who can not enjoy the more strenuous sorts of outdoor sport, expert fly-swatting is a very satisfactory equivalent. It is remarkable how expert one may become in this noble art by study and practice.

If you have neglected to provide yourself with a fly swat, by all means get one at the earliest possible moment, for fly-swatting is great sport.

Frank Fenwick.

**Activities in the Buckeye State.**

Written for the Tradesman.

The Poland Transit Co. has been organized to operate an automobile bus line between Poland and Youngstown.

A deficit is shown in the reports of the Cleveland Street Railway Company since the reduction to three cent fares and the old rate will probably be restored.

Youngstown is to have an auditorium. Similar buildings in Canton, Akron and Columbus will be inspected before construction is started.

Stock swindlers who are causing losses to small investors in Cleveland will be investigated by the Chamber of Commerce and put out of business. "We are going into this matter because there is no state department to look after it and protect the people," says Secretary Havens.

The Ohio Bankers' Association, at its annual meeting in July, will adopt some plan of stimulating the agricultural resources of the State. Nearly three-fourths of the members own farms and are close to the farmer. They will urge farmers to adopt book-keeping, system and sound business methods and will work for the reclamation of waste land. They will urge labor-saving devices for the farmer's wife, eliminating much of the drudgery that is now driving boys and girls to the cities. The fact that manufacturing Europe is now selling agricultural America large quantities of potatoes and that in the past ten years imports of farm products have nearly doubled, while exports of these products have fallen from 70 per cent. of the total exports to 55 per

cent., is making Ohio bankers sit up and take notice, as it should other people.

About one-third of Cleveland's population is foreign-born. People of Austro-Hungarian extraction are in the lead, being estimated at 180,000, while the Italians have increased more than 300 per cent. in the past ten years. There are fewer German-born citizens than a year ago.

Florists of Columbus report flower sales occasioned by Mothers' Day observance as almost double that of the corresponding day last year.

The chairman of the Department of Charities and Correction of Cleveland recommends a home for girls who find their way into juvenile court, to be operated along the lines of the school for boys at Hudson.

The R. & W. Jenkinson Co., tobacco dealers of Cleveland, will drop their wholesale business, transferring the same to a concern made up of former employes, called the George B. Srambling Co. The Jenkinson Company has five retail stores in Cleveland and about the same number in Pittsburg.

Ohio railroads are co-operating with the State Board of Agriculture in support of the "stay in Ohio" movement and may discontinue some of the homeseekers' excursion rates to the West and South.

The city building at Upper Sandusky, containing the mayor's office, council room, city jail, fire department, etc., has been condemned by the State Fire Marshal and must be torn down within thirty days.

The Cleveland Council has authorized a bond issue of \$50,000 for ten public comfort stations at prominent street intersections.

Retail merchants of Columbus have already subscribed more than \$5,000 to the centennial celebration fund

and will add to this amount.

A complaint, suggestion and information bureau, in brief, a "kick bureau," will be established by Mayor Karb, of Columbus, where protests may be lodged regarding municipal affairs.

A car building concern of Dayton reports orders on its books now for \$3,250,000 worth of railroad equipment, to be delivered before fall, and enquiries are reported better than at any time since the 1907 panic.

Plans are shaping at Cleveland for a big public auditorium and convention hall and if the railroads are not going to use the proposed site on the lake front, at the head of the mall, for a union depot, it is the intention of the auditorium promoters to locate their building there. Mayor Baker believes that the railroads plan to build on the Public square, with a big office building in front of the depot proper.

Canton is still looking for sites for a sewage disposal plant.

Almond Griffen.

**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.

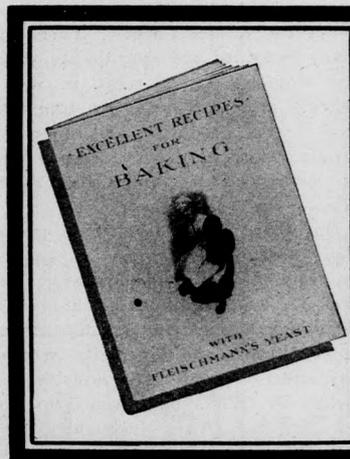
with the trade-mark on the packages.

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

MADE ONLY BY

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

Established 1780



**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.

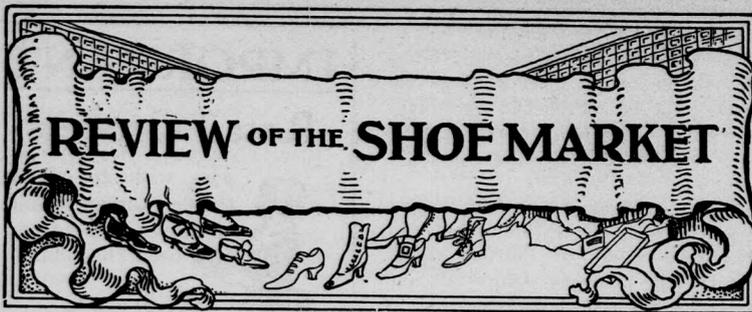
**The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking**

**HAND SAPOLIO**

**It is boldly advertised, and will both sell and satisfy.**

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

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



### What Features of the Shoe Make for Style.

Written for the Tradesman.  
Second Paper.

In their quest for new and attractive features, designers give much attention to the tops of shoes. Shoe tops—especially in the promotion of styles for women's and children's and misses' shoes—constitute what I have previously called an important "style-center."

Modifications in shoe tops are almost as numerous as the sands of the seashore. First, the height of the top varies greatly—in women's shoes from the 5 and 6 inch tops to the high lace boots and the 18, 20 and 22 button shoes (so prevalent in last fall and winter styles). Then the cut of the top has much to do with the appearance of the shoe. Just now there is a tendency to add novelty effects by scalloping the tops. The material of the top, just as with the vamp of the shoe, is a source of stylefulness. In children's boots for winter wear many beautiful and striking effects have been attained in recent years by the combination of height and materials; the tops have been built up, and built up out of different materials; as dull and patent leathers, dull and colored leathers, etc.

More, perhaps, in misses' and children's shoes than in women's shoes, the tops have been regarded as resultful "style-centers." The designer understands full well the art of appealing to the heart of juveniles by making beautiful and striking the tops of the shoes meant for little folks' wear. Put a good high top to a little girl's shoe; add a patent leather collar with a tassel; or a collar of red leather, and it is a pretty safe bet you have something that will make a hit with little girls. They

like high tops, combinations of leathers and gay and festive colors. Many shoes for little people have been sold on the merits of a black silk tassel.

More fabrics are used in shoe tops than any other part of the shoe save the linings—and we do not ordinarily class shoe linings in the list of "fabrics." In men's patent boots for dress wear, dark cloth has been (and will doubtless continue to be) used extensively. The style is approved by the arbiters of fashion in men's wear. Dull kid tops, of course, are correct; but some men prefer cloth tops. The same is true of dress shoes for women's wear. There are many beautiful and appropriate shoes for women's street wear in which fabrics are employed for toppings. Cravenettes, corduroys and other materials galore have been used in tops for women's shoes; and a good many fabrics still retain favor.

But there is an admittedly precarious feature in fabrics as applied for toppings for style purposes. The designer who builds up his hopes for a coming vogue on novelty effects in shoe tops—and especially in novelty effects resting upon novelty materials—is frequently doomed to disappointment. Very frequently the thing that looked so good to the designer does not appeal to the consumer. Right here is where the retail dealer often gets in bad. He thinks the samples are pretty; and he can not see any reason why his customers should not also think that way. Result? He gets stuck on a lot of slow-movers that have to be sacrificed.

Obviously the tops of shoes is a big subject. But I must hurry on.

Another "style-center" is found in the fastening of shoes. At different periods in the progress of styles four

modes of fastening shoes have found favor: buckles, elastic, buttons and laces.

Fastening shoes by means of buckles was one of the earliest, as it was one of the simplest and most practical, modes of fastening shoes. The extent and variety of buckle patterns now being exploited by the manufacturers of such commodities intimate something of the possibilities for getting style effects here. The Colonial shoe was a sort of

background for the buckle. The buckle was pretty much the whole thing, when you came to consider the garment from a style point of view. Nowadays pumps that require no fastenings whatever are often ornamented by the application of a perfectly useless buckle, or bow, or pompon. In this case the ornamental adjunct is analogous to the vermiform appendix; it still persists after the need of it has ceased. Also like the vermi-

## 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.

## The "Bertsch" Goodyear Welts

Now Unquestionably One of the Big Lines on the Market

The question is, are you going to be the dealer in your town to take advantage of this growing line and turn it into a profitable and increasing business?

If you have not seen the Bertsch line lately we will have our salesman who is in your locality stop and show you his samples, or shall we send catalogue? A card will bring either.

**THEY WEAR LIKE IRON**

**HEROLD-BERTSCH SHOE CO.**

GRAND RAPIDS, MICHIGAN

## Proper Footwear For Women

Write for our new catalog showing the latest styles now being asked for in Women's footwear.

White canvas button boots, White Nubuck button boots, White canvas pumps, White Nubuck pumps, Tan button boots, Tan button Oxfords, Tan pumps.



Our Ruth shoes have a character and quality highly pleasing to careful dressers.

**HIRTH-KRAUSE COMPANY**  
Shoe Manufacturers and Jobbers  
GRAND RAPIDS, MICHIGAN



form appendix, these ornamental features are sources of trouble.

Now the buckle, in spite of the fact that its use nowadays is restricted almost entirely to pumps and low-cut shoes, is still looked upon as a promising source of style. So the buckle goes out and comes in again. But as long as ingenuity exists among the people who produce styles in footwear, the buckle will not be altogether discarded. We will always have buckles, more or less.

The congress gaiter seems to have had its inning. It is doubtful if elastic will ever again be largely used as a means of fastening shoes. Of course, like every other mode, there are things to be said for and against it on the score of efficiency; but the trouble with it is that it is not sufficiently "elastic" from a style-producing point of view.

Laces are commended on many grounds. The lace shoe fits the foot and leg. It provides for slight (but important) changes in the size of the foot at different times. The size of the foot, you know, varies—being anywhere from a half size to a full size larger of a hot day, after a long walk. As the shoe is worn the leather in the tops stretch; the laces enable the wearer to take up this extra leather, still maintaining a snug-fitting shoe. And, again, laces gave a sort of support to the ankle and instep—an item that means a great deal to some people.

But the mode of fastening shoes by means of buttons is, from a style-set-

ting standpoint, more fruitful than laces. This is just the reason it will be impossible for retail shoe dealers to successfully "legislate" against buttons. We may, for the sake of argument, admit that laces are more practicable than buttons; but the fact remains that the designer is going to discover new ways of setting buttons and new ways of scaling the fly—and, perchance, new materials and sizes and arrangements of buttons. And that will render a button vogue (such as the present one) a possibility at any time.

Moreover, the adherents of buttons have to stay on their side of the question; but this paper is interested not in the discussion of purely practical details of shoemaking. Our absorbing topic is style and "style-centers."

Another "style-center" of the shoe is the stitching of it. And there is a very wide range here for the exercise of originality and pure invention. In men's shoes for next fall and winter the stitching is noticeably plain. It is intentionally so to produce a definite impression; it is seeking to copy the features of the "custom" shoe.

Stitching and ornamentation (both of which we must discuss very briefly) are related; but not necessarily the same thing. Where the ornamentation is sought chiefly by means of the stitching, then the stitching departs from the conventional pattern more or less radically. It follows lines that are supposed to be attrac-

tive and pleasing to the eye. Obviously the stitching can be made just as simple and unconventional as you like, to the most "uppish" and bizarre effects.

From what the writer has said in these two papers it is evident that the "style-centers" of the shoe are numerous; and that the possibilities for producing new styles and departures by means of unique activities at these "style-centers" are practically without limit. That means that ingenuity has a wide field. Do not despair about new styles in footwear; there will always be plenty of them. The practical danger, looking at the matter from the standpoint of the retail dealer, who does not get his profits until the shoes are sold, is that there will be too many new styles, rather than too few. Cid McKay.

**Shoes To Be Higher.**

Morse & Rogers make the following prediction in the last issue of their Money Saver:

Manufacturers of men's shoes will ask you from 15 to 25 cents a pair advance this coming season, with an average advance of around 20 cents a pair.

