

## What Constitutes Courage

It takes great strength to bring your life up square  
With your accepted thought and hold it there;  
Resisting the inertia that drags back  
From new attempts to the old habit's track.  
It is easy to drift back, to sink;  
So hard to live abreast of what you think.

It takes great strength to live where you belong,  
When other people think that you are wrong;  
People you love, and who love you, and whose  
Approval is a pleasure you would choose.  
To bear this pressure and succeed at length  
In living your belief—well, it takes strength.

And courage, too. But what does courage mean  
Save strength to help you bear a pain foreseen?  
Courage to undertake this lifelong strain  
Of setting yours against your grandsire's brain;  
Dangerous risk of walking lone and free  
Out of the easy paths that used to be,  
And the fierce pain of hurting those we love  
When love meets truth, and truth must ride above?

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Now and then we find a man who blunders into  
success, yet as long as the world lasts, most men will  
have to win success by paying the price.



This is Horehound  
Weather  
YE "DOUBLE A"



OLDE FASHION  
Horehound Candy

Is the peer of them all. Our  
trade mark on every piece.

PUTNAM FACTORY  
ORIGINATORS  
National Candy Co.  
Grand Rapids, Michigan



WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo

# Judson Grocer Company

## Chemistry of Sugar

**P**URE SUGAR, whether de-  
rived from BEET or CANE,  
is as identical as is PURE GOLD  
whether mined in the Rocky  
Mountains or in the Transvaal.  
Pure sugar is the most economical  
food. We sell only pure sugar.

THE SUGAR HOUSE

Judson Grocer Company  
Grand Rapids, Michigan



Don't let a single chance slip by to push the sale  
of Dwinell-Wright Co.'s Boston-Roasted Coffees,  
for they are certain—by their splendid quality—  
to throw a big spot-light of confidence upon the  
retailer looking for the trouble (?) of more and  
better business. **DO YOU GET THAT?**

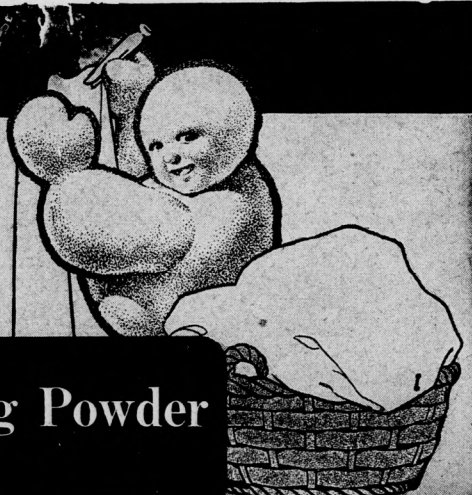
JUDSON GROCER CO., Distributors  
GRAND RAPIDS, MICH.

**next time**

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

Lautz **Snow Boy** Washing Powder

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





# MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 8, 1913

Number 1529

## SPECIAL FEATURES.

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### Status of the Local Stock Market.

The first week of the new year has developed a very good demand for conservative investment securities. All issues of preferred stocks and the various bonds were in active demand, and prices as a whole showed a slight advance. The distribution of interest and dividends on Jan. 1st, has left the investor with a considerable surplus, and the easing up of general money conditions has caused him to seek a permanent place for his money.

The demand for larger income, due to the cost of higher living, has caused some liquidation in low rate securities, and the proceeds have been re-invested in preferred stocks and bonds, bringing a higher return. With a proper co-operation between the investor and his investment banker, this increase can be accomplished and the safety of principal still maintained.

The big feature of the local market was Commonwealth Power Railway & Light Co. common stock. At a directors' meeting held Monday, a dividend of 1 per cent. was declared, payable May 1st, to stockholders of record April 10th. This announcement was discounted somewhat and prices Saturday and during the early trading on Monday rose to sales as high as 73. Following the actual announcement, quotations were somewhat easier, and stock was to be had at around 71½ to 72 and the market has remained at that figure since. The company's reports show a very excellent condition, they having a surplus of over two million dollars with earnings at the rate of about 6½ per cent. In sympathy with the common, the preferred stock stiffened considerably and none was to be had under 91½.

American Light & Traction has shown a considerable improvement during the last few days, and there is now no stock under 412, and bids are quite freely made around 405@406. With over two months dividend accruing, investors are unwilling to dispose of their stock at present prices.

Globe Knitting Works common continues very strong with bids as high as 125 and no stock offered. The

announcement of the company's dividend is expected before the close of the month.

Fourth National Bank stock sold at a new high record of 210 and Grand Rapids Savings Bank changed hands at 216, which is a new market for this security. Grand Rapids National City Bank stock is bid 180 without bringing out any of the issue. The stocks of the other banks are all actively sought for, but none is being offered for sale.

Sugar stocks were the only securities inclined to cast gloom on the market. There was absolutely no demand, and Michigan Sugar common was offered as low as 61½ with no trading either way in the Holland-St. Louis.

Utilities Improvement Co. preferred was slightly better with sales at around 76½, but the common was rather quiet and no bids were to be had above 59½ with stock at 60½.

Considerable improvement was shown in all the issues of United Light & Railways Co. securities. The first preferred advanced about a point with none offered under 84 ex-dividend. Only very small lots of the common stock are being offered and bids are more than taking care of such lots as do come out. While statements show some handsome increases over last year's figures there is very little fluctuation from month to month. This is due to the large earnings during the summer months from street railway operation, as against the large increase shown during the winter months from the lighting business. The company's surplus is piling up at a very gratifying rate.

Citizens Telephone Co. stock has been very quiet with quotations at 94@95, but little or no trading.

C. H. Corrigan.

### Manufacturing Matters.

Cadillac—The Cummer-Diggins Co. has 2,000,000 feet of logs on skids ready for shipment to this city. This timber was cut during the summer months by contract and will be moved at once.

Detroit—The Detroit Tractor Co. has engaged in business with an authorized capital stock of \$50,000, of which \$25,100 has been subscribed, \$7,500 paid in in cash and \$10,000 in property.

Shelby—Rankin & Butler, basket manufacturers, have dissolved partnership. William Butler has taken over the interest of his partner and will continue the business under the style of the Shelby Basket Co.

Detroit—The Stock Process Steel Co. has been incorporated with an authorized capital stock of \$200,000 common and \$100,000 preferred, of which \$225,000 has been subscribed,

\$5,000 paid in in cash and \$200,000 in property.

Lansing—The United Engine Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$25,000, of which \$24,000 has been subscribed, \$3,800 being paid in in cash and \$20,200 in property.

Detroit—The Lowrie & Robinson Lumber Co. has merged its business into a stock company under the style of the F. L. Lowrie Lumber & Finish Co., with an authorized capital stock of \$50,000, of which \$30,000 has been subscribed and \$25,000 paid in in cash.

Negaunee—Dealers state that poles and railroad ties are in very good demand. Movements of timber, which have been brisk south of Negaunee, are increasing as winter sets in. The jobbers have not found cars any too plentiful this fall and expect some difficulty in getting out their product later on.

Detroit—F. L. Jacobs has merged his business into a stock company under the same style, to weld metals by electric oxy-acetylene or other processes and to manufacture articles made by any metal with an authorized capital stock of \$1,500, all of which has been subscribed and paid in in property.

Kalamazoo—The Fuller & Son Co. is the name of the corporation with a \$100,000 capital organized here to-day. The company has been known as the Michigan Automobile Co. but because of conflict with the name of the Michigan Motor Car Co., the officers decided to organize, enlarge and change the name of the company. The concern will produce automobile parts.

Manistee—One of the largest land deals that have been put through in the western section of the State in many years has been consummated by the Buckley & Douglas Lumber Co. to a group of Detroit and Indiana capitalists, whereby 7,000 acres, nearly 11 square miles of cutover timberlands, has changed hands. The tract will be cleared as rapidly as possible for orchards and general farming purposes. Charles T. Manning, formerly of Manistee, has been engaged to handle the tract.

Cadillac—The report of the Secretary of the Michigan Hardwood Manufacturers' Association is expected to show very light stocks, the lightest in a number of years. So great has been the demand on both hardwoods and hemlock that many of the yards have cleaned up entirely on their old stock and have very little dry stock in shipping condition; in fact, many of them are shipping lumber direct from the saw. The present winter is almost the reverse from that of 1911,

as to temperature and amount of snow and there is hardly enough snow in the southern part of what is known as the snow belt to enable the manufacturers to haul their logs by sleigh, although a few logs are coming into Cadillac at the present time. The William Bros. Co. has three sleigh hauls coming in from south of Cadillac and on one of these eight teams are working. In ideal weather forty teams would be at work on the job.

### New Store at Edon, Ohio.

E. C. Tuguid and G. R. Tuguid, who have been engaged in general trade at Fremont, Indiana, for several years have arranged to open a department store at Edon, Ohio, under the management of G. R. Tuguid. They will buy their dry goods of Edson, Moore & Co., their shoes of Hirth-Krause & Co., hats and caps of the Newland Hat Co. and groceries of the Hillsdale Grocery Co. They were in Grand Rapids last week to make their shoe selections for both stores. The Tuguids are excellent merchants and enjoy an enviable reputation with the houses from whom they draw their supplies.

Word comes from the Upper Peninsula that a county sheriff in that district is looking forward to an appointment as Warden of the branch prison at Marquette. This, of course, would displace James Russell, who has made a most remarkable record as a penologist and who has brought the Marquette institution up to a high standard of efficiency, both from moral and business standpoints. Not only has he done this, but he has inspired in the inmates a high sense of responsibility and personal honor which is everywhere recognized and very generally commended all over the country. No prison manager anywhere stands higher than James Russell and it would be little less than a crime to supplant such a man with a county sheriff solely for the sake of political expediency and to satisfy the demands of hungry office seekers. The Tradesman has great confidence in the integrity, the breadth, the strength and the foresight of Governor Ferris and it does not believe for a moment that he will permit any political demand upon him to consent to a change that will deprive Michigan of so valuable a public servant as James Russell.

The Jones Seed Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$12,000, which has been subscribed, \$1,311.33 being paid in in cash and \$10,688.67 in property.

The Antrim Lime Co. has increased its capital stock from \$25,000 to \$50,000.

One man's poison is another man's bread—if the latter is a doctor.

## BANKRUPTCY MATTERS.

## Proceedings in Western District of Michigan.

Jan. 2.—In the matter of the Manistee Watch Co., bankrupt, of Manistee, the trustee, John A. Meier, of Manistee, filed his final report and account showing total receipts of \$10,029.40; disbursements for preferred claims, \$3,634.68; for expense of watchmen at factory building, \$562.25; for appraisers' fees, \$90, and other administration expenses of \$533.56; total \$4,820.49, and a balance on hand for distribution of \$5,208.91. An order was made by the referee calling a final meeting of creditors to be held at his office on Jan. 16 to consider such report, petitions for attorney fees and to declare a final dividend to creditors.

In the matter of Charles D. Hubbard, bankrupt, of Allendale, the trustee, Clare J. Hall, of Grand Rapids, filed his final report and account showing total receipts of \$325.18, disbursements of \$83.07 and a balance on hand of \$242.11; also showing bills presented but not paid aggregating \$222.99, and an order was made by the referee calling a final meeting of creditors to be held at his office on Jan. 21 to consider such report and for the purpose of declaring a final dividend, if any, for creditors. Creditors have also been directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the Referee.

Jan. 3.—In the matter of the American Electric Fuse Co., bankrupt, of Muskegon, an order was made by Judge Tuttle affirming the orders of Referee Wicks allowing the trustee's statutory commissions and additional compensation for conducting the business of the bankrupt as a going business and dismissing the petition for review of such orders filed by certain creditors.

In the matter of Lotan C. Read, Jr., bankrupt, of Grand Rapids, an order was made by the referee calling a first meeting of creditors to be held at his office on Jan. 18 for the purpose of electing a trustee, if desired, examining the bankrupt, proving claims, etc.

Jan. 4.—In the matter of Albert Root, bankrupt, of Grand Rapids, the first meeting of creditors was held. It appearing from the examination of the bankrupt that there were no assets above his statutory exemptions, it was determined that no trustee be appointed and that the estate be closed at the expiration of twenty days unless additional assets were discovered or further proceedings were desired by creditors.

Jan. 6.—In the matter of W. J. Pike & Son, bankrupt, formerly merchants at Newaygo, the final meeting of creditors was held. The final report and account of Chas. F. Rood, trustee, was considered and approved and a final dividend of 5½ per cent. declared for general creditors. A first dividend of 10 per cent. was paid in this matter on July 10, making the total dividends for creditors 15½ per cent. No cause to the contrary being shown by creditors, it was determined that a certificate recommending the bankrupts' discharge be made by the referee.

In the matter of Brink Shoe Store, bankrupt of Grand Rapids, the trustee, Albert A. Frey, of Grand Rapids,

filed his final report and account showing a balance on hand for distribution of \$820.23, and an order was made by the referee calling a final meeting of creditors to be held at his office on Jan. 23 to consider such report and account and for the declaration of final dividend for general creditors. This bankrupt has been doing business under the name of the Economy Shoe Store.

Jan. 7.—In the matter of William F. Baker, bankrupt, formerly merchant at Grand Rapids, the first meeting of creditors was held. By unanimous vote of creditors, Leo Goulz, of Grand Rapids, was elected trustee and his bond fixed at \$100. It appears that all the assets have been taken over by Wm. E. Slater, of Nunica, who holds a mortgage on such assets. If this mortgage is held to be valid, there will probably be nothing for general creditors. The first meeting was then adjourned to Jan. 10.

## Death of Jos. A. Binard, Toy Buyer of Butler Brothers.

Joseph A. Binard, for thirty-three years in the service of Butler Brothers, passed away in Chicago December 23. His death followed a brief case of blood poisoning resulting from the amputation of one foot which was injured in an accident December 18, in which Mr. Binard was the most unfortunate victim.

While riding out from the loop district of Chicago, his automobile was struck by a switch engine and Mr. Binard suffered serious injuries. He seemed to be recovering in the most satisfactory fashion when he was overtaken by severe complications, which resulted in death.

Mr. Binard was only about 48 years old, but had been in the efficient service of Butler Brothers for thirty-three years, and had practically grown up with the big institution. He took charge of their toy department over twenty years ago when it was in its infancy and had been the buyer and directing head ever since. To-day it is one of the big departments of this concern, due largely to the initiative of Mr. Binard. His death is deeply mourned by relatives and his many friends.

## "Plain United States."

The noted Armenian at the dinner of state wished to compliment a beautiful young woman upon her complexion. Armenians have no such word. So he ventured:

"You have a beautiful hide, Miss Allen."

The young woman patiently explained that only animals have hides and that he should have used the word "skin." He was very much abashed and promised to do better.

At church a few days later, he was astonished beyond measure to hear the announcement of the hymn, "Hide Me, O My Saviour, Hide Me."

He wasn't going to get caught again. So the congregation heard his deep bass voice singing, "Skin me, O my Saviour, skin me."

A man who is in love with himself need fear no rival.

## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

## Special Correspondence.

New York, Jan. 6.—Spot coffee meets with very little demand—not, perhaps, less than usual at the beginning of the year, when business is adjusting itself to the season, but there is hardly anything of interest to be picked up. After the 15th, it is now thought, there will be "something doing" and certainly there will be ample room for improvement. At the close Rio No. 7 is worth in an invoice way 13¼@137½c. In store and afloat there are 2,618,377, against 2,636,996 bags at the same time a year ago. Milds are quiet, but there seems to be quite a steady run of small orders. Good Cucuta, 15¼@16c.

There is just a shade of improvement in the tea trade, say several of the larger dealers. If this continues prices may show some improvement. Just now quotations are fairly well sustained and, perhaps, the general situation is as satisfactory as could be expected.

Raw sugars touched the lowest price on record—a rate equal to 3.55c duty paid N. Y. With this rate there would seem to be a chance for a drop in granulated further than the one already made. A year ago granulated was 60 points above the rate to-day. At 4.90c there is a margin between raws and refined of 135 points, and insasmuch as a profit can be made at 65 points—possibly less—the buyer naturally thinks he will do well to take the smallest possible quantity lest a "sickening thud" will denote a very decided fall; and the less he has on hand the better.

Rice is quiet, but there seems to be quite a steady run of small orders and the aggregate is quite satisfactory. Prime to choice domestic quoted at 5¾@5½c.

In spices, most attention is bestowed upon cloves, whereof stocks are moderate and in strong hands. Other goods are unchanged and both sides are simply waiting.