Women's shoes will advance in price for maintained quality from 10 to 25 cents a pair with from 15 to 20 cents the general run of advance-ment.

Children's shoes will run from 5 to 15 cents a pair higher this season.

Slippers will demand an advance depending on their greatly varied character.

**Why One Wife Is Enough.**

A woman missionary in China was taking tea with a mandarin's eight wives. The Chinese ladies examined her clothing, her hair, her teeth, and so on, but her feet especially amazed them.

"Why," cried one, "you can walk and run as well as a man!"

"Yes, to be sure," said the missionary.

"Can you ride a horse and swim, too?"

"Yes."

"Then you must be as strong as a man!"

"I am."

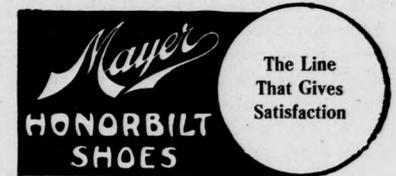
"And you wouldn't let a man beat you not even if he was your husband—would you?"

"Indeed I wouldn't," the missionary said.

The mandarin's eight wives looked at one another, nodding their heads. Then the oldest said, softly:

"Now I understand why the foreign devil never has more than one wife. He is afraid!"

No matter how many perfections a man gets in one wife he always imagines there is something else he might have gotten if he had kept on experimenting a little longer.



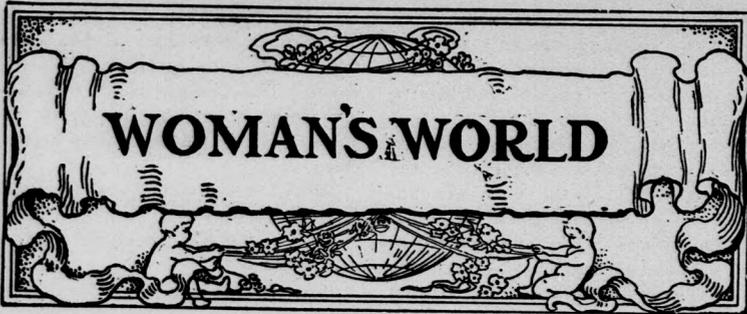
**Women's and Children's Shoes**

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.**



### Look To the Quality of Your Conversation.

Written for the Tradesman.

Some inventor ought to turn his attention to the construction of what for want of a better name I will call an auditory mirror—an inexpensive, quick-selling contrivance that would do for our ears what an ordinary looking-glass does for our eyes, and enable us to hear ourselves as others have to hear us.

The sensitized-disk or cylinder that takes the impression of sounds and is then placed in a phonograph for reproducing them is not exactly what is wanted—a permanent record is not needed. When we glance into the mirror to see whether our hat is on awry, the momentary reflection is all that is desired—a photograph is unnecessary. So, for giving us a reflection of sounds, a sort of echo board that usually would be silent, but which easily could be brought into service when desired, would answer every purpose.

If we should attempt to get along even for a very brief time without our looking-glasses, when we got them back they would make some astonishing and humiliating revelations. Echo boards, if suddenly put into use, would make disclosures that would be all but unbelievable.

Most of us would be unable to describe either the matter or the manner of our common everyday colloquy—the dullness, triteness and utter insanity of much that we compel those who are nearest and dearest to us to listen to.

Company clothes, company manners and company conversation. Who get the benefit of our brightest ideas, our wittiest sallies, our finest and most inspiring thoughts—those who are our daily companions along the sometimes wearisome way of life, to whom we are bound by the closest ties and the heaviest obligations—or is it the infrequent guest upon whom we wish to make a favorable impression, or the wealthy buyer with whom we are trying to close an advantageous deal? It is easier to be brilliant at a club or a reception one night in a week than to be fairly bright and entertaining every evening at our own firesides; just as it requires less exertion to don fashionable attire on special occasions than it does to maintain always a neat and presentable appearance while about our daily work. But is it a square deal to the home folks to assume our conversational best for outsiders only?

It would be a painful study, yet one which ought to benefit humanity, to

trace causes of divorce to their ultimate sources. A sympathetic research might go still farther and investigate those many cases—sadder often than those which result in open divorce or separation—those cases where the nuptial bond is not publicly or legally ruptured, but where the parties to it have settled to the mournful conviction that for them, at least, marriage has been a failure.

I firmly believe that it often would be found that home life is regarded as a bore for no other reason than because conversation has been allowed to degenerate into a dull recital of the trials and difficulties of business from one side of the house, and an account of the shortcoming of the hired girl, the delinquencies of the grocer's boy and the miseries of head-aches and soft corns from the other.

A group of bright girls were discussing merrily in girl fashion, the qualities that are imperatively demanded in a husband. From various pretty lips were heard such expressions as: "Well-kept, slightly curling hair," "Dark, deep-set, meaningful eyes," "Perfect shoulders," "He must be very straight and two or three inches above average height," "He must have or be able to make barrels of money."

There happened to be present with this merry group an elderly woman, a widow, who was known to have had an exceptionally happy wedded life. She listened to the light-hearted chirpings of these girls with an amused smile.

"What characteristics should you say a husband ought to possess, Aunt Mary?" asked one of the young ladies. "Every one says you drew the luckiest kind of a number in the matrimonial lottery."

"I am afraid that most of you would have considered Mr. Shelby somewhat disappointing in appearance. He was rather small, and even so long ago as when we were married, he was slightly stoop-shouldered. His features were very irregular and as to hair—well, ever after he was 35 he had so little hair that it did not matter much that it was not curly. It was only his fine, open expression of countenance that made one forget his plainness.

"We were prosperous, but still my husband never made barrels of money. After the fundamental traits of manliness and integrity and his considerate and sunny disposition, I think the trait in Mr. Shelby that contributed most to our long years



## 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.

of happiness together was his being so good a talker—just in ordinary conversation, for he was not a public speaker—and his always thinking it was worth while to talk and visit with me.

"Wherever Edward went—in business, in society, everywhere — his powers as a conversationalist were noted and admired. But I often thought he really was at his best in his own home. He was one of the people who can describe a trifling incident or tell a little anecdote so charmingly that you forget your troubles and weariness. My mother, who was for years a hopeless invalid, lived with us, and I remember how she used to look forward to his coming home at night. Even our servant girl would find excuses to linger in the dining room to listen to his table talk."

Perhaps Aunt Mary might have taken some credit to herself for the qualities of her husband's conversation for she was an excellent talker as well as a sympathetic and inspiring listener.

When one of these same girls was to be married Aunt Mary ventured on a little advice. "Some will tell you that in order to hold your husband's affection you must strive to retain your good looks, and take as much pains with your toilet after the knot is tied as you did before. Others will say, 'Feed the brute.' Both bits of counsel are sound and show a knowledge of human nature. Now I will give you another: Make a study of the subjects your husband likes to talk about. Always give attention to what he has to say, and try to have something bright and entertaining to say to him. Men have a good many jokes about women talking too much, and perhaps loquacity is a fault of our sex, but you may be sure no man admires a morose, silent woman.

"I always like that pleasing little fiction about the stories of the Arabian Nights, how Queen Scheherzade kept her head on her shoulders for a thousand and one days, and finally secured the revocation of the sentence that would have taken it off—sheerly from her ability to spin each night a new and fascinating yarn. Now if it is conceivable that a cruel old Sultan of the Indies could be so mollified by the spell of a bright woman's tongue, surely any girl who will use her wit of brain and gifts of speech can succeed in keeping a kind and well-meaning American husband happy and content while trotting along in matrimonial harness."

Quillo.

**Business Ventures For Women.**

Mending is a fine art when carried to perfection, but few there be who achieve success in this line. In every country in the world mending has ever been considered women's work, but only within the last decade has it attained to the dignity of a wage earning business or a profession.

It is now possible to obtain in large cities professional menders who will come to the house and work by the

day or hour and who do their work as well as, and in some cases even better than, "mother used to."

The professional mender comes to the house regularly, and once she has established herself you need not feel that you have to stay in to show her what needs to be done. She will look through the bureau drawers, replace buttons, tapes, ribbons, carefully overlook the wardrobe hanging in the closet, brush, mend and put in fresh lace, ruffles, etc. Such a helper is a boon to other professional women who have neither time nor strength to look carefully after their own wardrobes, yet who must be always well groomed.

Other menders there are who take work home, particularly large pieces, and repair the garments at very reasonable rates. When such a woman is fortunate enough to obtain a foothold in a large hotel her occupation is considered to be a very profitable one.

The writer once saw a sign in the window of a private house in a Western city which read, "Mending done here." She went in to investigate and found a woman about 66 years of age and her unmarried daughter, of 35, perhaps, who told a marvelous story of the two making a tour of the

world and mending by the way to pay expenses. The story sounded like an Arabian Night's tale, but the two women were firm in their assurance that it was true. They were accomplished menders, beyond the average of their kind. They were master hands at needlecraft, and although their charges were not extravagant, they supported themselves comfortably.

The best of it all was that whenever they became weary of their surroundings or wanted to see any part of the world they could "move on" with very little trouble. They could make and mend lace, in fact, could do anything with the needle that any woman could do.

In addition to this they were possessed of unlimited faith in themselves—in their ability to do anything they wished to do. Mending was a means to an end with them. The end with them was to see the world and they were certain their handicraft would carry them anywhere.

Whether we gained our first idea of professional menders from the gentle Japanese or not, the fact remains that from time immemorial women in faded blue cotton dresses have sat on the city street corners in the

shade of a stone wall or under a branching tree, surrounded by coolies and women of the lower class, repairing their poor garments. It was in most cases, "Mending while you wait," for everybody had time to wait while the old woman industriously plied her trade.

Sweethearts are always dear, but wives are far more expensive.

The wedding ring is not always productive of a family circle.



**Tanglefoot**

The Original Fly Paper

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

**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**

## Detroit Department

### Immense Automobile Combine Being Formed.

Detroit, May 21—While it is impossible to name the manufacturing bodies which are interested, and also impossible to give the source of information, it may be stated on reliable authority that a deal is now pending in Detroit which has for its object the formation of a huge automobile combination of greater dimensions and importance than the United States Motor Company or General Motors Company. The ramifications of the organization, according to information, include a factory in Indianapolis manufacturing a high grade car, another huge plant not 100 miles from Detroit manufacturing a low priced car, and several plants in Detroit, the product of which includes a medium-priced line of cars and one making motor trucks. It is reported that the capitalization of the project will be carried through shortly and that \$60,000,000 will be involved. The headquarters of the new giant in the automobile field will be in this city and the officers will be men well known to the automobile world, and especially prominent in Detroit. The plans of the company, providing nothing miscarries, include the taking in of a huge plant which manufactures parts and motors for the automobile trade. While nothing definite has been accomplished as far as information for publication is concerned, the facts of the proposed combination are substantially as given.

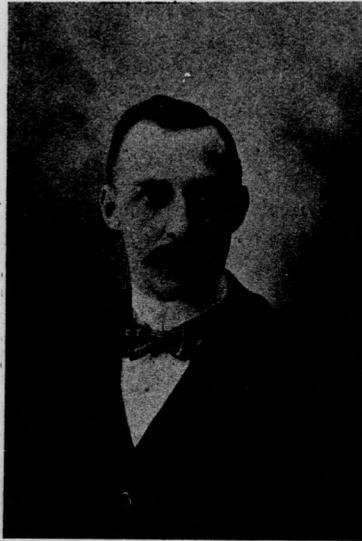
Fire in the lumber storehouse of the H. W. Harding Lumber Co.'s yard, shortly after noon Sunday did damage to the store house and contents to the extent of \$10,000 the loss being covered by insurance, the officials of the company say. By completely surrounding the building the firemen not only kept the flames from spreading to other store sheds and lumber piles but soon had the blaze under control. It is believed that sparks from a Grand Trunk switch engine fell upon the roof of the storehouse and set fire to it.

The Detroit Trust Co., as receiver in bankruptcy for Clough & Warren, is ready to send out the seventh dividend of 10 per cent. to the creditors. This payment, which will be made this week, will reduce the indebtedness of the company below \$25,000. At the time the receivers took charge the indebtedness was about \$390,000.

The Detroit Trust Co., trustees in bankruptcy for the National Pressed Brick Co., has sold the company's sandpit of eighty acres and equipment, at Rochester, to William Malow, of Malow Brothers, Detroit, contractors. The consideration was about \$8,000.

The firm of Carlyle & Povah has been formed to do a general business in

local stocks and bonds. The new firm, which is composed of Wesley J. Carlyle, who has been for four years manager of the bond department for E. B. Cadwell & Co., and Douglas A. Povah, who has had charge of the local stock department for the same firm, will have offices in No. 602 Penobscot building. The firm will take over the retail stock and bond business of E. B. Cadwell & Co., and will become a member of the



Wesley J. Carlyle

Detroit Stock Exchange. Both of the members of the new firm are well known in financial circles in Detroit and Michigan. E. B. Cadwell & Co. will continue their offices in Detroit, but will confine their business to promotion, underwriting and financing on a large scale, handling stocks and bonds at wholesale. Howard Brooke, resident partner of the firm, will continue in charge of its business here.

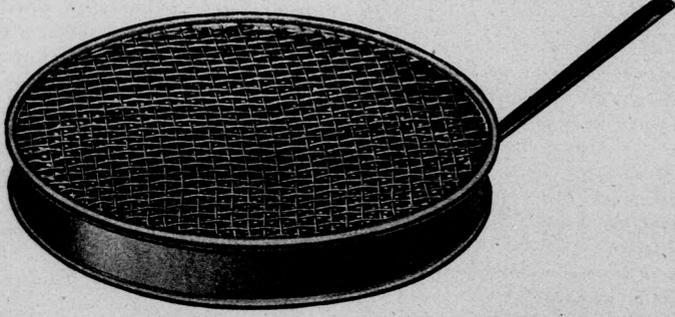
Within from sixty to ninety days one more great factory will be added to the Detroit list, for the Parish Manufacturing Co. has just closed for the plant of the Scamless Steel Bath-tub Co., at Mt. Elliott and Harper avenues, and will add several buildings at once, and install all that is new in machinery. It is aimed to make it the largest and best equipped auto frame factory in the world. The location is just back of the Packard plant, which company is supplied with frames by the Parish Co. In coming to Detroit the Parish Co. aims to supply the makers of not only Detroit, but throughout Indiana, Illinois, Ohio and Western New York, with frames rolled direct from the steel in this city. Charles M. Hall, who represents the company locally, has started work upon the new buildings and outfitings, and expects to employ one thousand men

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.**

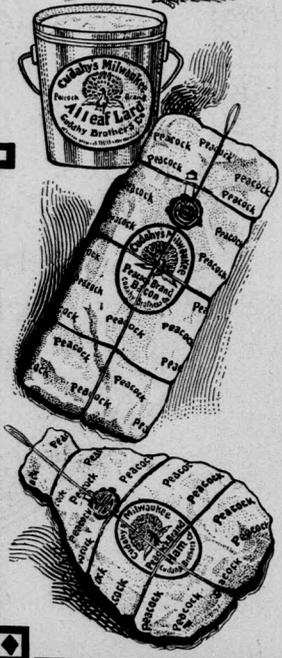
**PEACOCK BRAND**



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.



within a very short time upon the frames for the 1913 product of a number of factories.

Sunday evening burglars entered the grocery store of John C. Currie, Jr., at 693 Woodward avenue, and stole about \$400 from the safe. Valuable papers belonging to Mr. Currie were also taken. The fact that the safe bore no signs of being blown leads Mr. Currie to believe that he left it open when he went home Saturday evening.

The Cruise Committee of the Board of Commerce has been in communication with a Committee representing the Upper Peninsula Development Bureau, relating to the entertainment planned for the Detroit cruisers when they reach the upper section of the State. Indications point to a great reception at Escanaba, where almost a full day will be spent. The new City of Detroit III. will arrive in Escanaba with 600 members of the Detroit Board of Commerce on the morning of Friday, June 14. They will be met by a delegation of the Upper Peninsula Development Bureau and the morning will be spent in looking over some of the unique industries of the city. After luncheon automobiles will be provided and the visitors will be taken on an extended tour through the surrounding country. The recently developed agricultural advantages in that section will be pointed out, and a number of small communities near Escanaba will be visited. The party will return to the boat in the late afternoon, and a reception will be held on board until 6 o'clock. Escanaba citizens and their wives will be given an opportunity to inspect the largest sidewheel steamship in the world. It is planned to leave Escanaba at 6 o'clock in the evening and run straight to Chicago.

The severity of the weather and its consequent delay in building operations has caused an unusual shortage of brick, which has assumed practically the proportions of a famine. While many of the brick and supply men state that it is always difficult to supply the demand in the rush season, nearly all admit that conditions are far worse this year than is usually the case. There are about a dozen plants which depend upon the weather to dry their product, but the cold and rainy weather has forced them to delay the drying process until they could be assured they would not encounter frost. While many of the large manufacturers produce all year around and dry their product artificially, their supply has been drained by their regular customers, and those of the other plants who have been unable to finish brick on the ordinary early dates. A number of the makers of brick manufacture only during the summer months, beginning operations May 1. No perceptible relief is looked for until these concerns can turn out finished product, about June 1.

#### How a Big Firm Saves \$81 a Year.

Reducing the length of the pins used by its hundreds of employes one-sixteenth of an inch saved the cost of 921,000 pins last year for one of the largest corporations in Chicago.

This company uses 3,000 pounds of pins annually and the suggestion which led to the reduction in the length of the pins was made by one of its employes. The actual saving in money amounted to \$81, which is not a very large sum, but it furnishes an excellent example of the extreme measures of economy which are being practiced by big business concerns of to-day.

This instance is also further proof that the problem of conserving time, energy and materials is much nearer solution in the world of business than is the national one of conserving natural resources. This is particularly true regarding the great corporations, but the smaller concerns are gradually realizing the value of conserving the pennies, with the result that their total annual profits are much larger than they were before the adoption of such a policy.

A reduction of one-sixteenth of an inch in the length of a standard pin is almost imperceptible, yet it resulted in increasing the number of pins 256 to the pound, making a saving of  $2\frac{1}{4}$  cents on every pound. When a firm uses nearly nine and a half tons of pins a year, the aggregate value of such a small saving is readily apparent.

On first thought, the average person would probably laugh at the idea of using shorter pins as a matter of economy, but when the matter is presented to them in actual figures, they see it in a different light.

No saving is too small for a million dollar corporation to effect, and the same rule should apply with even more force to the smaller concern.

George W. Stearns.

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

Buffalo, May 22—Creamery butter, 20@28c; dairy, 20@26c; poor to good, all kinds, 18@20c.

Cheese—Fancy, 17c; choice, 16@16½c; poor to good, 10@15c.

Eggs—Choice fresh, 20c.

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@1.40.

Rea & Witzig.

#### How Hard It Is To Please.

Weep, and you're called a baby.  
Laugh, and you're called a fool.  
Yield, and you're called a coward.  
Stand, and you're called a mule.  
Smile, and they'll call you silly.  
Frown, and they'll call you gruff.  
Put on a front like a millionaire,  
And somebody'll call your bluff.

A man is never so doubtful about whether or not a girl will accept him as he is about whether or not he will give her the chance.

It is not what we have really done but what we have faithfully and sincerely tried to do that counts in the end.

# New Goods

How much would you pay a man to bring, each month, all the newest goods and allow you to choose from them without restriction?

Wouldn't it help you to have the pick of the most recent products of the inventor and designer as soon as any other merchant in the land?

Wouldn't it mean much to your business to have all the novelties when they're still novel?

Butler Brothers can give you this monthly service and do it free of charge.

Each month our big catalogue lists all the worthy novelties produced during the preceding thirty days.

It collects the newest things and presents them while still new.

The most recent products of loom and lathe are fed into it so that you are provided with a direct and immediate connection with the mill of the maker.

To keep up with the procession you must use our catalogue.

Get the habit of referring to it each month when it arrives.

The last one issued is FF993. A card will bring it by return mail.

## 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, Philadelphia.



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

### The Hotel in Its Relation To the Community.

The hotel, like the railroad, is the connecting link, the point of contact between the community and the outside world.

The visitor's first impression of a town is gained from the railroad that carries him to it; his second impression is gained from the hotel at which he stops during his visit. Poor transportation will reduce his visits to the lowest possible number; poor hotel accommodations will reduce each visit to the shortest possible time.

Poor hotel accommodations in a given town would not be a very serious handicap to the town if the hotel accommodations of all towns were equally bad. But they are not, and the town that has poor accommodations is always contrasted with that which has good accommodations. In fact no subject is discussed by travelers oftener than is that of hotel facilities.

Travel on railway trains is tiresome and dirty work, and the traveler when he reaches his destination wants a good meal, a good bath and a clean comfortable bed. The town that can furnish these creature comforts will get his patronage and his blessing, the latter in the form of words of praise iterated and reiterated to his hosts of friends.

To illustrate: The traveler after he has been riding all day in a hot, dusty and stuffy coach, arrives at a moderate sized country town. He is about as uncomfortable both physically and mentally as he can be, and he is looking forward with joyful anticipation to a fine bath and bed at the cozy little hotel the town surely, he thinks, must have.

He steps off the car expecting to find a porter or a bus to take him to the hotel, but he finds neither. On asking a station "loafer" what is the

best hotel he is given directions for reaching it and he starts hurriedly on, still thinking of the "clean-up" that he so much needs.

### A Cool Reception.

On reaching the hotel "office" he finds it anything but inviting. The impression made upon him is that, out of compassion for the poor wretch who must travel, somebody has built a shack in which he is at least protected from the weather and is given food of a kind and quantity sufficient to keep him from starvation if he has reached a stage of hunger at which he must eat anything that is offered.

Can he have a bath? Yes, he will find a bath in a room down the hall about six doors from his room. Has not the hotel any rooms with bath? None. One bath room must serve an entire floor, and the tired traveler must take his chance with fifteen or twenty other "lodgers."

By the time he has made a half dozen trips down the hall to the bath room he manages to slip into the bath when no one is looking. He finds an antediluvian bath, a closet that won't flush with anything like certainty, lukewarm or cold water, no shower and a single dim gas or oil lamp that gives the whole room a desolate and depressing atmosphere almost funereal.

Having accomplished the almost impossible task of getting clean in the prehistoric bath room the moody guest returns to his room. In his hurry for the bath he hardly thought of his room. Now, however, he has time to look it over and think of the possibilities of sleep. As he proceeds with his toilet the incongruity of the conglomeration of furnishings impresses itself upon his consciousness.

The bed is marred, scarred, bent and bruised like a veteran of many wars. The carpet or rug clearly has seen decades of service, and the damp and musty door of the tomb speaks in eloquent terms of the habitual disregard of the renovating and refreshing influences of sunlight and air.

In one corner of the room is an antique dresser affording the only mirror in the room. On an opposite wall is the only light in the room, so located as to make both light and mirror useless in toilet operations.

The room contains three other pieces of furniture, a chair, a table and a washstand. The chair and table are so shaky on their legs that writing would be impossible for that reason alone; but it would be impossible anyway after sunset because the light and the table and chair can not be brought near enough together to serve any useful purpose.

By the time the tired traveler has observed all these facts he has managed to dress and make himself fairly presentable for dinner. He has already lost his appetite but he is so depressed that he looks forward to his visit to the dining room with pleasurable anticipation of at least finding somebody to talk to.

### Food But No Appetite.

Making his way to the dining room, he is left to shift for himself. No one meets him at the door to find him a comfortable seat with congenial company. The consequence is that he perhaps sits all alone at the end of an immense table.

Everything in the room—the furniture, the linen, the china, the table cutlery—is suggestive of poverty and shiftlessness or of decayed magnificence.

Finally he is told—not asked—that he may have his choice of two meats, tea and coffee and two kinds of pie or sauce. In due time his food is placed before him, and he forces it down a reluctant throat into a rebellious stomach, being reminded the while of that very appropriate and touching poem, "Man's Inhumanity to Man Makes Countless Thousands Mourn."

Without prolonging the description of this hotel—which is absolutely true to life, the names and places only being omitted—the traveler is found in the morning paying his bill, silently vowing that he will get out of the town as soon as possible and never return. Already exasperated to the limit of human endurance, insult is added to injury by charging him the price of first class accommodations.

### The Scene Changes.

The only ray of hope that the guest has had to revive his spirits has been the knowledge that his next town has a first class hotel.