In canned goods there is little to report. Tomatoes attract very little attention and are working out at about 80@82½c for standard 3s. Possibly some goods have brought 2½c more, but the circumstances were exceptional. Two's, 60@62½c. Fancy corn of N. Y. State or Maine pack is dull and supplies are pretty close sold up, although there seems to be still

enough to meet the call. The demand for peas has been very moderate, but quotations for desirable stock are firmly sustained. Other goods are moving in the usual channels and not much interest is shown.

Molasses promises to be a very light crop, according to advices from the South. The market generally is firm and good to prime domestic is quoted at 35@40c. Syrups are quiet at 25@28c for fancy.

Creamery butter is a little "off" and extra creamery is quoted at 37@37½c; firsts, 32@36; held stock, 30@34c; process, 25½@27; imitation creamery, 24½@25c; factory, 22½@24c.

Cheese is steady, with whole milk worth 18c.

Eggs are steady. Fresh gathered extras, 27@28c; held stock, 20@22c; Western whites, fresh-gathered, from 24c through every fraction up to 32c.

## Untimely Tommy.

Mother—Tommy always eats more pie when we have friends at dinner.

Visitor—Why is that, Tommy?

Tommy—'Cos we don't have no pie no other time.

## 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.

## Parcels Post Zone Maps

We are prepared to furnish local zone maps, about 10 x 14 inches in size, showing towns located in first and second zones from the place of computation (similar to the map printed in the Michigan Tradesman of Dec. 11), as follows:

500.....	\$11.00
1000.....	13.00
1500.....	15.00
2000.....	17.00

This includes the making of an engraved plate about 8 x 10 inches in size and the printing at top or bottom of plate several lines setting forth who is responsible for the distribution of the map. On account of the timeliness of the map, due to the interest in parcels post at this time, no souvenir would be more generally appreciated than this.

Tradesman Company  
Grand Rapids, Mich.

## Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of  
Furniture in America

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

Don't hesitate to write us. You will get just as fair treatment as though you were here personally.

Corner Ionia, Fountain and Division Sts.  
Opposite Morton House  
Grand Rapids, Michigan



## CLOVERLAND.

## Zephyrs From the Upper Peninsula of Michigan.

Marquette, Jan. 6—Once again we are compelled to ask for indulgence, as during the week the Angel of Death visited our home and took away a loved one. Mrs. Laird's mother, who has been a patient sufferer, passed away late New Year's eve and our days ever since have been taken up in laying her way and in closing up her worldly affairs. This, of course, gave us little time to think of our friends, the readers of the Tradesman. We did, however, set apart a few hours in writing up the gigantic work of development undertaken by the Upper Peninsula Development Bureau, which this week appears on another page.

Fred Edlund, one of our recent accessions to Upper Peninsula Council, No. 186, has put one over on us. He had a "halibut" time coaxing Charlie Haid to grant him a week's vacation, ostensibly to visit his old home and his mother at Minneapolis. Charlie was obdurate and stuck "kind of hard" for only three days, but Fred teased so hard that Charlie saw no way of escape, so he gave him the week. Now comes the word from Minneapolis that our Fred and Miss Amanda Swenson were married at Minneapolis on December 30 and that they will be at home at the Hargreave Flats, at Marquette, January 6. Oh, Fie, Fred! Why "nell" didn't you tell us? "Every man's son has a wife nowadays." Wish you joy, Fred!

We sincerely hope that something may be done or some means devised that will put the Michigan Knights of the Grip on a sound and solid financial basis, whereby it will leave its insurance feature intact at its present amount, \$500.

Charles Haid is at present visiting the Armour headquarters at St. Paul.

Lester A. Boyd has returned from a visit to the Northern Hardware & Supply Co., at Menominee, and is again on his territory and at his old tricks of selling hardware in carload lots.

Walter A. Stromvall has resigned his position with the Delta Hardware Co., at Escanaba, and has accepted a similar position with the Marshall Wells Hardware Co., at Duluth. Walter quit a good house and started to work for another good house. We wish you luck, Walter.

George De Groat, an old-time member of U. P. Council, No. 186, whose name and face are yet fresh in the memory and warm in the hearts of the 186 boys, dropped out of our sight, but not out of our minds for the last two years or so, but now he bobs up quite serenely at Minneapolis and sends us announcement of a recent visit of the stork with a bouncing baby boy. Congratulations for both you and Mrs. De Groat from the 186 boys, George!

Ura Donald Laird.

It is a whole lot easier to look thoughtful than it is to deliver the thoughts.

## Business Men as a Genii in Employee's Home.

In this city is a business man who is a very quiet individual. He is a large employer of men and women. He frequently does things for those who work for him and help him amass his share of this world's goods. Few know the good this quiet man does in his own quiet way.

In this man's place of business a pale faced girl worked over a machine, many hours a day. She was just a common working girl, she did her duties no better and no worse than her associates.

There was a story back of this girl. The employer heard it. One day he called at the home of the girl's mother. She was alone, the girl was at work. The home was a little cottage in a poor part of the city, a sad looking little cottage.

"I understand your daughter is supporting you, that she is your only child and that you are a widow who can not work very well," said the employer. The mother admitted the truth of this.

"I also understand that you are very poor and there is a mortgage on this cottage which your husband owned," continued the visitor. The mother admitted the mortgage, but denied, at first, they were poor. But finally the questions of her daughter's employer brought out the truth. They were poor, very poor.

"We have been paying your daughter \$6 a week," said the man. "How do you get along?" As the mother

said nothing, he continued. "You pay 7 per cent. on your mortgage, you say. Well, I have some money that is lying idle, I will lend you all you want at 6 per cent. and I will be glad to do it, too. My money is idle, you understand."

And I am going to pay your daughter a little more money. She really earns it, she is very hard working girl," continued the employer.

"I can't give her very much more, say \$12 a week."

"Oh, thank you," sobbed the mother as the visitor left the little cottage.

"Oh, don't thank me," he said, "I am glad to loan my money for the interest, and I had intended giving your daughter more anyway."

And so the quiet man wandered off to do other things in his own peculiar quiet way.

## He Kept His Promise.

"Willy," said mamma, severely, you've been fighting again."

"Yes, mamma."

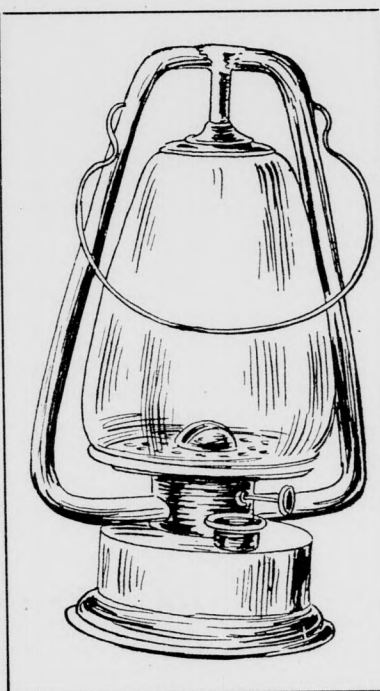
"And didn't you promise me that when you wanted to hit any one you would always stand still and count one hundred?"

"So I did, mamma. And this is what Jacky Jones did while I was counting."

## Everything In Its Place.

Customer—Do you keep coffee in in the bean?

New Clerk—Upstairs, Madam; this is the ground floor.



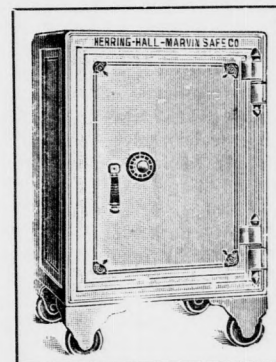
# Hang Out a Lantern!

"If you know where there is a dangerous spot in the road, it is your duty as a good citizen to hang out a red light whether you are paid for it or not."—W. L. Brownell.

If you do not own a good reliable safe, a safe big enough and strong enough to hold and protect your valuable books, papers and cash, there is a right dangerous spot ahead of you on your business highway which you are more than liable to fall into. There are

## Some Chances You Cannot Afford to Take

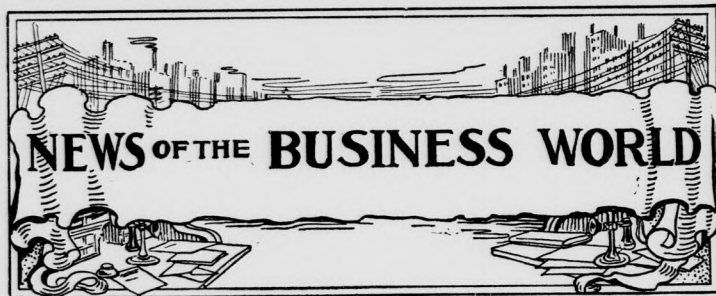
Why take the chance of losing thousands of dollars, when by the expenditure of a small amount of money you can eliminate this chance from your business entirely. We can furnish you with a first-class safe for less money than you can buy elsewhere.



WRITE US TO-DAY AND WE WILL GIVE YOU FURTHER INFORMATION

**GRAND RAPIDS SAFE CO.** *Tradesman Bldg., Grand Rapids, Mich.*





### Movement of Merchants.

**Newburg**—A. J. Geer has engaged in general trade here.

**Marion**—J. F. Holden has sold his drug stock to the Conklin Drug Co.

**Webberville**—D. D. White is succeeded in the meat business by Herman Conine.

**Lapeer**—The Lapeer Savings Bank has increased its capital stock from \$25,000 to \$50,000.

**Benton Harbor**—The Collins & Schaffer Drug Co. will open a branch store on Pipestone street about Jan. 15.

**Gobleville**—Homer Connery has purchased the Taylor & Co. meat stock and will continue the business.

**Central Lake**—Homer & Ackley, dealers in dry goods and clothing, are closing out their stock and will retire from business.

**Fillmore Center**—Gerrit Slenk has sold his stock of general merchandise to William Kleis, who has taken possession.

**Luther**—R. M. Smith has sold his grocery and hardware stock to Charles Walker, who will continue the business.

**Millburg**—O. A. Eaton has removed his drug stock from Benton Harbor to this place, where he will continue the business.

**St. Johns**—Hunt & Tubbs have sold their grocery stock to Elmer E. Crampton, formerly of Fenton, who will continue the business.

**Cheboygan**—Edward Dorion, recently of Spring Grove, Ill., has opened a harness and shoe repair shop on East State street.

**Clifford**—Paul Jardo has opened a grocery store and meat market in the south side of the brick building which he recently erected.

**Kent City**—Van Newton, recently of Middleville, has engaged in the meat business here.

**Traverse City**—Klaasen & Shumsky, shoe dealers, have dissolved partnership, Mr. Shumsky taking over the interest of his partner.

**Grand Ledge**—Mrs. Fred T. Gillam, recently of Grand Rapids, has purchased the Rathburn & Somerville millinery stock and taken possession.

**Wyandotte**—Leo Bomareto, formerly of Bomareto & Lauracella, wholesale and retail fruit dealers, has opened a similar store at 23 First street.

**Lansing**—Claude E. Cady, who was engaged in the retail grocery business here for fifteen years, has taken the position of Assistant Sales Manager for the Lansing branch of the National Grocer Co. Mr. Cady has a wide circle of business acquaintances who will rejoice with him in his securing so responsible a position.

**Three Rivers**—Charles Brand has sold his interest in the meat stock of Brand & Wohlfeil to his partner, who will continue the business under his own name.

**Bridgman**—Albrecht & Firehammer, dealers in general merchandise, have dissolved partnership, George Firehammer taking over the interest of his partner.

**Detroit**—The Co-Operative Sales Agency has been incorporated with an authorized capital stock of \$3,000, which has been subscribed and \$1,500 paid in in cash.

**Mancelona**—Frank LaBar has sold his grocery and meat stock to Fred Bechsteine, recently of Fife Lake, who will continue the business under his own name.

**Marquette**—Joseph Zalk has opened a dry goods, furniture and hardware store on Presque Isle avenue in the building which he recently purchased of J. M. Longyear.

**Rockford**—A. T. Bromley has sold his stock of shoes, clothing and men's furnishings to Edward Schmid, recently of Grand Rapids, who will continue the business.

**Au Gres**—The Au Gres Bank has been merged into a state bank under the style of the Au Gres State Bank, with an authorized capital stock of \$20,000, which has been subscribed.

**Nashville**—C. C. Deane and son George, both of Kalamazoo, have leased a store in the Kocher block and will occupy it with a stock of clothing and men's furnishing goods about March 1.

**Dexter**—Norman Jede, for the past twelve years clerk for P. Sloan & Co., dealers in general merchandise, has purchased the stock and will add lines of shoes and men's furnishings.

**Newport**—The Bank of Newport has been merged into a state bank under the style of the Newport State Bank, with an authorized capital stock of \$20,000, all of which has been subscribed.

**Petoskey**—Joseph Hirschman, who has conducted a meat market here for the past fourteen years, has sold his stock to Charles Olson, who will continue the business at the same location, adding a line of groceries.

**Escanaba**—Small lumber jobbers complain that stumpage owners are holding their property for exorbitant prices and that from \$500 to \$700 is being asked for forties that 10 years ago could be purchased for \$80 to \$100. The advance in the price of cut timber has not kept pace with that of stumpage. Some classes of lumber are the same price as 10 years ago and others are advanced 25 per cent.

**Grand Haven**—Charged with alleged embezzlement in connection with the collection from customers of about \$75 which it is alleged was not turned over to the firm, Matt Malbach, meat cutter in the Mink market, is under arrest.

**Allegan**—Albert Brand has sold a half interest in his meat market and fixtures to his nephew, Charles Brand, formerly engaged in a similar business at Three Rivers, and the business will be continued under the style of Brand & Brand.

**Flint**—Frank E. Doherty, grocer, has merged his business into a stock company under the style of The Doherty Grocery Co., with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$1,000 paid in in cash.

**Traverse City**—Ezra W. Banker, Frank J. Huellmantel and Alfred A. Robinson have formed a copartnership under the style of the Northern Furniture Co. and purchased the Julius Campbell hardware, furniture and crockery stock. The business will be continued at the same location.

**Milan**—Nathan Heath, who a few weeks ago opened a men's clothing store in the Husted building, was found in his store, Tuesday afternoon in an unconscious condition from the effects of a stroke of paralysis. He was taken to the home of his son for care and treatment. His condition is considered critical.

**Millington**—Squiers Bros., hardware and implement dealers, have dissolved partnership. The hardware stock has been sold to Hiram R. Howell, who will take possession about Jan. 15, and the implement stock has been taken over by Alonzo M. Squiers, who will continue the business at the same location.

**Kalamazoo**—A warrant has been issued at the request of the city health department, charging Charles J. Baines, who conducts a meat market at 751 West Main street, with a violation of the ordinance which prohibits uncleanness in city butcher shops. It is alleged that the market was strewn with feathers and other refuse and that refuse of all kinds was allowed to accumulate about the place. It was further stated in the complaint that other insanitary conditions prevailed.

**Hancock**—Peter Strollberg died recently at his home in this city. Deceased was for several years a merchant in Hancock, conducting a store on Quincy street where the Silfven hardware store is now located. Later he went to South Range and opened a general store. The business later passed into the hands of Matt Kivi & Co. At one time Mr. Strollberg was a candidate for judge of probate on the Prohibition ticket. He made the run for the presidency of South Range village a few years ago. He was at all times prominent in civic affairs and was a leader among his countrymen, the Finns.

**Marquette**—Fred Anderson and John W. Bennett, veteran employees of the firm of Ormsbee & Atkins, have resigned their positions with their old employers with the purpose of engaging in the men's clothing

and furnishing business, on their own account. They will open a store March 1, under the firm name of the Anderson & Bennett Co. in the Vierling block. Mr. Anderson, who is one of the best known and most expert clothing salesmen in this part of the State, has spent practically his entire business career with Ormsbee & Atkins, and the firm which it succeeded, Gooding & Ormsbee, with which he first took employment twenty-six years ago. His only previous business connection was with the Kaufman clothing house. Mr. Bennett, who will be the junior member of the new firm, has been in the employ of Ormsbee & Atkins for the past sixteen or seventeen years, having started to work for the firm when he was twelve years of age. Their experience in as capably a managed firm as Ormsbee & Atkins thus well qualifies them for their new venture. Both have large acquaintances in the city.

### Manufacturing Matters.

**Dimondale**—Earl Shotwell has purchased the creamery building and planing mill here.

**Evart**—The Champion Tool & Handle Co. has decreased its capital stock from \$100,000 to \$25,000.

**Jackson**—The B. M. Byrne Garage Co. has changed its name to the Central Automobile & Supply Co.

**St. Johns**—Charles S. Sprague has installed a feed mill which he will operate in connection with his elevator.

**Kalamazoo**—C. E. Burleigh has added an upholstering department to his special furniture plant at 218 East Kalamazoo avenue.