This town is no larger and is in no respect more able to support a good hotel than is the town he has just left. But mark the difference? He is hardly off the train before his traveling bag is in the hands of a spruce and respectful porter. A two or three minutes' walk takes him to his hotel. He steps into a neat and comfortable office, is immediately recognized by the clerk who turns the register around and even inks the pen for him to sign his name.

Of course he can have a "room with a bath" and he knows it will cost him little, if any, more than he paid the preceding night. A sharp stroke of the clerk's bell brings a boy who with the key and the hand bag takes the guest to his room with all the alacrity and willingness that would be shown toward a long absent friend.—American Lumberman.

The piece of work you dread most is the one to attack first and get off your mind. The longer you put off doing it the bigger it seems.

### Is It You?

Some one's selfish, some one's lazy;  
 Is it you?  
 Some one's sense of right is hazy;  
 Is it you?  
 Some one lives a life of ease,  
 Doing largely as he please—  
 Drifting idly with the breeze;  
 Is it you?

Some one hopes success will find him;  
 Is it you?  
 Some one looks proudly behind him;  
 Is it you?  
 Some one's full of good advice,  
 Seems to think it rather nice  
 In a has-been's paradise—  
 Is it you?

Some one trusts to luck for winning;  
 Is it you?  
 Some one craves a new beginning;  
 Is it you?  
 Some one says: "I never had  
 Such a chance as Jones's lad"  
 Some one's likewise quite a cad—  
 Is it you?

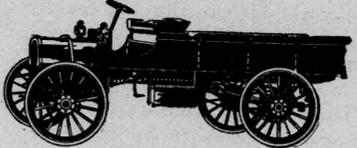
Some one's terribly mistaken;  
 Is it you?  
 Some one sadly will awaken;  
 Is it you?  
 Some one's working on the plan  
 That a masterful "I can"  
 Doesn't help to make the Man—  
 Is it you?

Some one yet may "make a killing,"  
 And it's you.  
 Some one needs but to be willing,  
 And it's you.  
 Some one better set his jaw,  
 Cease to be a man of straw,  
 Get some sand into his craw—  
 And it's you.

To-day is a good time to stop grumbling. It does not pay, and it is as contagious as smallpox. Try it for a week and see how much more worth living life seems.

**BOYS! BOYS! BOYS!**  
 Stop at  
**ARBOR REST**  
 PENTWATER, MICH.  
 New Beds Entirely Refinished—Individual Towels

**G. J. Johnson Cigar Co.**  
 S. C. W. El Portana  
 Evening Press Exemplar  
 These Be Our Leaders

**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

**TO REACH YOUR PATRONS AND FRIENDS**  
 USE OF A MICHIGAN STATE TELEPHONE

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

**FOOTE & JENKS' COLEMAN'S (BRAND)**  
 Terpeneless Lemon and High Class Vanilla  
 Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to  
**FOOTE & JENKS, Jackson, Mich.**

**Croakings From the Crickets.**

Battle Creek, May 21—In all of the criticisms to which the hotels are now being subjected, there is one hostelry in Southern Michigan which is immune from attack. We refer to Hotel Harvey, of Constantine. When Mr. Harvey opened his hotel, a few years ago, he had a high ideal of what would constitute a welcome place for the boys who are destined to be away from home comforts. One of his ideas was that of affording clean towels for each person, so he instituted the individual towel system. This, along with the other attractions, such as good wholesome meals, clean beds and a genial atmosphere, make it a pleasure to visit his house. Then here's to Hotel Harvey and the whole Harvey family. (Boys, I'll take Puritan grape juice for mine.)

Saturday evening, May 18, Battle Creek Council, No. 253, U. C. T., held a very entertaining session at Arcade Hall. There were no candidates initiated, but quite a time was spent in discussing plans for the annual convention to be held at Bay City, June 7 and 8. This was their last meeting before the convention and many plans had to be considered. Speeches abounding in heartfelt home-made oratory were delivered by Gilkerson, Dye, Steele, Adams and other of the brothers who are always there to work for the benefit of all interested. One of the subjects was that of hotel accommodations provided in the cities who make bids to entertain the annual conventions.

In years past the leading hostleries of Jackson, Kalamazoo and Battle Creek have extended courtesies to the travelers which have been very much appreciated. They have thrown open their doors and said, in actions as in words, "Come, you are welcome, and more welcome if you bring your wives and families. Pay us your own bill, but let us entertain the families. They are to be our guests." The traveler contributes to the support of the hotels every day of the year, while the hotel has only one chance in ten or fifteen to get them all together in such a convention. It is not in the spirit of getting something for nothing that the traveling men are considering this question, but when the boys are willing to pay any price asked for accommodations every week that he is on the road, and then makes a desperate effort to get together once a year, he appreciates a little of the genial spirit when he sees it coming his way. Hotel men who have made this inducement in former years feel that they have not only had an opportunity to reciprocate, and have enjoyed it, but it has been one of the best mediums of advertising in which they ever invested. The traveler feels that the hotel is not out any particular expense, especially where the house is conducted upon the European plan. When he goes into the hotel upon his regular trip he is given a room, and the idea of "doubling up" is never broached to him. He has clean linen and towels every

day, but when he goes to a convention, accompanied by his wife, they are given the same room, with no particular extra cost to the hotel management. How is it, Brother Counselors, has No. 253 the right idea?

Mr. and Mrs. J. N. Riste entertained the Stroller Male Quartette Sunday afternoon. The time was spent in practice, singing of solos and social chat. Mr. and Mrs. John Q. Adams and the wives of the members of the Quartette were also present.

We are pleased to note the prize money won by one of our local concerns, for a window display. The Abbott & Briggs Co., of Chicago, offered through the Monthly Magazine Section a prize to the druggist who should furnish the best window trim from products manufactured by nine different concerns, which they mentioned as being advertised in their periodicals, 25 cents to be given for each of the firm's products exhibited, but no photograph would be considered in the contest unless at least four of the nine manufacturers were represented. Of course, this would only make \$2.25 if the whole nine lines were used, but there was another prize which was to be awarded to the best picture shown. The Helmer & Goodale Drug Co. trimmed one of its windows with products from the nine firms mentioned, had it photographed and submitted the picture, as requested. Mr. Goodale was more than surprised, he was nigh stricken with heart failure, upon opening a letter a few days ago, to find that his firm had won and the prize was a check for \$50. Of course, we are pleased, because Goodale is one of the members of the local U. C. T., and while business will not permit Martin to be with us very often, his heart is in the right place.

We have had the opportunity this week of giving the boys a copy of a little poem which Foote & Jenks have recently sent to their travelers. It is the custom of this firm to give their representatives little talks upon business and ethics in the form of Salesmen's Circulars and also to send around to the boys editorials, poems and such matter as may come to their notice. This is one of the latest:

**A Prayer.**

Not more of light, I ask, O God,  
But eyes to see what is;  
Not sweeter songs, but power to hear  
The present melodies;  
Not greater strength, but how to use  
The power that I possess;  
Not more of love, but skill to turn  
A frown to a caress;  
Not more of joy, but power to feel  
Its kindling presence near;  
To give to others all I have  
Of courage and of cheer.  
Give me all fears to dominate,  
All holy joys to know;  
To be the friend I wish to be,  
To speak the truth I know.

Charles R. Foster.

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

Grand Rapids, May 20—During the past week seventeen members of Grand Rapids Council, No. 131, U. C. T., registered at the Stearns Hotel at Ludington. Out of the seventeen four used 131 after their names. The four were J. G. Kolb, H. B. Wilcox, John Schumaker and John D. Martin. The next time we will mention the names of those who do not use the magic number 131 (Black Hand).

We would like to hear from the members who have not sent in their cards, notifying the Committee whether they will be able to go to Bay City or not. Be sure and send in your card before Saturday.

VandenBerg Bros., two young hustling Grandville avenue merchants, dealers in hardware and furniture, have outgrown their present quarters and are preparing to move to their new quarters, which are being built after their own ideas of brick construction. The plans call for a balcony on both sides and back for displaying furniture. They are the kind of hustlers who will make a greater Grand Rapids.

Dick Laninga, of Fisher Station, says it is useless to say an automobile isn't reliable. He says the darn thing is liable to do anything and re-do it. Being of a charitable disposition, he gives this formula to future sufferers so they can avoid a lot of unpleasant experience. Here is what Dick advises:

1. First close your mouth firmly, as you are not talking to your mother-in-law and words will be of no effect.
2. Look at your fly wheel and see that the rim is thoroughly surrounded by atmosphere.
3. Put soap on the spark plugs and hold hand onto them while a friend cranks the engine. That is the way to satisfy yourself that the balances are on the job and tending to business.
4. Then, after cranking from one to two hours, if she does not bark, buy from five to ten gallons of J. D. R.'s liquid new life and go on rejoicing.

Clifton D. Van Tassel, for the last four years in the employ of the Clark-Weaver Co., now the Michigan Hardware Company, will, on June 19, cease to live the life of a bachelor, as he will be united in holy matrimony to Miss Mary Lucille Irwin, of this city. The boys on the road wish you and Mrs. Van Tassel all the happiness in the world, and the writer holds no grudge against you because you sent flowers to the lady and charged them to him. Of course, my wife was very angry, but says she will forgive you as you sent us an invitation.

Harm Hamstra says the Michigan Hardware Company is all right and he wishes it all kinds of success. Mr. Hamstra has been in the hardware business for the past sixteen years at the corner of Eastern avenue and Logan street. In the near future Mr. Hamstra is going to call at the store and offer personal congratulations.

The writer would be pleased to receive any article that would be of interest to the merchants or the boys on the road. My address is 39 Ridge street or care of Michigan Tradesman.  
E. W. Ryder.

**Evidently Believes in Rotation in Office.**

Jackson, May 20—I have noticed the announcements of the two candidates for the office of Grand Secretary for Grand Council, U. C. T., of Michigan, with much interest. In disposing of this office by election, the Grand Council will be brought face to face with the principle of progression in office, which is one of the pillars of strength found in our constitution.

Starting as an officer in the subordinate council one is soon eligible to office in the Grand Council, while his service there finally qualifies him to hold office in the Supreme Council, which is our highest body.

One of the candidates, Brother Fred C. Richter, has been honored by the subordinate and Grand Councils of his jurisdiction until he stands at the portals of the Supreme Council, eligible for office and promotion in the highest court of our organization. He has been a capable, efficient and faithful officer in both subordinate and Grand departments and received all the honors they can bestow upon him. The only consideration for further continuance in his present office would be the small financial benefit he might receive; and this at the expense of honoring another capable, efficient and faithful member of our organization, for I venture to say that during the past year no member of our Grand Council has given more of his time and money without recompense than Brother John Hach, Jr., of Coldwater. In serving us as chairman of our Legislative Committee, he has secured results which are far reaching in benefiting commercial travelers and the traveling public in general.

Rotation in office, bringing out as fast as possible the live wires, is the spirit of our constitution, which is built upon fraternity and progression.  
F. L. Day.

A Saginaw correspondent writes: James B. Shaughnessy and W. A. McIntyre, for the past thirteen years traveling out of this city for Morley Bros., have tendered their resignations and will soon enter upon similar duties with the Michigan Hardware Company, promoted at Grand Rapids, in which they will also be stockholders. Two others, M. J. Kiley, of Grand Rapids, and J. T. Boylan, of Boyne City, formerly of this city, and traveling out of those places, also for Morley Bros., will be connected with the new company. All of the men will cover the territory which they have been covering for the Saginaw firm.

The beauty that is only skin deep is better than the kind that rubs off.

Most men who are shadowed by detectives are more or less shady.

## GONE BEYOND.

## Death of Henry B. Fairchild, the Veteran Druggist.

Henry B. Fairchild, buyer for the Hazeltine & Perkins Drug Co., died at the family residence, 590 Wealthy avenue, at 5 o'clock last Friday morning. The funeral was held the following afternoon at the residence. Rev. E. W. Bishop conducted the services at the house and Rev. J. T. Husted conducted the services at the grave, using the B. P. O. E. ritual. Interment was in Oak Hills. The active pall bearers were Frank J. Wurzburg, Gerrit Platt, T. E. Riley, J. H. Hagy, A. W. Peck and W. B. Dudley. The honorary pall bearers were Lee M. Hutchins, Cornelius Crawford, Geo. F. Sinclair, Heman G. Barlow, W. F. Blake and Geo. H. Seymour. The large attendance of sorrowing friends at both services was an indication of the esteem in which the deceased was held.