**Allegan**—A. Kolvoord has traded his interest in the stock of the Allegan Milling Co. to Morris E. Harvey, of Richland, for his 120 acre farm.

**Detroit**—The Wayne Roofing Co. has been incorporated with an authorized capital stock of \$1,600, all of which has been subscribed and paid in in cash.

**Ripley**—The Houghton County Flour and Elevator Co. is being organized with a capital stock of \$150,000 to erect and operate a roller mill here.

**Detroit**—The United Forge & Machine Co. has been organized with an authorized capitalization of \$10,000, of which \$5,000 has been subscribed and paid in in cash.

**Detroit**—The Motor Cycle Co-Operative Co. has engaged in business with an authorized capital stock of \$3,000, which has been subscribed and \$1,000 paid in in cash.

**Escanaba**—The Bird's Eye Veneer Co. has engaged in business with an authorized capitalization of \$60,000, of which \$30,000 has been subscribed and \$10,000 paid in in cash.

**Manistique**—Most large Upper Peninsula lumber companies expect to cut more timber this season than last. The jobbers have all started their camps and work is in full swing. Much less stock is left in the yards this year than in former seasons at this time. The unusual demand for building last summer resulted in the supplies being exhausted.



### The Produce Market.

Apples—Baldwins command \$2.75 per bbl. Spys bring \$3@3.25 and Snows, \$3.

Bananas—\$3 per 100 lbs.

Beets—60c per bu.

Butter—There has not been a great deal doing in any grade of butter during the week. Receipts have been exceeding the demand except on creamery extras, which are holding at about the same point as reported a week ago. Quotations are practically on the same level as a year ago. Storage goods are moving very slowly. The market on creamery is steady at 35c in tubs, 36c in cartons and 34c in storage cartons. Local dealers pay 25c for No. 1 dairy grades and 18c for packing goods.

Cabbage—\$1.50 per bu.

Carrots—60c per bu.

Celery—\$1.20 per box for home grown.

Cranberries—Late Howes are steady at \$9.50 per bbl.

Eggs—The consumptive demand for fresh eggs is absorbing all of the receipts on arrival at unchanged prices. There is still a large accumulation of poor storage eggs, which are in very slow sale at irregular prices. Good storage eggs are moderately wanted at firm and unchanged prices. The future of market depends on the weather. Dealers pay 25c for strictly fresh and hold storage eggs at 18@20c.

Grape Fruit—The price has advanced to \$3.25 per crate for 36s and \$3.50 for all the other sizes.

Grapes—California Emperor, \$4 per keg. Malaga, \$8@8.50 per keg of 50 to 60 lbs.

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

Lemons—\$5 per box for choice California or Messina; \$5.25 for fancy.

Lettuce—New Orleans head, \$1.50 per bu.; hot house leaf, 10c per lb.

Onions—Spanish are in fair demand at \$1.40 per crate; home grown command 40@50c per bu. Country buyers are paying 28@30c.

Oranges—Navel, \$2.75@3; Florida, \$2.75 for small and \$3 for good size. As the Florida crop is about all marketed and probably 75 per cent. of the California crop has been destroyed by frost, dealers are looking forward to much higher prices as soon as supplies in stock are exhausted. California was evidently received a backset which it will require ten years to recover from.

Potatoes—Country buyers are paying 30c at outside buying points. Local dealers quote 40@45c in small lots.

Poultry—Local dealers pay 11c for springs and fowls over 4 lbs. in weight and 10c for less; 6c for old roosters; 9c for geese; 11c for ducks; 15c for turkeys. These prices are live-weight. Dressed are 2c higher.

Squash—\$1.50 per bbl. for Hubbard. Sweet Potatoes—Kiln dried Jerseys, \$5 per bbl; Delawares in bushel hampers, \$1.50.

Veal—Buyers pay 6@12c, according to quality.

### Used the Substitute.

After the services were over, one of the congregation turned to his wife and said: "On my way to church I picked up a button and put it in my change pocket, where I had a quarter."

"Gracious, my dear!" anticipated his wife, very much horrified. "And you dropped it into the collection basket by mistake?"

"No confound it!" replied her husband, "I put in the quarter."

R. I. Jarvis has been engaged as organizer for the Michigan Federation of Retail Merchants. Mr. Jarvis was formerly postmaster at Benton Harbor and was at one time a candidate for Congress on the Democratic ticket. He has more recently spent three years in the West lecturing for the Modern Woodmen and for some months has been employed by the Single Tax League of Portland, Oregon. He is an argumentative talker and will, undoubtedly, make a success of the cause he has more recently espoused.

A Perry correspondent writes: Fifteen salesmen were fitted out with samples and started Monday morning on their annual trip for the Perry Glove and Mitten Co. Ten more will go sometime this week, and that will complete the force of salesmen who will cover the whole United States. Many of the old salesmen were retained and a number of new ones added. The factory opens again about Jan. 20 with a full force of workmen after a month's vacation.

F. D. Waldron, who was on the road for fourteen years—eleven years for the Grand Rapids Democrat and three years for the Grand Rapids Herald—will celebrate his fiftieth wedding anniversary Jan. 15. His wife's maiden name was Miss Jennie Augusta Wilson. They were married in Detroit. The bride was a sister of the late F. R. Wilson, who conducted a drug store in this city for over forty years.

Sure things are sometimes uncertain.

### The Grocery Market.

Sugar—The market is on a slightly lower basis than a week ago, Federal and Arbuckle are holding granulated at 5.65. The other Eastern refiners are asking 5.70. Michigan refiners are quoting at 5.50. It would be very difficult at this time to say just what the market on sugar may do, but all indications point to lower prices. The new Cuban crop, which is large, will soon be coming and it is possible as soon as the first shipments arrive cane prices will drop. Beet manufacturers are anxious to unload their supply before new cane sugar makes its appearance.

Tea—The Japan market remains firm, especially in the desirable grades. A better local demand prevails and from now to the end of the selling season, an active market is expected. Formosas of the better grades are higher than last year and will probably go higher, mostly accountable to this year's shortage. There is much demand for low grades. The Ceylon market is easier temporarily, but as the weather is unfavorable, the supplies are falling off and the market is likely to advance before the end of the month. This year the proportion of finely flavored autumn teas is smaller than usual and the competition is keen for all available supplies. Chinas show little strength and the market is easy.

Coffee—Rio and Santos grades are weak, owing to the understanding that the Government's coffee suit is to be settled by throwing the valorization coffee on the market for sale. This means nearly a million bags of Rio and Santos, chiefly Santos, and it will almost certainly cause a slump if large speculators are prevented from scooping it in in order to save loss on their present holdings. It is said that the Government is fully alive to this probability, and if there is any sale will circumvent it if it can. The demand for coffee during the week has been quiet, without material changes in price. Milds are quiet and steady. Mocha and Java are dull at ruling prices.

Canned Fruits—It is expected that as soon as most retailers get through taking stock and begin to replenish their supplies, shortages will be seen in some varieties, which is sure to cause an active demand. Corn is dull and unchanged. Apples are dull at ruling prices. California canned goods are unchanged and quiet. Small Eastern staple canned goods dull and unchanged.

Dried Fruits—Late advices from the Coast indicate a firm market on most of the line and some look for an advance. Wholesalers are predicting that peaches and apricots will be higher. Raisins are cheap and the holiday business in this line was very heavy. Dates and figs have met with good success and a shortage was shown in package figs few days ago. The same conditions as reported last week prevail on prunes, large sizes are selling at a premium, while small sizes are plentiful.

Canned Vegetables—Tomatoes are dull, but have not receded any in price, and as stocks in first hands do not appear to be large, they probably

will not. The wholesale trade is still having a great deal of trouble in securing the desired quality of peas. There is a scarcity of fancy and medium grade peas, but plenty of poor stuff, which very few retailers want at any price. It is quite essential at the present time that retailer take due precaution in buying so as to be sure he is getting the quality he wants. All indications received from a reliable source point to a higher market on string beans. Stocks are very small and it looks now as though there is sure to be a shortage.

Cheese—Wholesalers are advising the retail trade who have not already purchased their supply of September or October cheese to do so at once. It is expected that there will be a great shortage in cheese made during the two months just mentioned, regardless of the fact that there may be a good winter make.

Rice—Prices are steady on spot goods and strong at primary points. It is said that the planters in the South have the situation under control and are demanding full prices for their crops. The demand is only of fair size at the present time.

Rolled Oats—Prices have reached a very low point and while the demand from the retail trade has been of fair size, it is expected to increase during the coming months. Market quotations at the present time on bulk oat meal are the lowest in years.

Fish—Cod, hake and haddock are in fair demand at unchanged prices, cod being steady to firm. Mackerel shows no change for the week. Outside of large Norways the situation is not overly strong, and the demand is very dull. Mackerel should boom a little from now on.

Canned Fish—Domestic sardines are selling at extremely low prices, but the demand during the past sixty days does not show any great increase. There has been such an increase in the demand for canned salmon, especially pink and medium red, during the past two months on account of the extremely low prices, that some are looking for higher prices during the first months of the year.

Provisions—Smoked meats are firm and unchanged, with a seasonable demand. Pure and compound lard are firm and unchanged, with an active demand. Dried beef, barreled pork and canned meats are slow at ruling prices.

The cameragraph is a machine invented by a young man in Kansas City which does so many things heretofore thought to be impossible to photography that it has attracted the attention of the scientific world. With one lens and one exposure it will photograph two pages from a book and reproduce one page on one side and the other page on the opposite side of the same sheet of sensitized paper and does the whole operation in ten seconds. Departments of the Government in Washington are investigating the machine, and it is already in use in the State Library of California and in many county and business offices. One man with the machine has copied a book of 640 pages in five hours, saving 80 per cent. of the cost of doing the work by hand.





### Bringing Private Banks Under State Supervision.

In his first message to the Legislature Governor Ferris suggests the need of some sort of supervision over the private banks, such as is exercised over the State and National banks. He would not resort to extreme measures, which might prove burdensome to the private banks in the smaller towns and thus be a check upon progress and development, but he would at least require the filing of statements showing conditions, presumably with severe penalties attached to making false statements. Governor Ferris is President of one of the Big Rapids banks and has had a wide and practical experience in banking, especially as it is practiced in the smaller towns. It is easy to believe his suggestion is based on personal information and it will be agreed that what he says on the subject is sensible. The private banks, however, are considerable of a problem. If they were to be found in the larger cities of the State, placing them under State supervision and making them subject to examination might be the easiest and best way to deal with them, but a large majority of these private banks are in the small towns and villages in communities not large enough to support regularly incorporated banks, and which are conducted on much the same principle as the general store. The private banker is usually the man of wealth in the village. Everybody knows him and he must stand well in the community as to character or he cannot do much business. He lends money on mortgages, helps the farmer with his crops, carries the local business men over their seasons, cashes checks, sells drafts and otherwise does a regular banking business in miniature. He has the biggest and best safe in town, usually, and if his fellow citizens wish to leave their money with him for safe keeping he is willing to accommodate them. If he were not known and trusted, if he did not have the confidence of the community and if his neighbors did not believe in him the deposits would never be large enough to make default a serious menace to the communities financial welfare. How far the small town private bank—the only kind of a bank many communities can hope to have—should be subject to supervision is a problem. When the bank is personally conducted as most of them are, it is likely the need of supervision never will be great. When, as has been done, some ambitious financier seeks to establish a string of private banks and from some distant point endeavors

to direct their operations, then the more supervision they can have the better. In this connection it might be suggested that the private banker no longer has a monopoly as a depository of funds. Every postoffice in the land is now a depository under the postal savings system, with the Government guarantee for every dollar put in. The private banker can still loan money and cash checks and sell drafts, but if the people in his town prefer absolute safety to taking chances with him they can take their money to the postoffice within the limitations prescribed by law.

Governor Ferris also suggests the need of a blue sky law, the enactment of which has been agitated for three or four years. He would have the stocks and bonds offered for sale to Michigan investors subject to the approval of the State Railroad Commission. The Kansas law gives the State Banking Commissioner jurisdiction over the sale of securities and Bank Commissioner Doyle has drafted a bill for the Legislature following the Kansas plan. This is a matter of detail and it is unlikely Governor Ferris will stickle for his idea as to where the jurisdiction should rest, so long as the desired results are obtained. There is need in Michigan for such regulations as the Governor suggests not for bankers, capitalists and business men, but for the safeguarding of women and working men, the class most likely to be bitten by the get rich quick schemes. The business man familiar with the ways of the world knows that enterprises likely to pay big profits do not go peddling around in ten dollar shares at retail. It is the small investor, the innocent and the ignorant who bite and are bitten, and it is for their protection the law should be enacted.

The Grand Rapids bank clearings reached the very high total of \$3,600,000 last week, one of the highest totals in the history of the clearing house. Except about \$118,000 of county money transferred from the Grand Rapids National City to the Fourth National, the clearings represented current business almost entirely. The large total was due chiefly to the interest payments and dividends incident to the close of the year. The banks in regular dividends alone disbursed about \$110,000 and the Grand Rapids National City added \$40,000 to this in the disbursement of its adjustment fund. The Manistee & North Eastern Railroad cashed in \$40,000 bonds maturing. The Michigan Trust Company cleared about \$15,000 coupons on bonds upon which

## 2½% Every Six Months

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

## \$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

## Fourth National Bank

Savings  
Deposits

### 3

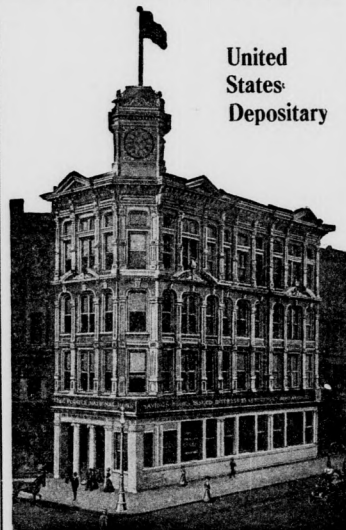
Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

Capital  
Stock

\$300,000

United  
States  
Depository



Commercial  
Deposits

### 3½

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Surplus  
and Undivided  
Profits

\$250,000

## GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

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

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

**CORRESPONDENCE PROMPTLY REPLIED TO**

We recommend

**Public Utility  
Preferred Stocks**

(as a class) for conservative, profitable investments, to net 5½ to 7½%. Circulars of the various companies mailed upon request.

**HOWE, CORRIGAN & COMPANY**

Citizens 1122

339-343 Michigan Trust Building  
Grand Rapids, Mich.

Bell M 229



it is trustee. Among the dividends paid were 10 per cent. by the Turtl Lake Lumber Co. and 12 per cent. by the Boyne City Lumber Co., both chiefly held in this city; 15 per cent. by the Grand Rapids Brewing Co., mostly held here; 6 per cent. by the Berkey & Gay Furniture Co. and from 6 to 10 per cent. by several other local industrials. The quarterly dividends paid by the United Light and Railways and American Public Utilities companies came in on Jan. 1, and both companies have large holdings here. A year ago few of the local industrials, especially in the furniture lines, paid dividends, owing to the prolonged strike during the summer, but this year there has been prosperity in the city's chief industry and dividends have been more general than ever before.

In his testimony before the Pujo commission J. Pierpont Morgan made a statement which young men entering upon a business career should take to their souls. He said that character was the chief essential to financial success; that he would lend a million to a man with character but without assets sooner than to one with assets and no character. This statement may sound strange to the ordinary citizen, but there isn't a banker in Grand Rapids but will endorse it and from his own experience show its soundness. Character, it may be added, is something more than mere honesty—it includes the ability to do things, energy, enterprise and hustle. The man known to be honest, known to have character and the ability has no trouble getting money to carry out an idea that looks good whether he has collateral or not. The man known to be tricky and crooked is not welcomed in any bank no matter how much collateral he may have with him. This is true not in banking circles alone, but is met with in every walk of business life. The credit man in the successful wholesale house will naturally ask for a statement of resources when credit is asked, but he would much rather know his man than to know how much money he has back of his request to be trusted. The personal equation is the most important factor in modern business. In other words, it is character and the right kind of character is the best asset any man can have and the best guarantee of success.

The new branch of the Grand Rapids Savings Banks opened for business on East Fulton street last week. The branch is amply protected by an Armoured steel safe, with double time lock, which was furnished by the Grand Rapids Safe Co.