Mr. Fairchild furnished the drug market for the Tradesman for twenty-nine consecutive years and the relations of the two were always of the most cordial character. Jan. 16, 1901, the Tradesman published a biographical sketch of its contributor and as the facts therein contained and the statements therein made held good at the time of his death, it is entirely proper to reproduce herewith the biography verbatim:

It makes all the difference in the world who calls the boy in the morning. The mother's gentle "J-o-h-n?" with a pleading in its tone soothes rather than arouses and is followed by a turning over and a settling again to sleep. A second and a third call have the same effect, but when patience ceases to be a virtue, a single "John!" from the boy's father is answered instantly by that young man's feet striking his chamber floor. There was a similar experience at Newberg, N. C., during the rebellion in 1863. The reveille had, morning after morning, blared its disconsolate:

I can't get 'em up,  
I can't get 'em up,  
I can't get 'em up,  
In the morning!

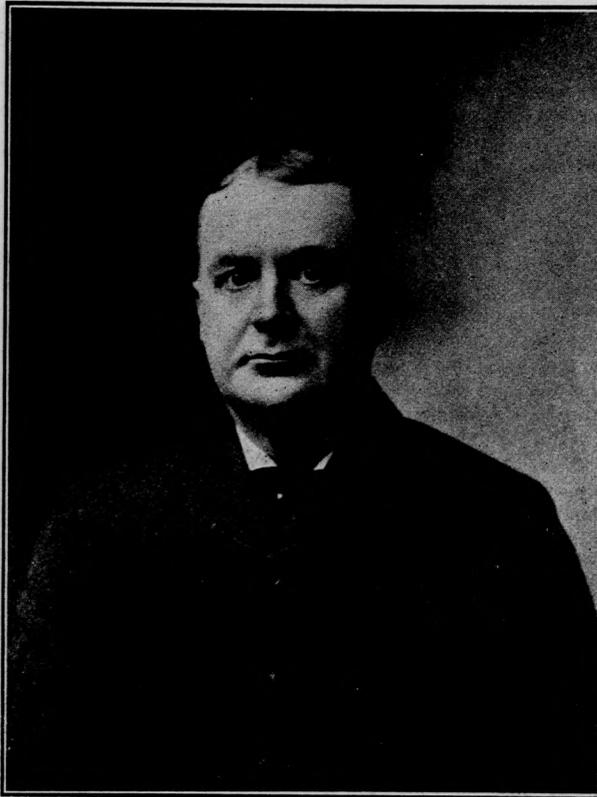
followed by the laggardly appearing officers and men. It was the regular thing; but when one fair June morning another bugle call rang out over and through the camp, soldier John recognized his master and, with a bound that surprised himself, he was promptly out of bed and ready for duty. There was a question mark upon every face. Who was it whose bugle call had a something in it that meant exactly what it said and had thus unceremoniously hustled them all away from their morning nap? There were curious eyes turned towards the man with the bugle as they fell into line and as they rested upon the face of the 17-year-old lad just joining the regiment, the righteous wrath that each had determined to bring down upon his devoted head vanished and in its place came the desire to know who the boy was and where he came from.

The questions were easily answered:

"His name is Fairchild, Henry B. He came from Rochester, N. Y. He was intending to enter the University in that city in the fall and had passed the freshman examinations that spring. In June, however, he had enlisted and had come right on to join his regiment and his own bugle had announced his arrival! There was a 'Yes, by' something and a laugh, but no more signs of anger. They wanted to know more about the boy whom they already began to like and they found out what they had inferred. He was under age, his birthday being Sept. 29, 1846. He was a Rochester boy, born there and fitted for college there at a private school. There was some trouble about his enlisting. His parents were none too willing to have

we've got to get up in the morning!"

They did. That bugle call in the morning awakened and aroused the camp. It sounded the advance. Its clear notes, with never an uncertainty in them directed their movements upon the field, and all day long until its welcome tattoo the galloping troops were guided by the clarion tones of that bugle. From tattoo to taps, however, was a different thing. The relentless bugle was laid aside. The stern visage of war was hidden in the darkness and there, around the campfire, clear and cheery as its dancing light, the young bugler's comrades found out what genuine comradeship meant as they looked at and listened to the Rochester lad whose bugle to-morrow would incite them to victory. From June, 1863, to September, in 1865—a veteran at 19!—the boy followed the fortunes of war to its victorious close and then,



Henry B. Fairchild

him go to the war; but he had made up his mind to go and—"

"You needn't finish. That bugle blast this morning tells the rest of that part of the story. There won't be any doubt about the cavalry of Company K answering to roll call while that fellow handles the bugle! Go on."

"At first there were doubts about his going to the front. He was too young. He could not endure the hardships of the camp. Then he brought out his bugle and that settled it. Whether he reminded the enlisting officers of the old fable where the bugler, by inciting men to action, showed himself an essential part of the service or whether the music he furnished them or the eager look of his determined face won them will never be known. He's here; he's going to bugle and we've got to get up, we've got to get up,

when "the troops came marching home again," he came, too, and, hanging his bugle upon the home wall with the arms his brothers had carried in the same conflict, in January, 1866, he entered the employment of Spencer & Bullymore, druggists of Buffalo, N. Y.

After what might be called an apprenticeship of three years with them, Mr. Fairchild made his residence at Pike, N. Y., to take charge of a drug store for A. C. Allen, of that place. In December of the following year, 1870, he went to LeRoy, N. Y., as manager of the retail drug store of James Parker. In June, 1872, he came to Grand Rapids to establish a wholesale drug department for Charles N. Shepard, at that time the leading retail druggist of the city. In those days Mr. Fairchild not only did the buying and pricing, but actually sold most of the goods on the

road, keeping the books evenings and at other times when he could find time. Mr. Fairchild continued with the house when the firm name was changed to Shepard & Hazeltine and Hazeltine & Perkins; and on the incorporation of the business as the Hazeltine & Perkins Drug Co. he was made Secretary and Treasurer; which offices he continued to fill until his title was changed to that of manager. Those who are familiar with that house and the wonderful strides it has made in the past twenty years are aware that much of its success is due to the courage, faithfulness and exceptional ability of H. B. Fairchild.

Justice to Mr. Fairchild compels the Tradesman to remark that that gentleman has indulged in no bugle blowing since his business life began. It is submitted, however, that the date of birth, followed by a few others which serve as landmarks of business changes, is not an inspiring fact to develop into even a business biography; but men do not remain thirty years in any position without a substantial reason for it; and after some lively sounding in the sea of reticence to little purpose, the question, short and sharp, "What did you go to the war for?" was followed by the forceful: "Because I wanted to!" and the secret of the bugle call was revealed. The silent instrument still hangs on the wall at home, but the man behind it took his place in the battlefield of business and there from reveille to tattoo he not only had "got 'em up in the morning," but has sounded his orders all day long to the men who know from the order exactly what is wanted and do exactly that. The single trait of knowing what he wants and getting it is what makes this sketch worth the reading and the apprentices of a business life will find it to their advantage to ponder this in planning for the success which they are preparing to strive for.

Mr. Fairchild was married January 22, 1872, to Miss Helen Louise Emery, of Pike, N. Y. They have one son, Harry E., head clerk for the Hazeltine & Perkins Drug Co.

Mr. Fairchild is a member of Daisy Lodge, No. 40, B. P. O. E., in which organization he is a leading spirit. He is also a member of the Lakeside Club, of the National Union, the Royal Arcanum, the Michigan Commercial Travelers and the Knights of the Grip. He is chairman of the Board of Directors of the Michigan Commercial Travelers' Mutual Accident Association and is serving his first term as Cemetery Commissioner, having received his appointment at the hands of Mayor Perry. He is an attendant of the Congregational church and he resides at 590 Wealthy avenue.

Mr. Fairchild is a man of positive convictions and in every matter of proposition he decides quickly, and he enforces his views with the courage of his convictions, regardless of his personal interests. He is an accurate judge of human nature and can detect the most deftly conceal-

(Continued on page thirty-two)

WHOLESALE DRUG PRICE CURRENT

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

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



Our New Home—Corner Oakes and Commerce

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

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.

Table with columns: ADVANCED, DECLINED. Items include Smoked Meats, Cheese, Corn Syrup, Dried Apples, Wheat, Oats, Carbon.

Index to Markets By Columns

Index to Markets table with columns: A, B, C, D, E, F, G, H, J, M, N, O, P, R, S, T, V, W, Y. Lists various grocery items and their market status.

Main price list table with columns: 1, 2. Contains detailed prices for items like Ammonia, Axle Grease, Baked Beans, Brooms, Butter Color, Canned Goods, etc.

Table with columns: CHEWING GUM, CONFECTIONS, CHICORY, CHOCOLATE, CIDER, SWEET, CLOTHES LINE, COCOA, COCOANUT, COFFEES, ROASTED RIO. Lists prices for various confectionery and beverage items.

Table with columns: Sweet Goods, Fancy-In Pails, Fancy-In 5lb. Boxes, Pop Corn, NUTS-Whole, COUGH DROPS, SHELL, CRACKERS, OYSTER. Lists prices for sweets, nuts, and other specialty items.

Table with columns: In-er Seal Goods. Lists prices for various seal goods like biscuits, wafers, and other packaged items.

6

7

8

9

10

11

**Graham Crackers, Red Label** .....1 00  
**Lemon Snaps** ..... 50  
**Oatmeal Crackers** .....1 00  
**Old Time Sugar Cook.** 1 00  
**Oval Salt Biscuit** .....1 00  
**Oysterettes** ..... 50  
**Premium Sodas** .....1 00  
**Pretzettes, Hd. Md.** 1 00  
**Royal Toast** .....1 00  
**Saltine Biscuit** .....1 00  
**Saratoga Flakes** .....1 50  
**Social Tea Biscuit** .....1 00  
**Sultana Fruit Biscuit** 1 50  
**Soda Crackers N. B. C.** 1 00  
**Soda Crackers Select** 1 00  
**S. S. Butter Crackers** 1 50  
**Unedea Biscuit** ..... 50  
**Unedea Jinjer Wayfer** 1 00  
**Unedea Lunch Biscuit** 50  
**Vanilla Wafers** ..... 1 00  
**Water Thin Biscuit** .....1 00  
**Zu Zu Ginger Snaps** ..... 50  
**Zwieback** ..... 1 00

**Other Package Goods**  
**Barnum's Animals** ..... 50  
**Chocolate Tokens** .....2 50  
**American Beauty**  
**Ginger Snaps** .....2 50  
**Butter Crackers, NBC**  
**family package** .....2 50  
**Soda Crackers, NBC**  
**family package** .....2 50

**In Special Tin Packages.**  
**Per doz.**  
**Festino** ..... 2 50  
**Minaret Wafers** ..... 1 00  
**Nabisco, 25c** ..... 2 50  
**Nabisco, 10c** ..... 1 00  
**Champagne Water** ..... 2 50  
**Per tin in bulk**  
**Sorbetto** ..... 1 00  
**Nabisco** ..... 1 75  
**Festino** ..... 1 50  
**Bent's Water Crackers** 1 40

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

**DRIED FRUITS**  
**Apples**  
**Evapor'ed, Choice bulk** 9½  
**Evapor'ed, Fancy pkg.** 10½

**Apricots** ..... 16@18  
**Citron** ..... 16  
**Corsican** ..... 16

**Currants**  
**Imp'd 1 lb. pkg.** ..... 9½  
**Imported bulk** ..... 9½

**Peaches**  
**Muir's-Choice, 25 lb. b** 12½  
**Muir's-Fancy, 25 lb. b** 13½  
**Fancy, Peeled, 25 lb. b** 18

**Peel**  
**Lemon, American** ..... 12½  
**Orange, American** ..... 12½

**Raisins**  
**Connosiar Cluster 1 lb.** 17  
**Dessert Cluster, 1 lb.** 21  
**Loose Muscatels 3 Cr** 7½  
**Loose Muscatels 4 Cr** 8  
**L. M. Seeded 1 lb.** 8½