Quotations on Local Stocks and Bonds.		Bid.	Asked.
Am. Light & Trac. Co., Com.	405	410	
Am. Gas & Elec. Co., Pfd.	45½	47½	
Am. Light & Trac. Co., Com.	400	410	
Am. Light & Trac. Co., Pfd.	108	110	
Am. Public Utilities, Com.	65	68	
Am. Public Utilities, Pfd.	78	80	
Can. Puget Sound Lbr.	3	3	
Cities Service Co., Com.	110	113	
Cities Service Co., Pfd.	86½	88½	
Citizens' Telephone	94	96	
Comw'th Pr. Ry. & Lt. Com.	71	75	
Comw'th Pr. Ry. & Lt. Pfd.	91	92	
Elec. Bond Deposit Pfd.	76	79	
Fourth National Bank	210	60	
Furniture City Brewing Co.			
Globe Knitting Works, Com.	125		
Globe Knitting Works, Pfd.		100	
G. R. Brewing Co.		175	

G. R. Nat'l City Bank	180	181
G. R. Savings Bank	216	
Holland-St. Louis Sugar, Com.		8
Kent State Bank	266	
Macey Co., Com.	200	
Lincoln Gas & Elec. Co.	30	35
Macey Company, Pfd.	97	100
Michigan Sugar Co., Com.	91	60
Michigan State Tele. Co., Pfd.	100	101½
National Grocer Co., Pfd.	91	93
Old National Bank	208½	
Pacific Gas & Elec. Co., Com.	62	63
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	22½	23½
Tennessee Ry. Lt. & Pr., Pfd.	75½	76½
United Light & Railway, Com.	78	80
United Lt. & Ry., 1st Pfd.	83½	84½
United Lt. & Ry., 2nd Pfd., (old)	78½	80
United Lt. & Ry., 2nd Pfd., (new)	74	75
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95½ 96½
Flint Gas Co.	1924	98 97½
G. R. Edison Co.	1916	98½ 100
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	
Ex-dividend.		99

#### Post H Endorses the New M. K. of G.

Port Huron, Jan. 5.—Post H, Michigan Knights of the Grip, at a regular meeting held to-day in the Harrington Hotel, had their annual election and the following were elected for the coming year:

Chairman—R. H. Reed.  
Vice-Chairman—E. R. Beger.  
Secretary—Ed. J. Courtney.  
Treasurer—Hamilton Irving.  
Sentinel—Maxwell Gray.

Board of Directors—A. D. Seaver, W. A. Murry, F. W. Weston, F. N. Mosher and F. E. Minne.

Post H has the honor of handing in the first applications for membership under the new form, both active and honorary. Several were given in.

State Secretary-Treasurer W. J. Devereaux was present and from a copy of the Michigan Tradesman, which had a full and complete report of the Kalamazoo convention, he read and explained in detail every action taken at the convention and answered all questions. At the conclusion of his talk, the Post unanimously passed a resolution endorsing the entire proceedings of the convention and thanked Brother Devereaux. This meeting of the Post was the largest and most enthusiastic one that has been held in a long time and that old spirit that once prevailed to show our sister posts how to do things was very much in evidence and they challenge any post of the Knights of the Grip in the state to make a better showing at the Grand Rapids convention next year than Post H will make. We mean to "Get busy and keep busy."

Frank N. Mosher.

#### Dot Money We Don't Get.

We are sorry to remind you again, which makes six reminders and no responses, that you are still owing to us for one pair of pants made up by us for yourself three years ago. You have now had for every day, and for Sunday these pants what cost us cash money, and yet from you we have got nothing. We should worry, not for ourself, but for our landlord, who has six times the last week in our front door stood and hollered for the rent money. Now is it reasonable that we should get from you the money for the pants? We mean, is it not seasonable that we should get these moneys for our pants which your are wearing, or have weared.

Please be so kind as to know that we also have a family of nine to support, educate, also we have it a wife which soon should have a new hat. Please do not be offend with this letter, as we are writing to all our friends which owes us money, altho we hate to say it you are the one which has owed us money the longest time. We should be pleased to receive in the mail in the brief and we hope not so far distance future the money for our pants you are now wearing. Please to be so kind as to arrange to settle with us quickly as if unless you do we should consult with these garnishee sharks. Awaiting your responses, and hoping not only to receive your check for the pants but also maybe to have the pleasure of showing you our new samples from the looms fresh, we are, with kind wishes.—Clothing Jake.

#### A Bad Financier.

Two Hebrews, meeting one day, were discussing local news.

"You know Jake Steiner, vot vas sick las' week?"

"Ya, sure I do.

"Vell, he has had his appendix taken away from him."

"Vell, dot vas too bad. But it serves him a'right; he should 'av 'ad it in his wife's name."

Ask for our Coupon Certificates of Deposit

Assets Over Three and One-half Million

GRAND RAPIDS SAVINGS BANK

We recommend  
6% Cumulative Preferred Stock  
of the  
**American Public Utilities Company**

To net 7½ %

Earning three times the amount required to pay 6% on the preferred stock. Other information will be given on application to

**Kelsey, Brewer & Company**  
Investment Securities  
401 Mich. Trust Bldg., Grand Rapids, Mich.

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

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

Deposits  
**7 Million Dollars**

**3½ Per Cent.**

Paid on Certificates

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

## United Light & Railways Co.

First Preferred Stock

Bought and Sold

At present market price will yield  
better than 7%

Send for Comparative Consolidated Earnings Statement, covering the period of last five months.

**HOWE, CORRIGAN & CO.**

INVESTMENT SECURITIES

Michigan Trust Building, Grand Rapids, Mich.

Grand Rapids is your market place. You buy its furniture, you read its newspapers and deposit in its banks. Buy your Life Insurance there also of

**The Preferred Life Insurance Co.**

Grand Rapids, Michigan

Wm. A. Watts, Secretary and General Manager

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GRAND RAPIDS, MICH.

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OF BUSINESS MEN.

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E. A. STOWE, Editor.

January 8, 1913.

## THE WAYS OF WICKEDNESS.

In his attitude toward those who are trying to curb commercialized vice in Grand Rapids, Mayor Ellis is characteristically crooked. In his policy toward the movement to safeguard the young, to improve moral conditions and to drive out flaunting wickedness, he is as devious as might be expected from his long-time association with gamblers and men of that ilk. When the vice commission, of which Judge John S. McDonald is chairman, made its comprehensive report and asked for the aid of the municipal administration to help remedy the conditions that were known to exist, Mayor Ellis treated the request with contempt, because he thought the forces of evil—of which he is the most servile tool—were strong enough to counteract the moral sentiment of the community. When the request became a demand he met it with scorn and insult, insisting that the city was pure enough as it was, that the police were doing their duty, that the municipal authorities were wise in their methods of dealing with such vice as did exist, honest in their endeavors to keep the vicious in check, and that they needed no aid from the citizenship. When the demand was taken up by the moral sentiment of the community, when the pulpits rang with denunciations, when the newspapers backed the commission and what it asked and what it stood for, when it became apparent that public opinion was overwhelmingly against him, Mayor Ellis surrendered. But was it an honest and honorable surrender, a candid acknowledgment that he might have been in error, a frank withdrawal from the position of being an obstructionist in the way of reform? No, Mayor Ellis could not be honorable and straightforward if he tried, so his surrender was nothing of this kind. It wouldn't have been made by Mayor Ellis if it were. His surrender was merely a make believe; a move intended to deceive; a plan whereby he hoped to wink the moral element in the community. He would consent to the appointment of a vice efficiency commission as demanded provided he were permitted to name the members thereof, subject to the confirmation of the Council. Instead of meeting the issue manfully, he conspired with the Ordinance Committee of the Council to do it

sneakingly and in the underhanded manner which he has always done things. If his proposition were accepted it can be imagined the kind of a commission he would name and the kind of a commission the aldermen would stand for. To make the movement for better morals effective, the commission must be composed of strong, earnest, courageous men who are willing to see their duty and not afraid to discharge it. The kind of men Mayor Ellis would name would be of the politician type—men who would be puppets in his hands to do his bidding, no matter how much injury they might do the morals of the city—the kind of men least wanted on a commission of this nature and whose chief activity would be not for the correction of the evil, but to hide it or not see its existence. Mayor Ellis is not dealing with amateurs in civic affairs. His effort to deceive will be in vain. Those who are at the head of this great moral movement are wise in the ways of wickedness and mean business. For once at least Mayor Ellis' crooked methods will not avail.

## MARKET OPTIMISTIC.

The new furniture season opened with the New Year and the first week is full of promise that the sales will be large and at advanced prices for the goods. The buyers began dropping in on the first day of the year, but it was near the week end and not until Monday this week did they come in numbers, and then there was a rush. The arrivals Monday exceeded 200, which makes a new record for a single day, and the indications are that before the end of the week the total will have passed the 500 mark. The tone of the market is distinctly optimistic. In practically every section of the country the retail fall and holiday trade was good and stocks are depleted. More goods will have to be purchased if dealers continue in business and the dealers who have been in the market thus far seem quite disposed to take the chances and will place their orders accordingly. Prices will average around 10 per cent. higher than in July. This occasioned some sparring early in the week to see if the manufacturers really meant it and then there was a general acceptance of the raise. The dealers know how the cost of production has gone up in the last six months, for lumber and for labor, and this, with the diplomatic way the dealers have applied the gentle touch for more money, has made it comparatively easy to make the new prices stick. The only difficulty has been with the old patterns brought forward from last season, but the manufacturers explain that it is either more money for these or to have them dropped out of the lines, and this has been an effective argument. More than the usual number of new patterns for the winter season are shown and the tendency of the new goods in the high grade lines is toward what is known as the Adams designs. Sheraton is still running strong, but not so strong as a year ago. Some Hepplewhite is shown, but this is not featured as much as in July. The French patterns are shown in Circassian walnut almost exclusively and very little in mahogany. In oak

the leading lines show Jacobean mostly. The various mission and arts and crafts lines are as strong as ever and there are more of them. It is at this season that the summer goods are pushed the strongest and there is a great variety of them in the market in willow, grass, rattan, and fiber, and several of them are very attractive. One of the summer lines is in second growth hickory, stock from two to four inches in diameter being used, with the bark left on. The hickory line is rockers, chairs and settees for the lawn and porch, and a four room bungalow made in sections and shipped K. D. is shown as a further adaptation of the idea. More summer home and bungalow furniture is shown this season than ever before and this can be taken as an indication of the tendency of the times. Some of this furniture is cheap, but lines are shown that will run into money almost as fast as the furniture that goes into the city residence.

## THE LINE IS DRAWN.

Samuel Gompers, widely known as a labor leader and who is said to have grown enormously rich in the business, has the unenviable distinction of rising up in apology for the structural iron workers union of dynamiters who were convicted in the Federal court at Indianapolis recently. Addressing a sub-committee of Congress in behalf of the anti-junction and contempt bills, he denounced the associations of employers as conspiracies to "murder the liberties of toilers" and held that dynamite was the toiler's only answer to organized capital. That this should be Gompers' attitude is not surprising in view of his record. It was Gompers who bitterly attacked the officers who captured the McNamara brothers in Indianapolis and hurried them away to Los Angeles to answer to the charge of dynamiting the Los Angeles Times building, with its loss of twenty-one lives. It was Gompers who started the movement to raise a quarter of a million defense fund for these conspirators, and who never accounted for the fund which the labor unions contributed. It was Gompers who denounced the arrest of the dynamiters as an outrage and now froths at the mouth over their sentence to Leavenworth prison. It was Gompers who asserted that government by dynamite is preferable to government by injunction. It was Gompers who asserted that a strike without violence is a joke. Gompers is President of the American federation of labor and, presumably, speaks for that organization. What he says shows to what extremes organized labor is prepared to go if employers refuse to knuckle down to the walking delegate. It has been denied in labor circles that the labor union stands for violence and, if necessary, for murder, but Gompers, the recognized head of organized labor in this country, comes out boldly in defense of dynamiting, which makes it necessary for union men who claim to be decent to repudiate Gompers or forever after accept the theory that unionism, dynamiting and murder are synonymous.

## BUY OF ONE HOUSE.

Long experience and critical observation lead the Tradesman to believe that the new merchant who deals with one house exclusively is more likely to succeed than the merchant who scatters his trade, because when he does this he has the best service the house can possibly give him. The merchant who shops around, buying a little here and a little there, ultimately finds that his trade is not of sufficient value to any house to give him the best there is going. Furthermore, it is almost impossible for any new merchant to indulge in promiscuous buying without loading himself up with surplus stock which frequently results in his undoing.

The poor-pay merchant is not, as a rule, compelled to pay very much higher prices for goods than the man who pays promptly, but, of course, the difference in the cost of goods where a man discounts his bills and where he permits his bills to go on to the end of the credit period is considerable. The saving in discounts will frequently meet a merchant's rent or the salary of a clerk. The poor-pay merchant is discriminated against in one way, however, and that is that when there is a rush of business in the wholesale house the jobber goes through his orders and selects the orders from prompt pay merchants to be filled first.

During the past year two local merchants—one a hardware dealer and the other a shoe dealer—have sneakily absconded on finding that they were hopelessly in debt, as they supposed. In both cases they were started in business by friends under distinct and definite promises that they would confine their purchases to one house. Instead of keeping these promises they both bought goods promiscuously and, as a result, they were soon so deeply in debt they did not feel that they had the moral courage to stay and face the music. Instead of making an open breast of the matter to their backers, they both absconded; whereas, if they had been frank and manly, their friends would have assisted them to meet their obligations.

## THE COUNTRY BOY'S CREED.

I believe the country which God made is more beautiful than the city which man made; that life out-of-doors and in touch with the earth is the natural life of man. I believe that work is work wherever we find it, but that work with nature is more inspiring than work with the most intricate machinery. I believe that the dignity of labor depends not on what you do, but on how you do it; that opportunity comes to a boy on the farm as often as to a boy in the city, that life is larger and freer and happier on the farm than in the town, that my success depends not upon my location, but upon myself—not upon my dreams, but upon what I actually do, not upon luck, but upon pluck. I believe in working when I work and in playing when I play and in giving and demanding a square deal in every act of life. Edwin O. Grover.



### MONEY DOES NOT COUNT.

A year ago the old Grand Rapids Board of Trade, after a career of twenty years, was declared to have outlived its usefulness, to have become a back number, not equal to the efficient discharge of the functions for which such organizations are maintained. The new Grand Rapids Association of Commerce was organized to take its place. We are now near the end of the first year of the new organization, and is not this a good time to "take stock," to soberly and seriously consider whether the change has been advantageous, whether enough more good has been accomplished to have made the change worth while. The old Board of Trade had an annual income of about \$10,000 while the Association of Commerce has had about \$35,000 at its disposal. Have we been getting three times and a half more efficiency out of the new than out of the old organization? The Tradesman has no desire to be a fault finder, nor to harshly criticize men who are doing their best, but it must say that a careful review of what the Association has done the past year leaves a feeling of disappointment at the results. The transportation department has done much to improve the freight service and facilities and the business interests of the city enjoy the benefit, but under the old organization what the transportation department with its high priced experts has been doing was done by a committee of voluntary workers, and it was well done, too. The retail department has done much in bringing conventions to Grand Rapids, and it also carried through the boulevard lighting plan which the Advertisers Club started; but under the old organization this work was done by the Secretary or by voluntary committees. The Municipal Affairs Committee, which used to be one of the most active and useful of the departments under the old organization, very rarely gets its name in the papers under the new organization. The wholesalers, managing their own affairs, have gone on in their usual way and as they would have done had no change been made. Has the industrial promotion work of the new organization been any better or more productive of results than was that of the old Board of Trade? To be entirely candid, the new organization has not been any material improvement over the old. At the end of its first year it cannot show any greater net results from its efforts than the old Board of Trade exhibited. The strength of the old Board was in the voluntary service of its members; the weakness of the new is its dependence upon hired talent. In promotion work, such as the Association of Commerce is organized to do, it is not money that counts, but it is men. In the reorganization a year ago the life directors—made up of the veterans in the work who had served on the Board ten years or longer—were thrown into discard and their interest in the work was cut off at the same time. The active directorate was reduced by half, and this eliminated another important element. The work was concentrated

into a few hands and the records seem to show even these few have loafed on their jobs. What the Association of Commerce needs is more of the old spirit of civic enterprise, more personal service, a greater personal interest. The organization, no matter under what name it may be known, is something we cannot get along without. It is worthy of loyal support, but the present organization, however ideal it may seem in theory, is not fulfilling expectations in practice and some further revision seems to be necessary. An enlargement of the directorate, thereby widening the interest in the work, might be advantageous. Something ought to be done, also, to get the veterans in the service back into active affiliation. It is well enough to have young men, but it should not be forgotten that the old members have wisdom, weight and influence and have knowledge of strings which can be pulled which the young men know nothing about.

### THE VALUE OF YOUR ADVICE.

More than occasionally the tradesman is called upon to express an opinion regarding choice between certain articles. This is the easiest thing in the world to give—in the estimation of certain people—but how much is it worth after it is given? The real value depends upon yourself; how much thought and consideration you give to the matter. And rest assured, it will soon pass into the community for exactly its face value, no more, no less. We have seen a clerk who, when some home-staying wife sends in a list by a husband who does not know the difference between darning cotton and embroidery silk, spends more real thought over the matter than if the purchases were her own, and does sincerely "hope that the purchases will prove satisfactory." Such a clerk is a jewel in any store and her patrons soon discover her. So when orders come in for Miss A to fill, just make up your mind that there is a reason for this preference.

The other day a woman of no decided literary taste wanted a book as a Christmas present for a young friend and, realizing her own inefficiency in the selecting, she left it to the clerk, who sold her one of Mrs. E. D. E. N. Southworth's numerous novels—it matters not which, for they are all alike, and yet the reading of one calls for more of the same insipidity. The good book for one may not be the good one for another. Some require to be strictly entertained, and for those there are enough humorous works of a harmless nature. Description may be preferred; or the ethical side of life, the knowledge for its own sake, the book with a purpose. All good books really belong to the latter class. They leave a something useful or elevating, although it come in the form of description, of the didactic style. The woman who got the worthless volume was entitled to something better. The advice, however, was unfortunate, even though given in good faith. It is a privilege to lead our customers to higher plans of living and of thinking; to give them the most for the least money; to be able to make our advice of recognized value.

### CUT OUT THE DEAD WOOD.

One of the many excellent suggestions contained in Governor Ferris' initial message to the Legislature is that in the interest of economy and better government various appointive offices, boards and commissions be either abolished or merged. He mentions specifically the offices of State Oil and State Salt Commission and the State Live Stock Sanitary Commission. He might have gone much farther to include about a dozen other official places or boards whose duties are either nominal, or of no special value to the State or of such a nature that they can better be discharged by others. For years succeeding Legislatures, in response to more or less popular demand, have been adding to but never taken away from the number of places to be filled by appointment, until now we have all sorts of boards and commissions, a veritable swarm of stipend drawers from the State, and if what they cost the people in one form or another could be shown the total would be stunning. There are so many of these boards and commissions that there is a constant duplication of the work done, and no one of them has enough money available to insure efficiency. What is needed is a thorough revision of the official roster, the abolishing of such as are not useful, the bunching up of others whose line of work is the same and the placing of still others under various State institutions. We have, for instance, a State Board of Agriculture, which controls the Michigan Agricultural College and which has done splendid work; a State Live Stock Commission, a State Veterinarian Board, a State Veterinarian, a State Bee Inspector, a State Commission for Diseases of Fruit Trees. Why could not all these boards and inspectors be placed under the State Agricultural Board and the duties be discharged through the Agricultural College? The State Food and Dairy Commission might even be a department under the Board of Agriculture, as is done by the National Government. We have a State Pharmacy Board, a State Denistry Board, a State Board of Medical Registration, an Osteopathic Board, a Optometry Board and a Board for the Registration of Nurses, in addition to a State Board of Health. If all these boards are necessary or desirable, why not merge them under the State Board of Health or make them an annex to the State University Medical School? We have a Board of Law Examiners; why should not the duties of that Board be referred to the University Law School? We have a Board for the Registration of Barbers and an Examiners Board for Blacksmiths. These boards do not draw funds direct from the State Treasury, but levy a tax on the respective industries, and does anybody know any good that they accomplish or any particular reason for their existence other than in the desire of a few active politicians to hold petty offices at a per diem that looks good to them? There is much duplication in the boards of control of the various State institutions. The four normal schools have

a single board and this plan works well, but the three prisons, the five insane asylums, the two industrial schools and the half dozen or more State institutions each has its separate board and each institution is conducted as though it were the only one of the kind in the State and independently of all the rest. This is not in the interest of efficiency or economy. Governor Ferris could not render a better public service than in bringing about a general shaking up and revision of the official roster. We haven't had anything like a shake up since the days of Governor Winans and in the meantime an immense amount of dead wood has accumulated, and it is time to cut out a lot of it.

### STOVE POINTERS.

One of the first things which the prospective buyer of a heater asks is, "How large a room will it heat?" Your figures are for the largest possible space when run at its extreme capacity. If you quote these dimensions with no application you are bound to be censured. This is not a practical application of the terms of the question and the average patron, finding that it falls short of the desirable, will feel that there has been misrepresentation in reality if not in words. Tell plainly just what it will do in an emergency; but also explain that economy in both fuel and the lasting qualities of the stove demands one of a larger size, which does not require crowding save in the most extreme cold weather.

A superabundance of nickel trimming looks nicely in the shop, but it does not take the busy housewife long to find out that there can be too much even of a good thing. If ornament is the main thing, you may safely emphasize the fact that there are elaborate trimmings. But if the stove is a general utility one, impress the fact that while it is neat and tasteful in design and trimmings, there is not the elaborate work which requires so much rubbing and polishing to keep in order.

Those not familiar with hard coal will appreciate helpful hints in the care of such a stove. Safety from asphyxiation demands that the mica be kept free from leaks. If the draughts are all opened for a few minutes after filling the magazine the gas will form freely and then pass up the chimney, thus saving danger of trouble later. At other times the large stove with dampers closed or nearly closed so will ensure a more even temperature and require less fuel. If the hard coal fire becomes low, a very little shaking and opening up will permit the fire to re-kindle itself, when a new supply of coal on the already dying coals would be but to extinguish it entirely. Cheap coal is dear at any price; that of good quality lasts longer, and contains fewer impurities of all sorts.

A man is a tolerant of another man's bad habits if they are similar to his own.

If all epitaphs had to be truthful it would be better to leave some tombstones blank.





### Cultivate a Taste for Scientific Merchandising.

Did you ever stop to consider just how individuality is and may be created, and what it means to a retail business? Did it ever occur to you that the success of every merchant may be attributed to the individuality of his ways and his wares, to that character which distinguishes his store from others? And do you realize that such things, to be effective, do not necessarily have to be constituted of great deeds, little ideas carried out here and there in this thing or that oftentimes producing the results desired? For instance, to illustrate my point, a big metropolitan retailer wraps all of his parcels in pale blue and white striped paper, and everybody in town, from the youngest street urchin to the oldest inhabitant, knows when he sees a package so wrapped that it came from that one particular store, and this is merely one of the many little original ideas that have helped to make him one of the greatest merchants in the world.

#### Progressive Retailing.

"The other day," related a friend of mine who has an office downtown, "a retailer's representative called on me and sold me half a dozen scarfs at \$5 each, or \$30 worth of neckwear, in less than twenty minutes. I did not specially need all these ties, but they were really so pretty and so cleverly offered that the sale was consummated almost before I realized what had happened. I do not, however, regret buying them, because they came from a very reliable house and are doubtless worth what I paid for them. Another day a very nice looking young fellow, representing another retailer in the neighborhood from whom I had once purchased an office coat, called with a sample line of shirts to solicit my business in having shirts made to order. That's very progressive retailing, it seems to me, and ought to meet with success if the salesmen use discretion in arranging their calls so as not to bother a man when he is very busy."

#### Why Salesmen Sin.

While I was conversing with the manager of a prominent clothing store, the other day, a man and his wife came in—or perhaps I should say a woman brought her husband in—to buy a suit of clothes, and, being nearby, I could not help overhearing part of the conversation that took place between them and the salesman. The prospective customer made his wants known and then proceeded with the try-ons.

"Oh, that's too light," complained his wife, "get something darker. Light colors never were becoming to you."

He was shown an oxford, but that would not do, she said, because his last winter's suit was that color, and nobody would ever know he had a new suit this season. Brown was respectfully suggested.

"No, I don't like that," declared the madam. "Let's see a blue. You like blue, don't you dear?" I missed his reply, but it was of little consequence, no doubt, since he must of necessity like whatever she did.

After searching through the stock from top to bottom three different shades of blue of the size required were found, tried on and rejected in turn, and by this time I could see that the poor salesman's patience was becoming very nearly exhausted.

"Maybe you've got something in black," the mistress suggested, and the salesman showed her that he did, but it wasn't satisfactory.

"Well, dear," she sighed, "suppose we go back to the first place. I like their clothes best, don't you?"

Sometimes my ears fail me, but at this particular moment I'm quite sure that I heard the salesman say "damn," and I thought he was justified. True, put to the supreme test, his salesmanship had failed him and he had violated the sacred law of etiquette, but under the circumstances it seemed to me he deserved most gracious pardon.

#### To Smoke or Not to Smoke.

That's the question a great many retailers would like to have definitely settled one way or another—whether they should prohibit or invite smoking in their stores. If your clientele consists in part of women, it is only your duty to respect them and forbid smoking, but if you deal exclusively in men's wearing apparel, I should say, let your customers smoke. On this very subject I received a rather unique little invitation from a very successful house the other day that would probably appeal to the average man. It read, "Why not come straight to this man's shop, where you can loiter, dally, chat, smoke and take your ease?" Whatever ruling you make, however, should depend wholly upon the character of your trade.

#### Beware a Similar Fate.

To celebrate its twenty-fifth anniversary, a big retail clothing firm in New York recently rigged up a float decorated in purple and white and drawn by a double team, ornately plumed. The float bore an immense papier mache birthday cake, covered with twenty-five tall, flaming candles. Around the cake ran a chef with saber aloft, sawing at the feigned pastry and tossing abroad aluminum medals that looked enough like half dollars to attract a throng of men, women, boys and girls in the wake of the gayly

colored vehicle as it moved up and down Broadway.

Construing the proceedings as an obstruction to traffic, a patrolman who is responsible for the department of vehicles in that neighborhood halted the festivities and took them to the police court, and here, while the float was drawn up to the curb, even a greater crowd soon collected. Finally the superintendent and the advertising manager of the store made their way through the throng and held up before the policeman's eyes a permit issued by the board of aldermen, but the policeman claimed it was no good because it was not countersigned by the mayor, and he seemed to know what he was talking about, so the festivities were brought to an end.—Apparel Gazette.

### Arrange Your Stock to Help Business. Written for the Tradesman.

Haphazard arrangement of your stock is more than an inconvenience; it is a hindrance to salesmanship. In these days of keen competition, scientific selling is becoming more and more a factor in business building. The clerk whose "spell" is broken by the necessity of having to leave the customer and conduct a protracted search for some article won't sell as easily, or as much, as the clerk who, aided by scientific and intelligent arrangement of the stock, is able to concentrate his every effort on the problem of selling.

This is so obvious that there should be no need of dilating upon it. Nevertheless, I have gone into many stores where I had to wait for ten or fifteen minutes while a clerk hastened to and fro in frantic search for something.

The remedy for such a state of things rests, primarily, not with the individual clerks, but with the merchant. He it is who must evolve a definite and logical system of arrangement of the stock. Just what system he should adopt is a matter of individual choice. One fashion of arrangement may suit this man, another retailer may prefer a totally different system. The old style merchant may secure good results by arranging his stuff alphabetically; the more up-to-date man may, and doubtless will, prefer to arrange the articles in stock according to the ultimate use to which they are to be put. This last plan would group all the catsups, pickles and relishes in one section, all the canned vegetables next, all the spices a little further on—and so forth. There are endless variations in arrangement of goods.

But, having arranged his stock according to a definite system, the merchant should then see that every clerk understands the system as well as does the proprietor himself. The simpler and more logical the system, the better. Yet many a merchant who arranges his stock most advantageously totally overlooks the necessity of explaining to the salesman the basic idea upon which the arrangement is made.

Of course, the new clerk will not grasp the system at once. But there are dull moments now and then when the boss or one of the senior clerks

can take him in hand and introduce him to the stock. Surface arrangements, of course, must shift—articles must be moved from the shelves to supply window or counter displays—but, underneath a definite system of arrangement should prevail, and be firmly adhered to.

System is facilitated by a sort of informal departmentizing. This plan works well, even in the small store where there are only two or three clerks. To group, say, the staples and canned goods in one section, the fresh fruit, vegetables and confectionery in another, and other branches of the stock in a third or fourth department, and give each member of the staff a sort of supervision of an entire section of the store, facilitates learning on the part of the new man, encourages the helper to a feeling of responsibility, and if developed along the right line, stimulates a healthy rivalry as to which department can make the best showing.

Systematizing of this sort takes time and some mental effort at the outset, but it pays. It saves the merchant's time, it saves the clerk's time, it saves the customer's time. Further, it enables the merchant to keep in closer touch with his stock, to order to better advantage, to prevent goods from accumulating, and to help move out the lines that show a tendency to linger on the shelves. And the clerk who understands the store arrangement and can place his hand on any article at a moment's notice can devote more attention to the actual problem of salesmanship and thereby secure better results.

William Edward Park.

### He Was a Regular Customer.

"This is the fifth time you have been brought before me," said the judge severely.

"Yes, your honor," smiled the offender. "When I like a feller I like to give him all my business. You see—"

"Sixty days," roared the judge.

### What Have You to Sell?

a DRY GOODS STORE; or part of it?  
a CLOTHING STORE; or part of it?  
a GENTS' FURNISHING STORE; or part of it?  
a SHOE STORE or an odd lot of SHOES?  
We Buy anything and everything For Cash and do it Quick. Write Today and we'll be there Tomorrow  
PAUL L. FEYREISEN & COMPANY  
Mid-City Bank Bldg., Halsted & Madison Sts., Chicago

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

**OFFICE OUTFITTERS**  
LOOSE LEAF SPECIALISTS

**THE Tisch-Hine Co.**

237-239 Pearl St. (near the bridge), Grand Rapids, Mich.

TO REACH YOUR  
PATRONS AND FRIENDS  
USE  
A MICHIGAN STATE  
TELEPHONE

## CRISIS HAS PASSED.

## Michigan K. of G. Bound To Grow In Number.

Port Huron, Jan. 3.—There comes in the lives or existence of nations, associations and individuals—a time when they meet with a condition that calls for quick, decisive action. The grim reaper, Death, has invaded the ranks of Michigan Knights of Grip during the year of 1912 and brought sorrow and desolation into the homes of forty-one of our good brothers whom we are in honor bound to protect by the payment of the death benefit granted by our organization of \$500 to each beneficiary. This call on our treasury is nearly double the greatest number for one year of our existence and could not be met by the funds obtained with the usual five assessments. Something had to be done and, knowing that the membership at large would endorse the acts of those who could and did attend the convention December 27 and 28, at Kalamazoo, by a unanimous standing vote the constitution was so amended that the Board of Directors were empowered and instructed to call an extra assessment to meet our obligations. Additional amendments will make a very material saving in the future expenses necessary to conduct the business of the Michigan Knights of the Grip.

Combining the offices of Secretary and Treasurer in one under the title of Secretary-Treasurer will save us at least \$600. per year.

Reducing the number of members on the Board of Directors from nine to five will reduce the expense of Board meetings nearly one-half.

Our Secretary-Treasurer proposes to ask the Board for permission to change somewhat the method of making and collecting the dues and assessments which will be less expensive than the present system.

Another amendment which I believe will appeal to all the old members and many new or prospective members is the entrance fee of only \$1. This pays in advance the current year's dues and on the new basis of \$100 death benefit, it will be seldom necessary to call more than two assessments a year. We cannot foretell nor evade the death call, but we must be prepared to meet it, be it our brother or ourselves, and "Do unto others even as you would have others do unto you," for I sincerely believe those of our members who now lie in the grave would do for us what we as men should and will do for those whom they have left to mourn their loss.

We have a grand set of officers, men of honor and experience, the backbone of our organization, under whose guidance, with the help of each and every member, the Michigan Knights of the Grip are bound to meet any and all conditions, pay all just claims and leave a record to be proud of.

The Michigan Knights of the Grip have lived far beyond the average lease of life given such mutual organizations, meeting every obligation promptly in full until the year 1912,

when, as before noted, like many similar associations who met disaster and went to the wall, we were obliged to appeal to the members for an extra call which has been responded to in a manner that makes one feel proud to think he is one of a body of honorable men who can face a crisis like this and show to the world at large that we never give up, which is one of the characteristics of the Successful Salesman, but still live on a firmer footing than ever. It now rests with each individual member to aid and assist the officers, who must not be expected to do it all, and those brave conscientious men who stood in the convention hall at Kalamazoo, met the enemy and spiked his guns.

Under the administration of such men as President—Frank L. Day, Jackson, Secretary-Treasurer—Wm. J. Devereaux, Port Huron, Directors—H. P. Goppelt, Saginaw, J. Q. Adams, Battle Creek, and John D. Martin, Grand Rapids, I am sure that the slogan or motto will be, "Get busy and keep busy." Don't lie down; never say die; keep busy.