**California Prunes**  
**L. M. Seeded, 1 lb.** 7½ @ 8  
**90-100 25lb. boxes.** @ 7½  
**80-90 25lb. boxes.** @ 7½  
**70-80 25lb. boxes.** @ 8  
**60-70 25lb. boxes.** @ 8½  
**50-60 25lb. boxes.** @ 9  
**40-50 25lb. boxes.** @ 10

**FARINACEOUS GOODS**  
**Beans**  
**Dried Lima** ..... 7½  
**Med. Hand Picked** ..... 2 85  
**Brown Holland** ..... 3 25

**Farina**  
**25 1 lb. packages** .....1 50  
**Bulk, per 100 lbs.** .....4 00

**Original Holland Rusk**  
**Packed 12 rolls to container**  
**3 containers (36) rolls** 2 85  
**5 containers (60) rolls** 4 75

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

**Pearl Barley**  
**Chester** ..... 5 00  
**Empire** ..... 5 25

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

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

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

**FISHING TACKLE**  
**¼ to 1 in.** ..... 6  
**¼ to 2 in.** ..... 7  
**1½ to 2 in.** ..... 9  
**1½ to 2 in.** ..... 11  
**2 in.** ..... 15  
**¾ in.** ..... 20

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

**Linen Lines**  
**Small** ..... 20  
**Medium** ..... 26  
**Large** ..... 34

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

**FLOUR AND FEED**  
**Winter Wheat.**  
**Grand Rapids Grain & Milling Co.**  
**Purity Patent** ..... 6 00  
**Seal of Minnesota** ..... 6 20  
**Sunburst** ..... 6 20  
**Wizard Flour** ..... 5 60  
**Wizard Graham** ..... 5 60  
**Wizard Gran. Meal** ..... 4 50  
**Wizard Buckwheat** ..... 6 80  
**Rye** ..... 5 40

**Valley City Milling Co.**  
**Lily White** ..... 6 00  
**Light Loaf** ..... 5 40  
**Graham** ..... 2 60  
**Granena Health** ..... 2 60  
**Golden Meal** ..... 2 20  
**Bolited Meal** ..... 2 10

**Volgt Milling Co.**  
**Graham** ..... 5 30  
**Voigt's Crescent** ..... 6 00  
**Voigt's Flourigt** ..... 6 00  
**Voigt's Hygienic** ..... 5 30  
**Voigt's Royal** ..... 6 40

**Watson-Higgins Milling Co.**  
**Perfection Flour** ..... 6 00  
**Tip Top Flour** ..... 5 40  
**Golden Sheaf Flour** ..... 5 00  
**Marshall's Best Flour** 5 90

**Worden Grocer Co.**  
**Quaker, paper** ..... 5 90  
**Quaker, cloth** ..... 6 00

**Spring Wheat.**  
**Roy Baker**  
**Golden Horn, family.** 6 00  
**Golden Horn, Bakers.** 5 90  
**Wisconsin Rye** ..... 5 25

**Judson Grocer Co.**  
**Ceresota, ¼s** ..... 6 80  
**Ceresota, ½s** ..... 6 70  
**Ceresota, ¾s** ..... 6 60

**Lemon & Wheeler**  
**Wingold, ¼s** ..... 7 00  
**Wingold, ½s** ..... 6 90  
**Wingold, ¾s** ..... 6 80

**Worden Grocer Co.**  
**Laurel, ¼s cloth** ..... 6 70  
**Laurel, ½s cloth** ..... 6 60  
**Laurel, ¾s & ¼s paper** 6 50  
**Laurel, ¾s cloth** ..... 6 50

**Wykes & Co.**  
**Sleepy Eye, ¼s cloth** 6 60  
**Sleepy Eye, ½s cloth** 6 50  
**Sleepy Eye, ¾s cloth** 6 40  
**Sleepy Eye, ¾s paper** 6 40  
**Sleepy Eye, ¼s paper** 6 40

**Meal**  
**Bolited** ..... 4 40  
**Golden Granulated** ..... 4 60

**Wheat**  
**Red** ..... 1 10  
**White** ..... 1 08

**Oats**  
**Michigan carlots** ..... 59  
**Less than carlots** ..... 62

**Corn**  
**Carlots** ..... 32  
**Less than carlots** ..... 36

**Hay**  
**Carlots** ..... 24 00  
**Less than carlots** ..... 26 00

**FRUIT JARS.**  
**Mason, pts. per gro.** .....4 25  
**Mason, qts. per gro.** .....4 60  
**Mason, ½gal. per gro.** 6 95  
**Mason, can tops, gro.** 1 40

**GELATINE**  
**Cox's, 1 doz. large** .....1 75  
**Cox's, 1 doz. small** .....1 00  
**Knox's Sparkling, doz.** 1 25  
**Knox's Sparkling, gr.** 1 40  
**Nelson's** ..... 1 50  
**Knox's Acidu'd. doz.** 1 25  
**Oxford** ..... 1 75  
**Plymouth Rock, Phos.** 1 25  
**Plymouth Rock, Plain** 90

**GRAIN BAGS**  
**Broad Gauge** ..... 18  
**Amoskeag** ..... 19

**HERBS**  
**Sage** ..... 15  
**Hops** ..... 15  
**Laurel Leaves** ..... 15  
**Senna Leaves** ..... 25

**HIDES AND PELTS**  
**Hides**  
**Green, No. 1** .....10½  
**Green, No. 2** .....9½  
**Cured, No. 1** .....12  
**Cured, No. 2** .....11  
**Calfskin, green, No. 1** 13  
**Calfskin, green, No. 2** 11½  
**Calfskin, cured, No. 1** 14  
**Calfskin, cured No. 2** 12½

**Pelts**  
**Old Wool** ..... @ 30  
**Lambs** ..... 10@ 25  
**Shearlings** ..... 10@ 25

**Tallow**  
**No. 1** ..... @ 5  
**No. 2** ..... @ 4

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

**HORSE RADISH**  
**Per doz.** ..... 90

**JELLY**  
**5lb. pails, per doz.** .....2 40  
**15lb. pails, per pail.** ..... 60  
**30lb. pails, per pail** .....1 05

**JELLY GLASSES**  
**¼ pt. in bbis, per doz.** 15  
**½ pt. in bbis, per doz.** 16  
**8 oz. capped in bbis.**  
**per doz.** ..... 18

**MAPLEINE**  
**2 oz. bottles, per doz.** 3 00

**MINCE MEAT**  
**Per case** .....2 85

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

**MUSTARD**  
**¼ lb. 6 lb. box** ..... 16

**OLIVES**  
**Bulk, 1 gal. kegs 1 05@ 1 15**  
**Bulk, 2 gal. kegs 90@ 1 05**  
**Bulk, 5 gal. kegs 90@ 1 00**  
**Stuffed, 5 oz.** ..... 90  
**Stuffed, 8 oz.** ..... 1 35  
**Stuffed, 1 doz.** ..... 2 25  
**Pitted (not stuffed)**  
**14 oz.** ..... 2 25  
**Manzanilla, 8 oz.** ..... 90  
**Lunch, 10 oz.** ..... 1 35  
**Lunch, 16 oz.** ..... 2 25  
**Queen, Mammoth, 19**  
**oz.** ..... 3 75  
**Queen, Mammoth, 28**  
**oz.** ..... 5 25  
**Olive Chow, 2 doz. cs,**  
**per doz.** ..... 2 25

**PICKLES**  
**Medium**  
**Barrels, 1,200 count** .....6 75  
**Half bbis., 600 count** 4 00  
**5 gallon kegs** .....1 90

**Small**  
**Barrels** ..... 8 25  
**Half barrels** ..... 4 65  
**5 gallon kegs** ..... 2 25

**Gherkins**  
**Barrels** ..... 8 25  
**Half barrels** ..... 4 65  
**5 gallon kegs** ..... 2 25

**Sweet Small**  
**Barrels** ..... 14 50  
**Half barrels** ..... 8 00  
**5 gallon kegs** ..... 3 25

**PIPES**  
**Clay, No. 216, per box** 1 75  
**Clay, T. D., full count** 60  
**Cob** ..... 90

**PLAYING CARDS**  
**No. 90, Steamboat** ..... 75  
**No. 15, Rival, assorted** 1 25  
**No. 20, Rover, enam'd** 1 50  
**No. 572, Special** ..... 1 75  
**No. 98 Golf, satin fin.** 2 00  
**No. 898, Bicycle** ..... 2 00  
**No. 632, Tourn't whist** 2 25

**POTASH**  
**Babbitt's** ..... 4 00

**PROVISIONS**  
**Barreled Pork**  
**Clear Back** ..... 20 00@21 00  
**Short Cut Clear** 18 50@19 00  
**Bean** ..... 17 00  
**Brisket, Clear** ..... 23 00  
**Pig** ..... 23 00  
**Clear Family** ..... 26 00

**Dry Salt Meats**  
**S P Bellies** ..... 13

**Lard**  
**Pure in tierces** .....11 @11½  
**Compound Lard 9½@10**  
**80 lb. tubs** .....advance ½  
**60 lb. tubs** .....advance ¼  
**50 lb. tins** .....advance ¼  
**20 lb. pails** .....advance ¼  
**10 lb. pails** .....advance ¼  
**5 lb. pails** .....advance 1  
**8 lb. pails** .....advance 1

**Smoked Meats**  
**Hams, 12 lb. av.** 15 @15½  
**Hams, 14 lb. av.** 14 @14½  
**Hams, 16 lb. av.** 14½ @14¾  
**Hams, 18 lb. av.** 14 @14¼  
**Skinned Hams** .....15 @15½  
**Ham, dried beef**  
**sets** ..... 20 @20½  
**California Hams** 10 @10½  
**Picnic Boiled Hams** ..... 15  
**Boiled Hams** .....23 @23½  
**Mined Ham** ..... 11  
**Bacon** ..... 13

**Sausages**  
**Bologna** ..... 8  
**Liver** ..... 7½ @ 8  
**Frankfort** ..... 9 @ 9½  
**Pork** ..... 11  
**Veal** ..... 11  
**Tongue** ..... 11  
**Headcheese** ..... 9

**Beef**  
**Boneless** ..... 14 00  
**Rump, new** ..... 15 00

**Pig's Feet**  
**¼ bbis.** ..... 95  
**¾ bbis., 40 lbs.** .....1 90  
**1 ½ bbis.** ..... 3 75  
**1 bbl.** ..... 8 00

**Tripe**  
**Kits, 15 lbs.** ..... 90  
**¼ bbis., 40 lbs.** .....1 60  
**¾ bbis., 80 lbs.** ..... 3 00

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

**Uncolored Butterine**  
**Solid Dairy** ..... 12 @16  
**Country Rolls** .....12½@13

**Canned Meats**  
**Corned beef, 2 lb.** .....3 50  
**Corned beef, 1 lb.** ..... 1 85  
**Roast beef, 2 lb.** .....3 50  
**Roast beef, 1 lb.** ..... 1 85  
**Potted Ham, ¼s** ..... 45  
**Potted Ham, ½s** ..... 90  
**Deviled Ham, ¼s** ..... 45  
**Deviled Ham, ½s** ..... 90  
**Potted Tongue, ¼s** ..... 45  
**Potted Tongue, ½s** ..... 90

**RICE**  
**Fancy** ..... 6 @ 6½  
**Japan Style** ..... 5 @ 5½  
**Broken** ..... 3½ @ 4¼

**ROLLED OATS**  
**Rolled Avena, bbis.** ..... 6 10  
**Steel Cut, 100 lb. sks.** 2 90  
**Monarch, bbis.** .....5 75  
**Monarch, 90 lb. sacks** 2 70  
**Quaker, 18 Regular** .....1 45  
**Quaker, 20 Family** .....4 10

**SALAD DRESSING**  
**Columbia, ½ pt.** ..... 2 25  
**Columbia, 1 pint** ..... 4 00  
**Durkee's, large, 1 doz.** 4 50  
**Durkee's, small, 2 doz** 5 25  
**Snider's, large, 1 doz.** 2 35  
**Snider's, small, 2 doz.** 1 35

**SALERATUS**  
**Packed 60 lbs. in box.**  
**Arm and Hammer** .....3 00  
**Wyandotte, 100 ¼s.** .....3 00

**SAL SODA**  
**Granulated, bbis.** ..... 80  
**Granulated, 100 lbs. cs.** 90  
**Granulated, 36 pkgs.** .....1 25

**SALT**  
**Common Grades**  
**100 3 lb. sacks** ..... 2 40  
**60 5 lb. sacks** ..... 2 25  
**28 10½ lb. sacks** ..... 2 10  
**56 lb. sacks** ..... 40  
**28 lb. sacks** ..... 20

**Warsaw**  
**56 lb. dairy in drill bags** 40  
**28 lb. dairy in drill bags** 20

**Solar Rock**  
**56 lb. sacks** ..... 24

**Common**  
**Granulated, Fine** ..... 95  
**Medium, Fine** .....1 00

**SALT FISH**  
**Cod**  
**Large, whole** ..... @ 8  
**Small, whole** ..... @ 7½  
**Strips or bricks** .....7½@10½  
**Pollock** ..... @ 4½

**Halibut**  
**Strips** ..... 15  
**Chunks** ..... 16

**Holland Herring**  
**Y. M. wh. hoops, bbis.** 11 50  
**Y. M. wh. hoop, ¼bbl.** 6 00  
**Y. M. wh. hoop, kegs** 65  
**Y. M. wh. hoop Milchers**  
**kegs** ..... 72  
**Queen, bbis.** .....10 00  
**Queen, ½ bbis.** ..... 5 25  
**Queen, kegs** ..... 60

**Trout**  
**No. 1, 100 lbs.** .....7 50  
**No. 1, 40 lbs.** ..... 3 25  
**No. 1, 10 lbs.** ..... 90  
**No. 1, 8 lbs.** ..... 75

**Mackerel**  
**Mess, 100 lbs.** .....16 50  
**Mess, 40 lbs.** ..... 7 00  
**Mess, 10 lbs.** ..... 1 85  
**Mess, 8 lbs.** ..... 1 50  
**No. 1, 100 lbs.** .....10 00  
**No. 1, 40 lbs.** ..... 6 60  
**No. 1, 10 lbs.** ..... 1 25

**Whitefish**  
**100 lbs.** .....9 75  
**50 lbs.** ..... 5 25  
**10 lbs.** ..... 1 12  
**8 lbs.** ..... 92  
**100 lbs.** .....4 65  
**40 lbs.** ..... 2 10  
**10 lbs.** ..... 75  
**8 lbs.** ..... 65

**SEEDS**  
**Anise** ..... 14  
**Canary, Smyrna** ..... 5  
**Caraway** ..... 10  
**Cardomom, Malabar** ..... 90  
**Celery** ..... 32  
**Hemp, Russian** ..... 5  
**Mixed Bird** ..... 5  
**Mustard, white** ..... 8  
**Poppy** ..... 16  
**Rape** ..... 6½

**SHOE BLACKING**  
**Handy Box, large 3 dz** 2 50  
**Handy Box, small** .....1 25  
**Bixby's Royal Polish** 85  
**Miller's Crown Polish** 85

**SNUFF**  
**Scotch, in bladders** .....37  
**Maccaboy, in jars** .....35  
**French Rapple in jars** 43

**SODA**  
**Boxes** ..... 5½  
**Kegs, English** .....4¾

**SPICES**  
**Whole Spices**  
**Allspice, Jamaica** ..... 9  
**Allspice, large Garden** 11  
**Cloves, Zanzibar** .....17  
**Cassia, Canton** .....14  
**Cassia, 5c pkg. doz.** ..... 25  
**Ginger, African** ..... 9½  
**Ginger, Cochin,** .....14½  
**Mace, Penang** ..... 70  
**Mixed, No. 1** .....16½  
**Mixed, No. 2** ..... 10  
**Mixed, 5c pkgs. doz.** .....45  
**Nutmegs, 75-30** .....30  
**Nutmegs, 105-110** .....20  
**Pepper, Black** .....14  
**Pepper, White** .....25  
**Pepper, Cayenne** .....22  
**Paprika, Hungarian** .....

**Pure Ground in Bulk**  
**Allspice, Jamaica** .....12  
**Cloves, Zanzibar** .....24  
**Cassia, Canton** .....12  
**Ginger, African** .....18  
**Mace, Penang** .....75  
**Nutmegs, 75-80** .....35  
**Pepper, Black** .....15  
**Pepper, White** .....30  
**Pepper, Cayenne** .....24  
**Paprika, Hungarian** .....45

**STARCH**  
**Corn**  
**Kingsford, 40 lbs.** .....7¼  
**Muzzy, 20 lb. pkgs.** ..... 5¼  
**Muzzy, 40 lb. pkgs.** ..... 5

**Gloss**  
**Kingsford**  
**Silver Gloss, 40 lbs.** ..... 7¼  
**Silver Gloss, 16 3lbs.** ..... 6¾  
**Silver Gloss, 12 6lbs.** ..... 8¾

**Muzzy**  
**48 lb. packages** ..... 5  
**16 3lb. packages** ..... 4¾  
**12 6lb. packages** ..... 5  
**50lb. boxes** ..... 3½

**SYRUPS**  
**Corn**  
**Barrels** ..... 29  
**Half barrels** ..... 32  
**Blue Karo, No. 2** .....1 75  
**Blue Karo, No. 2½** ..... 2 12  
**Blue Karo, No. 5** .....2 06  
**Blue Karo, No. 10** .....1 97  
**Red Karo, No. 2** .....1 96  
**Red Karo, No. 2½** .....2 38  
**Red Karo, No. 5** .....2 32  
**Red Karo, No. 10** .....2 23

**Pure Cane**  
**Fair** ..... 16  
**Good** ..... 20  
**Choice** ..... 25

**TABLE SAUCES**  
**Halford, large** .....3 75  
**Halford, small** .....2 25

**TEA**  
**Japan**  
**Sundried, medium** .....24@26  
**Sundried, choice** .....30@33  
**Sundried, fancy** .....36@40  
**Basket-fired medium** .....30  
**Basket-fired, choice** 35@37  
**Basket-fired, fancy** 40@43  
**Nibs** ..... 30@32  
**Siftings** ..... 10@12  
**Fannings** ..... 14@15

**Gunpowder**  
**Moyune, medium** ..... 35  
**Moyune, choice** ..... 33  
**Moyune, fancy** .....50@60  
**Pingsuey, medium** ..... 33  
**Pingsuey, choice** ..... 35  
**Pingsuey, fancy** .....50@55

**Young Hyson**  
**Choice** ..... 30  
**Fancy** ..... 40@50

**Oolong**  
**Formosa, Fancy** .....50@60  
**Formosa, medium** ..... 28  
**Formosa, choice** ..... 35

**English Breakfast**  
**Medium** ..... 25  
**Choice** ..... 30@35  
**Fancy** ..... 40@60

**India**  
**Ceylon, choice** .....30@35  
**Fancy** ..... 45@50

**TOBACCO**  
**Fine Cut**  
**Blot** ..... 1 45  
**Bugle, 16 oz.** ..... 3 65  
**Bugle, 10c** ..... 11 00  
**Dan Patch, 8 and 16 oz** 32  
**Dan Patch, 2 oz.** ..... 5 76  
**Fast Mail, 16 oz.** ..... 7 80  
**Hiawatha, 16 oz.** ..... 60  
**Hiawatha, 5c** ..... 5 40  
**May Flower, 16 oz.** ..... 9 36  
**No Limit, 8 oz.** .....1 78  
**No Limit, 16 oz.** ..... 3 55  
**Ojibwa, 8 and 16 oz.** ..... 40  
**Ojibwa, 10c** .....11 10  
**Ojibwa, 5c** ..... 1 85  
**Petoskey Chief, 7 oz.** 2 00  
**Petoskey Chief, 14 oz.** 3 90  
**Peach and Honey, 5c** 5 76  
**Red Bell, 16 oz.** ..... 3 96  
**Red Bell, 8 foil** ..... 1 98  
**Sterling, L & D 5c** ..... 1 78  
**Sweet Cuba, canister** 9 16  
**Sweet Cuba, 5c** ..... 5 76  
**Sweet Cuba, 10c** ..... 9 36  
**Sweet Cuba, 1 lb. tin** 4 90  
**Sweet Cuba, 16 oz.** ..... 4 80  
**Sweet Cuba, ½ lb. foil** 2 25  
**Sweet Burley 5c L & D** 5 76  
**Sweet Burley, 8 oz.** ..... 2 45  
**Sweet Burley, 24 lb.** 4 90  
**Sweet Mist, ½ gro.** ..... 5 76  
**Sweet Mist, 3 oz.** .....11 10  
**Sweet Mist, 8 oz.** ..... 35  
**Telegram, 5c.** ..... 5 76  
**Tiger, 5c** ..... 6 00  
**Tiger, 25c cans** ..... 2 35  
**Uncle Daniel, 1 lb.** ..... 60  
**Uncle Daniel, 1 oz.** ..... 5 22

**Plug**  
**Am. Navy, 16 oz.** ..... 32  
**Apple, 10 lb. but** ..... 38  
**Drummond Nat Leaf, 2**  
**& 5 lb.** ..... 60  
**Drummond Nat Leaf,**  
**per doz.** ..... 96  
**Battle Ax** ..... 28  
**Bracer, 6 & 12 lb.** ..... 30  
**Big Four, 6 & 16 lb.** ..... 32  
**Boot Jack, 2 lb.** ..... 86  
**Boot Jack, per doz.** ..... 88  
**Bullion, 16 oz.** ..... 46  
**Climax, Golden Twins** ..... 48  
**Climax, 14½ oz.** ..... 44  
**Climax, 7 oz.** ..... 47  
**Days' Work, 7 & 14 lb.** 37  
**Creme de Menthe, lb.** 62  
**Derby, 5 lb. bxs.** ..... 28  
**5 Bros., 4 lb.** ..... 66  
**Four Roses, 10c** ..... 96  
**Gilt Edge, 2 lb.** ..... 50  
**Gold Rope, 6 & 12 lb.** 58  
**Gold Rope, 4 & 8 lb.** 58  
**G. O. P., 12 & 24 lb.** 36  
**Granger, Twist, 6 lb.** 46  
**G. T. W., 10½ & 21 lb.** 36  
**Horse Shoe, 6 & 12 lb.** 43  
**Honey Dip Twist, 5&10**  
**Jolly Tar, 5 & 8 lb.** 40  
**J. T., 5½ & 11 lb.** ..... 35  
**Kentucky Navy, 12 lb.** 32  
**Keystone Twist, 6 lb.** 45  
**Kismet, 6 lb.** ..... 48  
**Maple Dip, 20 oz.** ..... 25  
**Merry Widow, 12 lb.** 32  
**Nobby Spun Roll 6 & 3** 58  
**Parrot, 12 lb.** ..... 34  
**Parrot, 20 lb.** ..... 28  
**Patterson's Nat Leaf** ..... 93  
**Peachey, 6-12 & 24 lb.** 40  
**Picnic Twist, 5 lb.** ..... 45  
**Piper Heidsick, 4 & 7 lb.** 69  
**Piper Heidsick, per doz.** 96  
**Polk, 3 doz., per doz.** 48  
**Redcut, 1½ oz.** ..... 38  
**Red Lion, 6 & 12 lb.** 30  
**Scrapple, 2 & 4 doz.** 48  
**Sherry Cobbler, 8 oz.** 32  
**Spear Head, 12 oz.** ..... 44  
**Spear Head, 14 oz.**



# 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.

Secret of success in grocery business. Thirty-one years' experience. New plans, formulas, methods. Booklet, 65 pages, 40 chapters. Fifty cents. S. Rupp Grabill, 819 Columbia Ave., Lancaster, Pa. 160

For Sale—A good clean stock of farm implements and a small stock of hardware, lubricating oils, paints and varnishes, and a large stock of farm and garden seeds. Located in a town of about 2,000 inhabitants, fifteen miles north of Grand Rapids, Mich. Very best farming country in Michigan. Will invoice about \$10,000. Reason for selling, poor health. Address Lock Box 96, Sparta, Mich. 157

For Sale—Hardware and implement stock. One of the finest business positions in the fruit belt. Large territory. Fine building and the best location in town of 1,500 population. Clean up-to-date stock. April cash sales, \$1,640.90. Stock about \$6,000. Must sell on account of other business. Investigate. Address No. 165, care Michigan Tradesman. 165

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

## 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.

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

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—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. 151

A salesman making large and small towns, calling on all lines of trade, over 17 counties out of Grand Rapids, by auto, wants a quick selling specialty that's new and right. L. E. H., care Michigan Tradesman. 156

For Sale—Stock of groceries, dry goods and shoes. Located in good farming country. Trade established over 40 years. No price cutting. Rent cheap. Invoice about \$3,600. No trades. Reason for selling other business. Address 999, care Tradesman. 171

For Sale—My home at Thornapple Lake, consisting of house, store and fixtures and ice. An ideal place. Miss Eva Houghtalin, Quimby, Mich. 170

For Sale—Good clean stock of staple groceries, manufacturing town of 6,000, Southern Michigan. Invoice about \$1,500 cash. L. R. Wertman, Three Rivers, Mich. 168

I have a good clean, well kept stock of variety goods. Who wants it at three-fourths of inventory? At this price you could move it profitably if present location does not suit. Address Lock Box 351, Kalkaska, Mich. 164

For Sale—Drug store stock, invoices \$3,000; \$600 soda fountain. Stock consists of drugs, school books, phonographs, kodaks and supplies. Located in Southern Michigan on L. S. & M. S. Ry. Finest store in Branch county. Town has electric lights and water works. Address Fred P. Ellis, Local Agent National Co-operative Realty Co., Bronson, Mich. 161

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, Marlon, Ill. 137

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.