Frank N. Mosher.

## News and Views of the Better Sort. Written for the Tradesman.

R. E. Olds, the well-known Lansing manufacturer, remembered each of the boys at the State Industrial School in that city with a Christmas gift, but better far was this helpful, hopeful letter which accompanied the holiday tokens: "My Dear Boys,—The management of the Industrial School is doing a great work, of which some day you will be very proud. One of the best men I ever had in my employ was an Industrial School boy. He could always be depended on to do what ever was left him to do, and I always knew he could do his best and that his work would be right. One day while I was out of the city my factory burned and this boy remained in the burning building and put the valuable papers and books in the fire-proof vault after all the other men had gone. Always loyal, always doing his best, and just the kind of boy wanted everywhere. To-day this same Industrial School boy is a wealthy, prominent business man, a bank director, and one of the most influential men in his community."

The Upper Peninsula of Michigan may have more saloons and breweries than is needed for a wholesale moral atmosphere, but there is a redeeming feature in the growth of the cut flower industry in the copper country. In describing one of the greenhouse plants a writer says: "In the green houses there are poinsettias, literally by the thousand, plants six to seven feet tall, topped with a crown of flaming scarlet. Then there is bench after bench of roses in perfect condition. Killarney, beautiful, shellpink buds, rearing their heads on stems three to four feet long; the Richmond of soft velvety red, a favorite offering at cupid's shrine; White Killarney, especially for brides to be; carnations, seemingly acres of them; dainty violets, hyacinths and narcissus filling the air with their fragrance; blooming and decorative plants of every description."

Mrs. Fannie Hull offers \$5,000 to the Kalamazoo Civic Improvement League on conditions that this organization will raise a like amount, the money to be used in erection of a building. This structure is designed as a center for all league activities, and will include temporary quarters for friendless men and women. Free baths and a public reading room for working men are also contemplated.

The State Pardon Board, in its report to the Governor, states that in the past twenty-three months 987 prisoners have been paroled in Michigan and of this number only 188 have violated the conditions of their parole. Thus only 19 per cent. of these men have gone wrong, which is 6 per cent. better than the record of the Pardon Board during the two previous years.

Henry R. Pattengill, of Lansing, the well known educator, in a recent talk made a plea for manifestation of the Christmas spirit every day, instead of an annual enthusiasm for good deeds. He stated that the world is growing better, that people are becoming imbued with the spirit of brotherly love, the love that makes sacrifices for a neighbor in distress. This is the Christ spirit, although some people do not call it by that name. They call it just being neighborly. The speaker maintained that sects and creeds are being forgotten in the new spirit of brotherhood.

An incident that happened in the Michigan Central depot, Detroit, just before Christmas, shows that American people will do the noble and magnanimous deed every time when the test comes. A poor family, including parents and several children, had arrived there from a farm in the Thumb territory, where they had been employed during the summer, and while changing cars a rascally "dip" had relieved the man of \$140—every cent of his summer's earnings. He was heartbroken at his loss and did not know what to do. Dr. J. B. Bradley, of Eaton Rapids, and Attorney Frank T. Lodge, of Detroit, had their attention called to the affair and, assisted by a number of ladies, who were also waiting for trains, they at once got busy. The collection amounted to \$90, two of the gentlemen called on contributing \$10 each to the fund for these unfortunate people. As Americans, may we not be proud to live in

a land of such quick sympathies and kindness?

An exhibition of 150 of the finest paintings of Denmark, Sweden and Norway, is now on exhibition in New York, and will be hung in the galleries of five American cities only, these being New York, Chicago, Boston, Buffalo and Toledo. Toledo, the smaller city, feels especially favored in securing this remarkable Scandinavian exhibition, the reason lying in the magnificent Museum of Art recently opened there. On three Sundays during February the building will be thrown open to the public, so that all people may see the wonderful paintings without money and without price. The Museum of Art means more to the citizenship of Toledo than can be computed. Every large city owes much to its people and these include, besides parks and playgrounds, a great auditorium where the best music is furnished free or at nominal cost and an art museum.

An editorial writer in the Ohio State Journal speaks of the fine art of "cultivating health" as follows: "Keep healthy is the best medical advice one can get. To follow this advice one must acquire temperate habits, eat pure and wholesome food, take out-of-door exercise, think clean thoughts, do useful work, maintain a happy, hopeful temper. Pursue this sort of a life. Stop thinking disease. Act like a well man. Don't try to find something the matter with you. Don't be an invalid if you can possibly avoid it. Read books of nature. Get on the side of beautiful facts and ideas. Stop reading about crimes and diseases. Act healthy and talk healthy; and you will not be peering around for specifics. Down with suspicion. Fight every distemper with clean, upright faithful lives and ten to one you will forget all about lurking distempers and specifics. Health is more natural than disease, a proposition that can be sustained by every clean, hopeful, positive life."

## A Precocious Cost Accounter.

"How much are these puppies, little boy?"

"All a quarter 'cept that one, and he's thirty-five cents—he swallowed a dime yesterday!"

Nobody likes the man who thinks he knows it all.

## Creating Confidence

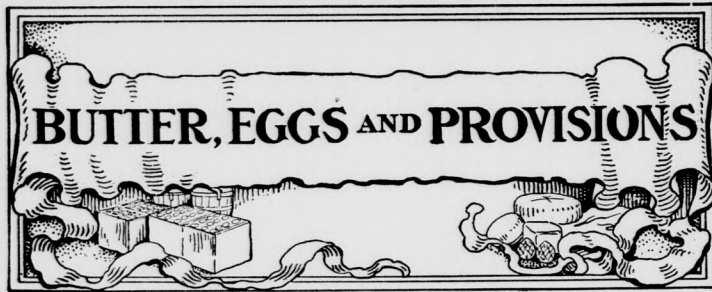
Michigan is one of the most responsive markets in the world for your goods. Prosperity has overtaken the people and they are buying.

Tell the people of Michigan about your goods—how they are made and sold and how to recognize them. Tell it to them through a medium in which they have confidence. When they know who you are, and what you offer them, they'll buy.

The medium which has the confidence of its readers in the Michigan field is the

**Michigan Tradesman**





### The Grocer's Message to Butter Makers.

Written for the Tradesman.

It is not to be expected that many farmers or dairymen read the Tradesman; hence this message to butter-makers, or more particularly to those who market the butter from farm and dairy, must be passed along to them by grocers who do read this publication.

Butter is marketed in various kinds and sizes of packages, the most commonly used being the earthenware jar or crock ranging in capacity from one pound up to fifty. It is not so many years ago that butter makers generally used two-gallon and three-gallon crocks as much as possible when putting up butter to sell at the stores, the one-gallon—or eight pound—crock being used only when there was that amount or less to market at one time. The demand for smaller amounts of butter by customers, however, has revolutionized this feature of the butter business and now the four or five-pound crocks are much more used than larger sizes. These hold as much as the average family cares to buy at a time.

For smaller families the two-pound or the one-pound jar, even, is required. These small jars are a great help to the grocer, enabling him to sell butter by the jar at less price per pound or at a larger net profit than when he weighs out the amounts called for. With each parcel of butter dished out of a crock there is a butter plate, waxed paper, wrapping paper and twine. All these cost money. The grocer or his clerk is often in too much of a hurry to be exact in weighing, and gives overweight, or he fears to be thought close if he takes off the ounce or fraction of an ounce to make the weight exact.

In selling butter in this way he does not get pay for as many pounds as he pays for even though he entirely empties a crock. Usually a little butter clings to the crock and is a total loss. Frequently a little is left when a pound or so is sold at a time, is set aside and soon becomes unfit to sell. Besides these losses and the expense of wrapping there is the item of time in putting up amounts of one-quarter pound and upward. This time can usually be interpreted as money—clerk's wages. If a grocer could ascertain the exact amount of money represented by expenses and losses in retailing 100 pounds of butter he would no doubt be greatly dissatisfied with his net profit. Perhaps there would be no actual profit.

There are grocers who will not handle dairy butter at all when creamery butter can be had in sufficient

quantities. Others do not refuse good dairy butter when brought to them, but are better pleased when none comes in and they can inform customers that dairy butter is so scarce it is difficult to obtain a prime article and, therefore, they will have to give them the creamery product.

Even when a grocer sells a whole crock to a customer there is the crock to be paid for, exchanged or returned. Some forget to return the crock, and that is another loss.

In handling creamery butter the grocer can order daily or at frequent intervals in quantities to suit his trade. It is already weighed, being in one or two-pound bricks, wrapped or in cartons ready for delivery to the customer.

The supply of dairy butter fluctuates with the season, change of weather, crop conditions or for some other unknown cause. At times the grocer who takes all that is offered hardly knows what to do with the surplus to get his money back. Again he must send to some other town for butter to supply his regular trade. To keep the good will of butter-makers, please consumers and make a fair profit on the butter deal the grocer must be a paragon.

There are various methods of marketing butter depending upon the individual butter-maker's choice, location or convenience. Not every one, however, follows the method which would bring him the most money or the greatest net results for his time and labor. This is because many do not know all the possible avenues of marketing butter, do not understand how to conform to the requirements or do not want to take the trouble to adapt their plans to a different method than the one which has always been followed.

Considering only the butter-makers' interest, what is the best method of marketing butter? Some say, sell direct to the consumer. That is, sell to families, boarding-houses, hotels, restaurants, hospitals, students, clubs, etc., thus eliminating the grocer and perhaps other middlemen. Consumers advocate this method in hopes to secure butter in best possible condition and to save themselves the trouble of hunting for it among the groceries and commission houses. They should not expect to obtain it for less than the grocer asks, yet many do, and the farmer who has been led to believe that he can easily obtain four or five cents a pound more for his butter than the grocer will give, finds he cannot make sales or close contracts for butter to be delivered at regular intervals in stated amounts without much argument and haggling over prices.

The butter-maker who has never had experience in selling butter in this way can easily figure out how much more money he might obtain from his product in a year, but he does not always consider how much more time he must spend in town while urgent farm work is delayed or some one must be hired to fill his place. The added gain to the butter-

### Hammond Dairy Feed

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

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

## The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

### FRUITS AND PRODUCE

Grand Rapids, Mich.

Fancy, Heavy, Juicy, Sweet Florida Oranges.  
Best California Navels. Fancy Florida Grapefruit.  
Quality the best; prices the lowest.

M. O. BAKER & CO.

Toledo, Ohio

## Potato Bags


New and second-hand, also bean bags, flour bags, etc.

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

**SEEDS** WE CARRY A FULL LINE.  
Can fill all orders PROMPTLY  
and SATISFACTORILY.   
**Grass, Clover, Agricultural and Garden Seeds**

**BROWN SEED CO., GRAND RAPIDS, MICH.**

— ESTABLISHED 1876 —

If you have Choice Dry White Beans. Red Kidney Beans. Brown Swedish Beans to offer write and mail samples.

**MOSELEY BROTHERS**  
GRAND RAPIDS, MICH.

## Atwood Grape Fruit

IS QUALITY GRAPE FRUIT

With the first suggestion of the use of this grape fruit in rheumatic and fever conditions came a quick endorsement from physicians and the public. We say "as found in the Atwood Grape Fruit," for Atwood Grape Fruit is so far superior to the ordinary kind that it is admittedly in a class by itself when used either as a luxury or medicinally.

Its superiority is not an accident. From the beginning the Atwood Grape Fruit Company (the largest producer of grape fruit in the world) has sacrificed everything for QUALITY. An initial expense of hundreds of thousands of dollars was incurred: everything that science or experience could suggest was done to produce QUALITY; even then, many trees, as they came to maturity, bore just good, ordinary grape fruit, but not good enough for the Atwood Brand. Therefore thousands of big, bearing trees were either cut back to the trunk and rebudded to Superior Varieties or dug out entirely.

So through the various processes of selection, cultivation and elimination has evolved the ATWOOD FLAVOR, as hard to describe as it is difficult to produce.

If you desire, your grocer or fruit dealer will furnish the ATWOOD Brand in either bright or bronze. It may be procured at first-class hotels, restaurants and clubs. Ask for ATWOOD Brand. For home use buy it by the box; it will keep for weeks and improve. The standard box contains 36, 46, 54, 64 or 80 grape fruit, according to the size.

ATWOOD Grape Fruit is always sold in the trade-mark wrapper of the Atwood Grape Fruit Company.

ATWOOD GRAPE FRUIT CO., 80 Maiden Lane, New York City





maker is based on the assumption that his time is of no value or that he can deliver butter to customers at far less expense than can the grocer.

There is many a farmer who has tried this plan of selling butter direct to consumers who has given it up and gone back to the grocer. There are a number of reasons which might be pointed out why he does so. He must furnish each customer a stated amount on a specified day. On any previous day which would better suit his convenience people are not at home or have not the money ready for him. He must leave the butter with a neighbor, must be sure that the customer is notified of this in some way and must begin a debit account. Once he trusts a customer and the account is paid promptly, the latter feels free to ask for further accommodation occasionally, perhaps regularly, trip after trip. Should he be a day late in his deliveries, customers are out of butter, have been obliged to buy elsewhere, not enough money left to pay him, etc.

He must not disappoint his customers if he expects to retain them. Storms, bad roads, urgent farm work, helping neighbors in threshing, hay baling, sawing wood and other work in which he is in honor bound to exchange must make no difference. Greater exposure for himself and team, more injury to vehicles and harnesses, than as though he were free to choose a day to suit his own convenience. Some customers may continue and dealings be satisfactory year after year. Others remove to distant parts of town and expect the farmer to enlarge his route no matter how much to supply them. Families remove to other cities; new customers must be found to take their places. Boarding houses and students' clubs require little or no butter in vacation when prices are likely to be lowest, and the butter-maker must unload on the stores.

Sometimes the butter-maker is unable to furnish all that his customers want from his own dairy and can not buy an equal quality of his neighbors. Again he has a surplus. No one can be certain of an unvarying yield of butter from a herd of cows. All the work, the inconveniences, the delays, the unsatisfactory features of this method of marketing butter can be known only by actual experience.

Butter-makers who want to know the best method of marketing butter are advised to try putting it up in parchment-lined fibre boxes, holding from one pound upward, which may be obtained through the grocer in any size or quantity desired. They are light to handle, convenient to fill and carry, cost little, save loss, breakage, return or exchange of crocks, and grocers will usually pay for butter in this shape ready to deliver to customers enough more than in crocks, to cover cost of packages.

These boxes are used but once. The farmer's vehicle is not loaded down with empties on his return journey. He has more space to stow away dry goods and groceries without danger of soiling same by contact with greasy crocks. The housewife is saved wash-

ing of crocks and lifting several pounds extra weight in every operation of weighing, filling, weighing again, carrying down or up from cellar and loading for market.

In delivering butter in this way to the grocer, the latter has but to count the packages to know the amount to be paid for. Immediate settlement can be made and the farmer return to his work if urgent. The wife, son or daughter who is not equal to the task of delivering butter from house to house or to restaurants and the like can go with it to the grocer, purchase supplies and save a man's time or wages.

No other method of handling butter seems as well adapted to butter-maker, grocer and consumer alike. Intelligent co-operation is of mutual benefit. Upon the grocer devolves the task of inaugurating the method. It will pay him to do it. The butter-maker has but to be shown what is most advantageous to him. Get those who have had experience in marketing butter in the fibre boxes to talk it to their neighbors. Those who contract to sell their butter to the grocer may be furnished boxes at cost; those who use them to sell elsewhere should pay a reasonable profit. E. E. Whitney.

#### Eggs By Parcels Post.

Discussing the kind of container eggs will need if shipped by parcels post, and remembering the provision that anything, whether it be a farm or dairy product, may be sent by mail if it does not weigh more than 11 pounds, or if the combined measurements of width and girth do not exceed 72 inches, if it will not damage other mail, or employees of the postal department, a newspaper jokingly adds: To send eggs by mail will be entirely within the law if they are sent in proper containers. About the only kind of container suggested so far for eggs is one of steel or a bottle. The eggs would have to be broken first and poured into the bottle if shipped in the latter way. No one has yet patented a way to send eggs by mail so they would reach their destination whole. A fortune, it is declared, awaits the lucky man who solves the problem. For the container must stand the strain of being jerked from the mail sack crane by a train running at the rate of 60 miles an hour, and later dumped upon a mail cart at its destination."

#### Clean Food Plan for Stores.

A systematic effort to obtain clean and sanitary groceries is to be made by the Chicago Clean Food Club, just organized. The object of the organization is to enforce cleanliness in neighborhood stores. Some of the rules of the Club, which plans to hold an exhibition of a model store in that city, are:

No cats to be allowed in grocery stores.