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

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

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 Rent—Store, 821 Division Ave. S., 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, 819 Division Ave. S., Grand Rapids, Mich. 125

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

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

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

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

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

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

## HELP WANTED.

Wanted—Registered pharmacist. Married man between 30 and 40 years old preferred. For down town drug store. State experience; give references, state salary expected for first three months and the year following. This is a good opportunity for a man of ability and good habits. Address Schrouders, Grand Rapids, Mich. 163

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 clerk in store. Good reference. Four years last place. H. M. R., care Tradesman. 169

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

## GONE BEYOND.

(Continued from page twenty-six)  
ed motives; is seldom deceived when he measures a man, but once deceived, mentally erases the deceiver from his list of friends. He is not vindictive and never follows an enemy, but if the latter needlessly crosses his path he is likely to remember that in the past he has had trouble with H. B. His crowning merit and strength are that he is true to his friends, and this inspires his associates with confidence in his leadership. To sum it all up, he is a man of brains and ideas, who is capable of forming combinations and, with the friends he has made and holds, can carry them forward with energy to successful results.

## Why Does Your Boy Beat You Into Town?

The Agricultural Committee of the Illinois Bankers' Association contributes to the campaign for better agricultural education, by a series of cards which are in the nature of "heart to heart talks" with farmers. One of a recent series reads as follows:

Every once in a while, and sometimes oftener than that, I find some farmer wondering why the boy wants to leave the farm. Why wonder? Especially when you know that the boy knows that you really want to do the same thing as soon as you have saved up enough money to do it in the way that you want to do. Is it not a fact that too many of you, by your daily lives and examples, are teaching him that the farm is only a place on which to work hard, and to live harder? And for what? To make enough money to move into town after you are too old to enjoy things, and when your spending muscles have been paralyzed by years of inaction and disuse. If your daily lives are along those lines, do not be surprised if your boy beats you into town by several years. And it may be that it will require years of tramping over the crippling pavements of the city before he realizes that after all the plowed ground was easiest on his corns and conscience—and far better for his comfort. By teaching him, both by precept and example, that the farm is not merely a place to work and win wealth, by the sacrifice of many pleasures. But to teach him that the farm is the best place God ever invented on which to live, broad, free, efficient, serviceable, helpful human lives. Thousands and thousands of such lives have been lived on the farm. Thousands and thousands of such lives are being lived to-day upon the farm, out in the open of God's sunshine. And it is because of this fact, in a large degree, that this country is great and good—and growing better.

Another one on freight rates and bad country roads is right to the point. It reads like this:

No leading farmer was ever elected to the state legislature who did not feel himself thoroughly competent to "wrangle" with such trifling questions as those involved in the immediate reduction of the rates on every rail-

road in the state. And he feels perfectly free to do, regardless of the fact that he has no proprietary interest in the railroad. It is true that the farmer does own a road, doing both a freight and passenger business. Generally speaking, it is the poorest road that lies out of doors. It is the poorest built road, generally, that ever happened. The road that the farmer owns runs right by his own farm. The freight rates on it are so high as to be an outrage. If the railroads were as poorly built, kept in as poor repair and charged such preposterous rates, there would be a revolution in this country. And we could have no more farmers' institutes until the farmers got back from the war. This road that the farmer owns is the common, or garden variety, of dirt road, found everywhere in America and Illinois. To haul wheat over it for the average distance of less than ten miles costs \$1.80 per ton. The rate on European roads, of the same class, is only 10 to 20 cents per ton. It costs more per bushel to haul wheat the average distance from an American farm to the railroad station than it does to transport it from New York to Liverpool, a distance of 3,100 miles. Not being a high-browed professor from a state agricultural college, I have forgotten the number of the agricultural department bulletin where I got the figures. But they are right. The unnecessary and extravagant cost of haulage on the poor country roads of this State is one of the heaviest taxes that the farmer pays. In the name of common sense why doesn't he reduce the freight rate on the dirt roads before he asks for any further reduction on the iron road. He owns the dirt road. He does not own the other. But he can only reduce the rates on his own road by learning from the men who have reduced rates on the iron road. He can do it by cutting down grades, by building scientific and permanent roadbeds, by building heavier and permanent bridges, by improving his motive power and rolling stock. The King road drag should be as common on the dirt road as the hand car and section gang are on the iron one.

It is reported that Professor Barnes, of McGill University, has invented a micro-thermometer, by the use of which the presence of icebergs can be detected two miles away to the leeward and seven miles to the windward. He is in London just now and tested his apparatus on the voyage over and claims that the instrument will reveal the proximity of land as well as of ice. This is a very important discovery if it will do all that he claims for it and will add very materially to the safety of ocean travel. Its general adoption on all ships sailing the seas is reasonably assured, the more so because just now the Titanic disaster has prompted ship owners to adopt every device which promises to be a real protection to the boat and its passengers.

## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 20 — While the congressional investigation into the matter of coffee valorization has been a great topic of conversation, it is generally thought that nothing will come of it and that Mr. Seilcken's offer of a wager of \$100,000 to that effect will have no takers. Meantime spot coffees have shown very little activity. Receipts at primary points are reported larger than for some time and this has had more effect than anything else in causing some slight decline in the speculative market. Spots may be slightly weaker than a week ago, but prices are practically the same—14¼@14¾c for Rio 7s in an invoice way. In store and afloat there are 2,181,704 bags, against 2,381,524 at this time one year ago. Milds, in company with Brazilians, are very slow and at the close good Cucuta is worth 16¼c.

Something like a slump has occurred in the tea market and for the moment the "boys" are in anything but a jubilant mood. Stocks in the hands of dealers cost something more than they will freely sell for to-day and the trade is waiting to see if the tide will not turn. Sales are usually of pretty small lots.

Refined sugar is moving very slowly, notwithstanding some decline, and buyers are not disposed to purchase much, if any, ahead of current requirements. One refiner quotes 5c, but whether this will be the prevailing rate is uncertain.

Everything favors the seller in the rice market. Stocks are being rapidly reduced and the situation in the flooded district is such that no one can hope for anything like a normal crop. Prime to choice domestic, 5¾@5½c.

Spices are firm. The demand has been all that could be looked for from grinders and prices are firm, although practically without change.

Molasses is unchanged. The enquiries are limited to small lots and the season is so far advanced that only summer trade can be expected from now on. Syrups are in light supply and quiet.

Spot tomatoes, desirable 3s, are worth \$1.25, but the amount that could be bought at this price would not be mountainous in proportions. Little has been done the past week in futures and neither buyer nor seller seems particularly anxious over the situation. The condition of the canned goods market is quite satisfactory—more so than for some months. Crop prospects in New York State are generally reported good.

Butter is on the downward grade. Receipts have been ample enough to meet all demands—and more, too. At the close creamery specials are quoted at 30@30½c; fiorsts, 29@29½c; imitation creamery, 25@25½c; factory, 23½@25c.

The demand for cheese has been mostly for small quantities. The supply is not overabundant, but shows

an increase from week to week. Full milk is worth 16¼c.

Eggs are quiet under the influence of more liberal supplies. Best Western, 21@21½c, with good supplies at 19c or thereabout.

## Manufacturing Matters.

Detroit — Schloss Bros., manufacturers of clothing, have merged their business into a stock company under the style of the City Clothing Co., with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Detroit—The Delphic Special Manufacturing Co. has engaged in business to manufacture and sell, at wholesale and retail, automobile parts and accessories, patent can openers and general machine work, with an authorized capitalization of \$20,000, all of which has been subscribed and paid in in property.

Detroit — Directors of Frederick Stearns & Co., manufacturing pharmacists, have elected Wayland D. Stearns, Vice-President and Treasurer to succeed Frank C. McLaughlin, who retires from active connection with the business and with his family leaves Detroit this week for an indefinite stay abroad. Mr. Stearns retains his former position of General Manager of the company. Thomas Bennett was made second Vice-President, and David M. Gray, Secretary. Mr. McLaughlin has been connected with Frederick Stearns & Co. more than thirty years and for about twenty years had filled the positions he now relinquishes.

The Twilight Club of New York City had a dinner one evening recently, at which 150 members were present, who heard two men, who had been thieves and served time, tell of their views on the subject of stealing. When the lights were turned out a man's voice was heard. It was the first thief, who is now a broker selling stocks for a living. He said he was not in the business because he had turned honest, but because it is safe and within the law. The second former convict spoke under the glare of electric lights, for he has reformed and is not ashamed to be seen. He told of his reformation at a mission when the song, "Abide With Me," marked the turning point in his life, and ended by saying: "The lights in front of the rescue homes are not half as bright as the lights that shine in front of the saloons." The contrast between the two men was so marked as to make a strong impression on the diners, who are discussing crime and the causes of crime.

In these days of beauty specialists, it costs a man almost as much to keep his wife in repair as to keep his automobile in good order.

## BUSINESS CHANCES.

For Sale—Good retail shoe and rubber business. Goods made by Rindge, Kalmbach, Logie & Co., Ltd., Grand Rapids and F. Mayer & Co., Milwaukee, Wis. Owner desires to retire from business. H. Fiebing, Muir, Mich. 173

For Sale—At invoice, \$1,200 stock of hardware and groceries in country on railroad. Doing fine business. Wish to sell at once. Address No. 172, care Tradesman. 172

# 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.



## Our Harvester No. 161

You cannot imagine a better built shoe than this for summer farm wear. Single sole Goodyear welt made over a foot comfort last out of soft but tough wearing Gambier leather.

A popular priced quick seller that's a boon to the feet of the man with a large understanding.

---

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



## The One Universal Cereal Food

The one universal staple "breakfast food" that has survived the ups and downs of public fancy and is eaten in every city and hamlet in the United States and Canada is

## Shredded Wheat Biscuit

The plans for increasing the consumer demand in 1912 are more extensive and far-reaching than ever. Are you ready to help us supply this increased demand?



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.

WISE  
GROCERS  
SUPPLY



# "QUAKER"

## BRAND COFFEE



WORDEN  
GROCER  
CO.

GRAND RAPIDS



RENOWNED FOR  
FIT AND WEAR



Mackinaws  
Are  
Ideal  
For  
Winter

**WHY are The Ideal Clothing Co.'s Mackinaw Coats Best?**

BECAUSE they are cut from blanketings woven by the famous Dobson Mills, whose blanketings are noted not only for their exceptional wearing qualities, but for their beautiful patterns. Their richness in appearance putting them in a class by themselves.

BECAUSE they are cut Norfolk style over full size patterns, are thirty-four inches long and have an extra large shawl collar. All seams piped with heavy sateen leaving no raw edge. Made by skilled coat makers on the latest and most improved machinery.

BECAUSE the construction of the cloth is such as to make it practically waterproof and the weight of the material and makeup of the coat assures the wearer of warmth, durability and comfort.

WRITE FOR SAMPLES

**THE IDEAL CLOTHING CO.**  
**GRAND RAPIDS**