No chickens to be kept in crates on sidewalks.

Stores having flies to be blacklisted. No horse blankets to be kept in delivery wagons.

Everything to be kept off the floor and everything to be kept covered.

#### Tells By the Teeth.

"Casey," said Pat, "how do yez tell the age of a tu-u-rkey?"

"Oi can always tell by the teeth," said Casey.

"By the teeth," exclaimed Pat. "But a tu-u-rkey has no teeth."

"No," admitted Casey, "but Oi have."

Birth is an accident from which it takes a lifetime to recover.

Once a fisherman, not always a liar.

## 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 more plenty and selling slow at declining prices.

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.

## We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM  
Successors to F. E. Stroup, Grand Rapids, Mich.

## Satisfy and Multiply

Flour Trade with

## "Purity Patent" Flour

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

## Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

## POP CORN

Wanted in car lots or less.  
Let me know what you have.

H. W. Eakins Springfield, Ohio

## Hart Brand Canned Goods

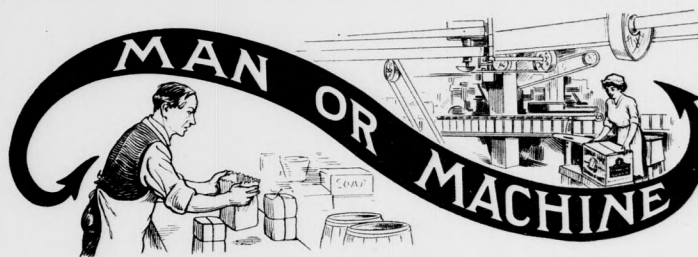
Packed by

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

Michigan People Want Michigan Products

## G. J. Johnson Cigar Co.

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



While you're weighing, filling and tying one bag of sugar, one of our machines weighs, fills and seals one hundred and seven cartons of FRANKLIN CARTON SUGAR. You lose money on bulk sugar because of overweight, loss of time and cost of bags and twine used. You make money on FRANKLIN CARTON SUGAR because it prevents loss from overweight and saves your time. FRANKLIN CARTON SUGAR is ready to sell when you get it—it's as convenient to handle as cans of corn or bottles of pickles. FRANKLIN GRANULATED SUGAR, FRANKLIN DESERT AND TABLE SUGAR, FRANKLIN POWDERED SUGAR and FRANKLIN XXXX CONFECTIONERS' SUGAR are all packed in FRANKLIN CARTONS.

You can buy Franklin Carton Sugar in the original containers of 24, 48, 60 and 120 lbs.

FRANKLIN SUGAR REFINING COMPANY  
PHILADELPHIA, PA.

"Your customers know FRANKLIN CARTON SUGAR means CLEAN SUGAR"

## CLOVERLAND

### Gigantic Work of Development Undertaken by the Upper Peninsula Development Bureau.

Marquette, Jan. 6.—The Upper Peninsula of Michigan has had three great commercial epochs. The birth of the region as a mighty factor in the world of commerce was heralded to the world in 1845 with the discovery of iron ore, about twelve miles from Marquette, in what is now known as Negaunee. It is an industry which it seems is not bounded by any limitations, as that first mine is to-day producing iron ore with the same vigor, as it did when it was first discovered, nearly sixty-eight years ago, and ever and anon new mines and greater mines are being discovered from the day that the intrepid explorer first discovered the Jackson mine in 1845, ever through the intervening decades, until to-day the Upper Peninsula has built up an industry at which the whole world wonders and which no living man, can form any kind of an even approximate estimate as to how many hundreds of years this industry of hoisting iron ore from the bowels of the earth will continue.

About thirty years later, perhaps, marked the coming of another great commercial epoch. It was the advent of that unpolished diamond—that historic character who can well be compared to the marble in the quarry whose inherent beauty can only be brought out by the skillful hand of the sculptor—the Lumber Jack, that wholesouled jolly good fellow, who was everybody's friend—but his own. Of course, the Lumber Jack was only an incident following the birth of a great industry—the lumber business. In the late '70s and early '80s the Lower Peninsula was beginning to see the beginning of the end of the days of pine, and crossed the raging waters of the Straits of Mackinac in quest of their favorite product and went back home all aglow and told their brother capitalists below the Straits that untold millions of not only pine but all other forest products were here inviting capital to come with their axes on their shoulders and penetrate the heart of the primeval unbroken and untouched forests and "take up the land," and chop down the trees.

Thus the industry of harvesting a most bountiful crop of pine was begun and with it the real work of development was begun, as before many years Menominee, Escanaba, Masonville, Manistique, Garth, Naubinway and dozens of other towns were born, reared, grew and prospered with the advent of scores and, perhaps, hundreds of sawmills which followed in the wake of the advent of the lumber business. Many of these towns which first saw the light of day in this way are to-day smiling, and prosperous and permanent cities of no mean proportions and of no small pretensions. One of them, Escanaba, can to-day boast, according to the census of 1910, of being the largest

city in point of population of any city in the Upper Peninsula.

The pine barons confined their energies to the cutting of the white and Norway pine, overlooking disdainfully the cedar and the hemlock and the hardwood as valueless, never thinking that in the onward march of commercialism and solid development that others would come behind them and build up fortunes on what they so disdainfully left behind. Thus, in the early '90s, came "Joe Lemay, the big cedar man," and thousands of others, on the cut-over lands deserted by the pine barons of the past decades, and went after the cedar and the hemlock and the hardwood and thus built up a new branch of the lumber business which hitherto commanded no market and which nobody ever thought could be marketed and, incidentally, laid up many and many snug fortunes, some of them coming away up into the millions.

Here marks the third of Michigan's great commercial epochs. With it comes the birth of Cloverland, as with the cutting of the pine and the hardwood came the first suggestion of the real permanent work of solid development through the avenue of farming. As if an all wise Providence took a ruling hand in the future and the real destiny of our mighty empire, our dear Cloverland, He seems to have raised up amongst us the right men in the right places at the right time to lead our people on in just the right way to lay the foundation for a mighty farming community. Thus we find that prince of pioneers and philanthropists, Lewis Van Winkle, at Garden, having made an independent fortune in the lumber business at Vans Harbor (named after himself) more than fifteen years ago, putting in his time and his money in clearing the land, and carrying on farming on a tremendously large scale, putting in his money by the thousands and thousands, having demonstrated to his neighbors only in mind, with no selfish thought of cost, to encourage them to follow his example and "take up the land," even though on a smaller scale. His public spirit and his philanthropy will never be forgotten by the people of Delta county and, best of all, he succeeded, as a visit to his portion of Delta county will to-day convince even the passing stranger. It will be a pleasant revelation to anybody to visit Garden and adjoining townships and observe as beautiful and prosperous a stretch of farming country as stands out doors in any part of the State of Michigan between St. Joseph and Ontonagon.

We also find Ira Carley, at Ingalls, of whom just as much can be said; also Walter S. Prickett, at Sidnaw, and C. I. Cook, at Menominee, and J. M. Longyear, at Marquette, and Dan Nehmer, at Ontonagon, and Leo S. Geismar, late of the experimental

farm at Chatham, at present an honored citizen of Marquette—all standing up as beacon lights for the last two decades as advance agents of the era of, after all, the most permanent development of the Upper Peninsula in the laying the foundation of its agricultural development and the effective demonstration of its possibilities as a farming proposition, at a tremendous cost to themselves, and the sacrifice of much valuable time, spurred on by an unwavering faith in the eventual triumph of their convictions; and to-day we are happy to congratulate them that they have all lived to see their fondest dreams realized and that Cloverland is at the present time the Land of Opportunity and Promise for the agricultural settler.

These men for years were under the disadvantage of being unknown and unadvertized, excepting in the immediate vicinities in which their model and scientific farms were located, but the region was fortunate in having these pioneers in the industry placed geographically in the various portions of the Peninsula. For years they realized the necessity of a more far reaching system of advertising the possibilities of the entire Peninsula and conceived the idea of organized and co-operative effort on the part of the people of the entire Upper Peninsula. Consequently, in February, 1911, a general meeting of land owners of the Upper Peninsula was called. This meeting was held at Menominee and some 325 men appeared, representing every one of the fifteen counties of the Upper Peninsula, and then and there was organized the Upper Peninsula Development Bureau. As expressed in its articles of incorporation, the association was formed "To encourage and advance agricultural, manufacturing and industrial interests in the Upper Peninsula of Michigan. It is the intention to work impartially for the development of all the counties, and for the members of this Association, to thoroughly advertise and promote the advantages of the Upper Peninsula, and also to keep the management of the Bureau free from political dominion."

The working organization consists of a board of directors of seventy-five men, five from each county. The county representation selects from its number, a chairman, who is the member from his county of the executive committee of the Bureau. The officers are chosen from the members of the executive committee. The Bureau employs a salaried manager who devotes his entire time to the work of the Bureau and is allowed an office organization. The first and present President of the Bureau is Thornton A. Green, of Ontonagon, President and Manager of the Greenwood Lumber Company, and a prominent figure in other industries in the Upper Peninsula and elsewhere. For the first six months of the life of the Bureau, Mr. Green, devoted practically his entire time to the work, traveling through the fifteen counties organizing local boosters' associations, and generally furnishing the neces-

sary inspiration and enthusiasm for the start of a work of this character. He has been a most successful organizer. The present Manager of the Bureau is Col. Chas. W. Mott, who was for seventeen years the Immigration Agent of the Northern Pacific Railway. Colonel Mott brought to the Bureau the finest sort of experience in exploiting and settling new countries. His work in Cloverland has been devoted largely to the advertising and exploiting end. It was at first found necessary to educate our own people as to agricultural possibilities right at hand. The results of successful farming in various parts of the section were advertised and shown to our own residents. The State of Michigan made a thorough soil survey of the Peninsula, which shows that over 70 per cent. of our land exhibits a high degree of fertility. Figures from Federal records show that our growing season is as long as in the famous farming regions of Southern Wisconsin, Minnesota, Iowa, Illinois, etc. The blanket of snow which covers our land throughout the winter, preventing the freezing of the ground, has been found to leave it in the spring in a rich condition, ready for seeding; and the peculiarity of our atmosphere ensures the fastest growing season of any section of the country.

The possibilities of this section for dairying and stock raising have just begun to be realized. Some of the finest herds of cattle in the world are to be found right here in the Upper Peninsula. Our transportation

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



Read any  
Advertisement of  
**Mapleine**

And you'll see why you  
can safely recommend it.

Order of your jobber or  
**Louis Hilfer Co.**

4 Dock St., Chicago, Ill.

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



**Tanglefoot  
Fly Paper**

The only Sanitary and  
Non-Poisonous  
Fly Destroyer



facilities are such that we should compete with dairy products for the business of the cities of Chicago and Milwaukee with the states of Iowa, Minnesota, Wisconsin and Illinois. It is only a matter of years before this section becomes a great dairy country, shipping its milk at night and delivering it in Chicago and Milwaukee cool and fresh early the next morning.

After the Bureau had succeeded in educating its own people as to their farming possibilities, the exploitation work was carried to outside states. A 60-page booklet, entitled "Seven million fertile acres" was sent broadcast throughout the country. Extensive writeups of the region soon appeared in the great metropolitan dailies and magazines and agricultural periodicals; 20,000 posters advertising the Upper Peninsula were displayed on the bill boards throughout the Middle West. The Bureau sent a very ambitious exhibit to the Chicago Land Show of 1911, and to the State Fair at Detroit and demonstration cars have been supplied with our products. The result of the Bureau's work began to be seen during the first twelve months. Thousands of enquiries from prospective settlers began to pour in from various parts of the country, and our farming population is now rapidly increasing.

It has been the set policy of the Bureau to get its money in hand before spending it, so it has always been out of debt. The exploitation work has been so successful that the Bureau is now considering plans for actually disposing of land. It was found that few land companies were properly equipped to take advantage of the advertising work of the Bureau. To remedy this condition, a joint meeting of representatives of land companies and the executive committee of the Bureau was held in Marquette on December 5. Plans for a land selling campaign were discussed and a committee was appointed to formulate an association of land owners to take up this part of the Bureau's work, and some such organization will be under way early in the year of 1913.

The Bureau considers its first two years work as very successful. Evidence is seen in a number of new settlers and the interest which the country at large is taking in our agricultural possibilities.

We intend in the near future to write up for publication in this paper, separate articles on the special features of

The W. S. Pricket farm at Sidnaw,  
The Van Winkle farm at Garlen,  
The National Pole Co.'s farm at Whitney,

The Marble Head farm at Manistique,

The C. I. Cook farms (3) at Menominee,

Ira Carley's farm at Ingalls,  
The Emblaagard farm near Big Bay,

The Cleveland Cliff farm at Rumely,  
Julius Linsted farm at Matchwood,  
The Vandenboom farm at Marquette.

Rudolph Stindt farm at Bergland,  
D. Nehmer & Sons' farm at Ontonagon,

The Michigan State Experimental farm at Chatham.

The proposed articles will be in detail, dealing with the special features of each, and in some cases may be accompanied by such cuts and illustrations as may be appropriate.

Special mention should be made of that intrepid and never tiring pioneer in the agricultural development of the Upper Peninsula, Leo M. Geismar, first as a scientific farmer, then as resident manager of the State Experimental Farm at Chatham and now engaged in extension work for the Michigan State Agricultural Farm at Lansing. To Mr. Geismar belongs the credit of being the first farmer to raise alfalfa on the Upper Peninsula twenty-five years ago. His experimental work at Chatham is well-known and is a part of the history of Upper Peninsula farming development. His travels as an authoritative expert throughout the Upper Peninsula, lecturing at grange and other agricultural meetings, county fairs and all such, entitles him to the credit of having done more than any other man in awakening the interest of the settler, and in persuading him to put in experimental crops adapted to the climate and the other conditions, tending to make his farm more productive and more revenue producing and his occupation more interesting and attractive.

When the history of Upper Peninsula agricultural development is written, the names of Pricket, Van Winkle, Cook, Carley, Longyear and Geismar will and must adorn its pages.  
Ura Donald Laird.

#### How Arizona Olives Are Prepared for Market.

With the annual canning season on in full blast, the Munger Bros.' olive factory on South Central avenue presents a busy and interesting appearance these days.

The olive picking season started thirty days ago. The Munger Bros. own about one-fifth of the olives grown in the entire valley, which is far insufficient for their factory use, making it necessary to buy all of the olives grown in the valley that they can get hold of. There are about 150 acres planted to olives in the valley. The Munger factory could use 500 or 1000 acres, which goes to show that it would pay to plant olive trees.

This year is a medium season for olives, locally and in California. Between ten and fifteen people are at work at the Munger plant. Last year was one of the biggest seasons for the olive in the history of the valley, and during the canning season thirty-five persons were employed steadily at Munger's.

The Munger company buy the olives on the trees at so much per ton. Then they hire pickers at so much per pound. The olives are picked in a cloth sack and brought to the factory in forty pound lug boxes. As they are taken into the factory they are weighed and run over a sizer to get the various sizes.

From the sizer they go onto the sorting table, where they are sorted for color, and then into vats holding about 400 pounds each. They are kept in the vat room from twenty-one to thirty days, after which they are sent to the packing room to be put up in sanitary cans in pint, quart and gallon sizes. After reaching the cans they are taken to the capping machine which is a Max Ams seamer, no solder or acid being used to close the cans. About 600 cans are capped per hour.

Leaving the capping machine, they go to the sterilizing vats and are cooked from ten to twenty minutes, depending upon size. They are then taken out and cased ready for labeling and shipping.

The above is the complete journey that the olive takes from the time it leaves the tree until it is ready for shipment.

Another interesting and none the less important department of the Munger plant is the oil-pressing room which started to run the first of December. A 350-ton pressure hydraulic press is used. Upon reaching this room the olives are run through a blower, taking out the dirt and leaves, after which they run into a crusher and then made into cheeses on cars and run onto the press. This oil is pressed out and flows into a vat in front of the press and is then pumped into the settling room.

After it is settled it is run through pipes by gravity into the cellar, where it is stored until ripe. It is stored from nine to fifteen months.

G. P. Munger is President and Manager of the Munger Bros. company, and his brother, P. W. Munger, is Secretary and Treasurer. The plant is fully equipped, using the latest machinery and sanitary methods, electric power and steam. It has a capacity of forty vats. There are about four runs per season, with eight tons to the run.

The plant was erected in the spring of 1911, and is of brick construction.

It is situated at the city limits on South Central avenue, and is a place of interest to visitors as well as residents.

The storage cellar of the plant will hold at least two carloads of cased goods ready for shipment. The bottling of the oil also takes place in the cellar.

There is a great market for olives and olive oil, and soon after the factory was completed the Mungers realized that it was not half large enough. The vat space is far inadequate, and it is the aim of the company to shortly cover the entire acre on which the factory is located with nothing but vats. The second plant in size, in California, only has one acre.

For many years Salt River valley olive oil has been the best in the world. It is widely known, which shows the importance of the industry for this section. This oil, made right here in the valley, took the blue ribbon for purity at the St. Louis world's fair and has taken the same ribbon at every territorial and state fair held in Phoenix. There is none better for purity and quality.

Mungers send their product all over the State and to Kansas City, which is the distributing point for all parts of the world. Each can of olives or bottle of olive oil sent out takes with it a boost for the Salt River valley and the magnificent Roosevelt irrigation project. On all the labels it is stated that the olives are grown in the Salt River valley under the Roosevelt reservoir. It is sold under the style of "Olivette Brand."

No one would make a mistake in planting property to olive trees, for they are easy to raise. They will grow in any part of the valley. Not only can every olive be sold to the Munger people, but the olive tree is very ornamental and makes an attractive appearance for any piece of property.—Phoenix (Ariz) Gazette.

## SUNBEAM TANK HEATERS

Feed Cutters, Fur Coats, Sleigh Bells

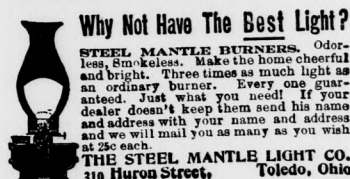
**YOU** Mr. Implement and Hardware man. will find the above live sellers right now. We have other winter winners. backed by the Sunbeam advertising and guarantee—why not get acquainted?

WHICH CATALOGUE SHALL WE SEND? Implement. Clothing. Harness. Collars. Trunk. Bags. Blankets.

**Brown & Sehler Co.**

Home of Sunbeam Goods

Grand Rapids, Mich.



**Why Not Have The Best Light?**

**STEEL MANTLE BURNERS.** Odorless, smokeless. Make the home cheerful and bright. Three times as much light as an ordinary burner. Every one guaranteed. Just what you need. If your dealer doesn't keep them send his name and address with your name and address and we will mail you as many as you wish at 25c each.

**THE STEEL MANTLE LIGHT CO.**  
310 Huron Street, Toledo, Ohio

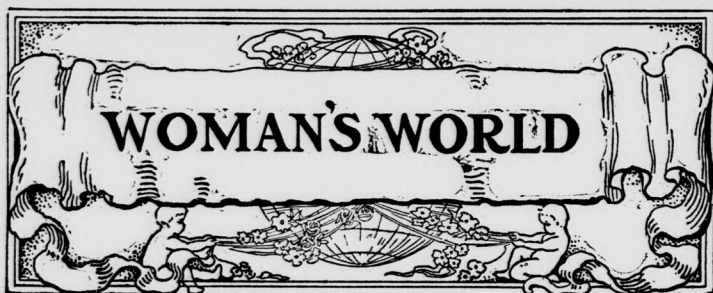
**THIS AD**

**Is Creating Business for YOU**  
**Prepare for a Big Demand**

The advertisement reproduced above is running in a large list of select publications. It will certainly send customers to your store. Are you prepared to supply them? If not, order a stock of our burners at once. Accept no substitutes, the genuine is stamped "STEEL MANTLE, TOLEDO, OHIO." If you are not handling these burners you are certainly missing a big thing. When shown to the people they will sell by the hundred. If your jobber doesn't handle them, send us his name and we will make quotation direct to you. Sample Burner mailed to your address, 25 cents.

**THE STEEL MANTLE LIGHT Co.**

**310 Huron St., Toledo, O.**



### Some Dreams That Never Come True.

It was a reunion of old school friends. Genie Blanchard got us all together while Marjory Porter, who lives in the far West, was home on a visit. Over our teacups the talk became confidential. I can't remember just what led up to it, but it was Kate Pritchard who smilingly observed:

"I believe my hardest lesson in life was finding out that I wasn't the one great and only influence with Jim Pritchard. During his rather brief courtship I supposed very naturally that I was, and my dream was to be his guiding star all through life, to exercise a gentle sway over him, a sweet and compelling persuasion as it were. He was to be bound by the leash of admiration and love, and I imagined I should always be able to wrap him around my finger.

"It was not long before I was disillusionized. Jim has always been a very good sort of man, and in the days following our honeymoon I had nothing to trouble me except that I knew he was spending his money too freely. He was, not dissipating—I never had to worry about anything of that kind—but he let go of his coin for all sorts of innocent but foolish and needless extravagances. He received a good salary but we were not laying up anything.

"I tried to persuade him to save. I reasoned with him. I warned and remonstrated, but he merely laughed off my admonitions and reproaches. You can imagine my feelings when I had fondly supposed that my slightest wish would be his law.

"Then his older brother Tom came to see us. In Jim's eyes there never was another such a man as Tom. Tom was a demigod, a superman and the words that dropped from his lips were wisdom boiled down.

"The second day Tom was there I accidentally overheard him talking to my husband very seriously.

"Jimmy, you're spending too much money. You're married now and you ought to be laying up something—That is all I caught of it for I did not want to be an eavesdropper, but to my surprise before the week was out Jim started a savings account.

"I was glad to have him stop wasting his money, but I was chagrined and humiliated that another than myself had spoken the effectual word. My dream of a perpetual compelling sway vanished. My house of cards took a tumble."

"My experience was just a little different," Jennie Merwin began, "When I married I was as romantic as a Mary Jane Holmes novel. My sensibilities were terribly jarred when

I came to see that Dan Merwin, my own Daniel, who had sworn to love, protect, and cherish, really preferred reading a newspaper of an evening to holding my hand and telling me about the mysterious beauty of my eyes and the length of my lashes. That daily paper rival! How I tormented myself wondering whether it had permanently supplanted me in Dan's affections. I lived through—were Jennie's rather portly figure shook with laughter at her own reminiscences—"but those were tragic days for me."

"My bitter pill," said Ella Doane, "was in finding out that happiness in married life isn't something that just comes to you, dropping from heaven like the dew and rain, but something you have to work and struggle to obtain. I never had dreamed that such homely, old-fashioned virtues as patience and forbearance and holding your tongue and controlling your temper had anything to do with it. Nor that having the meals on time and cooking what he likes to eat and keeping expenses within one's allowance—"

She had not finished when Alberta McManigal spoke with a note in her voice that betokened genuine anxiety.

"You know, how I built on my children and what they would be like. You remember I was very successful as a disciplinarian when I used to teach school before I was married, and when my children came I thought I could train them into whatever I wanted to make them. They would be models—industrious, intellectual neat, orderly polite, and what not! Why must one cherish such delusions? My boys and girls are only just passably bright—nothing remarkable at all in intellect—and hard to manage at home and, I fear, incorrigible in school. I have learned that you can't just press a child's nature into a mold and shape it according to your wishes. The will and individual inclinations of each one are bound to assert themselves."

"But, Alberta, you still have them with you," said Marjory Porter, the Western woman home on a visit, "so it isn't so bad after all, and likely they'll outgrow these youthful pranks. But when your grown son and only child at that falls in love with a doll-faced snip of a girl without a spoonful of brains in her pretty head, and is determined to marry her in spite of all that can be said or done—I call that real trouble. Of course if any of you were ever to know Alice I couldn't speak this way, but I am so disappointed." Our stately Marjory put her handkerchief to her eyes.

"But is that any worse than having your only daughter, the very apple of your eye, whom you have planned should graduate from college and then enter on some kind of a career, go and get married when she is only eighteen?" demanded Elizabeth Roberts.

"But how is it when your girl whom you wanted should be beautiful and take to dress and society and carry out the traditions of the family, turns out to be very plain in the face, careless as to dress, and a serious-minded settlement worker? That's our Agatha—likely to become a foreign missionary some day for aught I know." While Celia Carter spoke lightly, we knew that she really is miserable about Agatha.

"Time I trust will take the sting from all the sorrows; but why is it that unless you are a great genius all your ambitions in art or in music or in literary expression become dwarfed and cramped and choked down after you marry?" sighed Lucile Forsythe, who used to do some very creditable painting when she was a girl.

"And why is it that your aspirations become choked down anyway, even if you're not married?" asked Sophia Brisbane, a plain-stoken spinster who has been a stenographer for twenty years. She gave some promise of becoming a writer when she was in her teens. "You can't earn your bread and butter and decent clothes, to say nothing of doctors' and dentists' bills, out of music or art or literature unless you're a real genius."

"Well, the thing to do, girls," philosophically observed sensible Mary Wakeman, "is to smile with an aching heart, or rather learn not to let your heart ache long nor unduly; to take these lessons that nearly kill us and brace right up and go on as if nothing had happened." Quillo.

### Incident in the Life of Goldie Splurge.

Goldie Splurge was a sales girl in a department store. She lived at home, had a devoted mother, and seemed to be a good girl. She stood well in the community, but wanted more gorgeous raiment than she could afford. Her duties were in the basement, but she longed for fine clothes from the apparel and millinery departments on the floors above where she was not well known.

She was a thief at heart and began to accumulate money for her extra

needs by stealing from pocket books and wraps in the cloak room. When she had a chance she slipped out a bill from the cash register. She was suspected and the superintendent laid her off for a few days until he could investigate. Goldie now had leisure, but not enough money, so she went to the store and into the costume departments where she feasted her eyes on the pretty clothes.

She had told her mother nothing about her being laid off and left home each morning at the usual hour. She knew the ways of the store and posed as the daughter of one of the firm's good customers. She selected a new suit and a fine hat and asked that they be put on approval until she could see if her mother approved of the selection she had made. Contrary to rules, an exception was made and she was allowed to take the goods with her.

Soon after the customer whose name had been used was called on the phone and, of course, said she had no daughter who was selecting a suit that day and furthermore that some underwear which she had not ordered had been recently sent to her house. Then, of course, it was evident that a fraudulent purchase had been made. Rigid investigation followed and another clerk said she had seen Goldie trying on a white dress in the fitting room and thought she was lucky to be able to afford so good a one.

A floor man and an officer were sent to the house that evening and Goldie was there. She denied the whole thing and the officer could not find the articles, although the house was carefully searched. The next morning the clerk who had seen Goldie trying on the dress was sent to the home with another officer and she was positively identified.

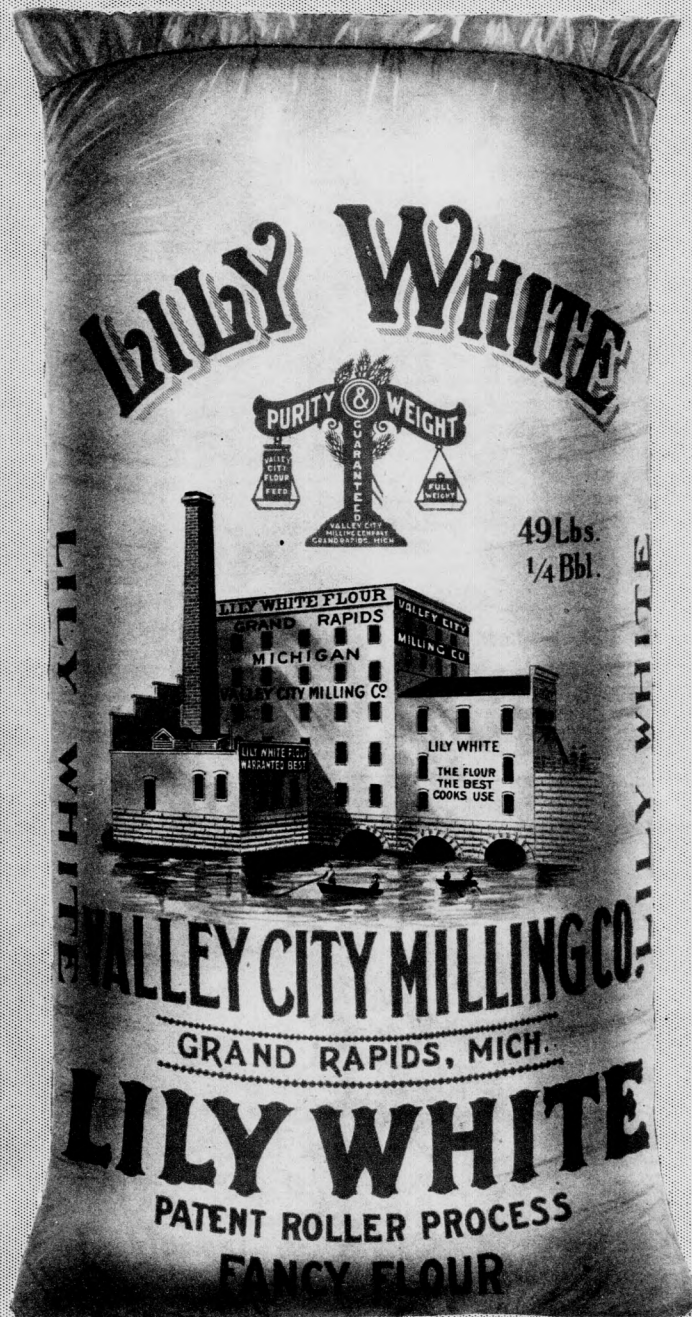
Goldie then broke down and told the whole story. She had taken the outfit with her to the ladies rooms of another store changed her clothes, checked her old ones at the check room and in glad array gone to the matinee and had a fine time. Just before closing she went back to the store where she had checked her own apparel, changed back again and rechecked the new clothing.

The next day—Juvenile Court, kind but severe lecture from the judge—sentence, distracted mother.

Did it pay? There are several morals in this true incidence.

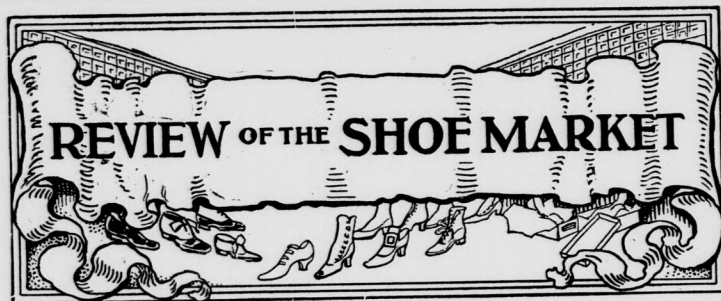
**FLEISCHMANN'S YEAST is to-day sold by thousands of grocers, who realize the advantage of pleasing their customers and at the same time making a good profit from the goods they sell. If you are not selling it now, Mr. Grocer, let us suggest that you fall into line. You won't regret it.** 🍷 🍷 🍷 🍷 🍷





*"The Flour the Best Cooks Use"*





### Stock and Location Strong Factors For Success.

There are five pertinent paragraphs which summarize what advice I might give to the young man who desires to operate a retail shoe store of his own. These are:

Be sure you open in the right location.

Don't overstock; it sounds the death knell of almost any business.

Don't buy too far in advance; it is a dangerous practice.

Charge a reasonable margin of profit. Play to the big audience.

The shoe business of the country is to-day in a somewhat peculiar condition. So far as the retail dealer is concerned, it is not highly satisfactory, and to a somewhat lesser degree this may also be said to be applicable to the wholesaler, the manufacturer, and the tanner in about the order named.

#### Overstock Principal Evil.

What is the cause of this condition? It certainly is not because the consumer has stopped buying shoes, for he has not, for almost every person of any standing whatever owns several pairs of footwear. Many people have from six to ten pairs and it is reported that Mlle. Adeline Genee, the French danseuse, is the proud possessor of something like 250 pairs. It is not that a shortage of shoes exists, because every retailer from the Atlantic to the Pacific has more shoes than really are necessary for the conduct of a paying business. Many of them are so overstocked that much of their merchandise depreciates in value before it can be disposed of.

This matter of overstocking is the milk of the cocoanut, for it shows the real underlying cause of the prevailing condition. During the last few seasons the changes in the styles of lasts have not been radical. Calf in tan and black, patent leathers, suedes, and kids are worn in even greater numbers to-day than ever before. Fabrics have had a large call in the last two years, and their sale has materially added to the volume of business done by the retailer.

Bearing these facts in mind, it may justly be said that the basic trouble is adherence to the old habit of buying too far in advance and buying far too much. I could cite innumerable instances where dealers who bought in small quantities and bought frequently soon built a well paying business. Later, however, tempted by large discounts or the persuasive inducements of ambitious salesmen, they have been led to anticipate their requirements months in advance of the seasons.

After a few seasons, in many cases, these dealers began to neglect taking their cash discounts, did not meet their obligations at maturity, but finally

awoke to the fact that they were almost hopelessly overstocked and were forced to retrench in order to avoid financial embarrassment. They saw the advisability of altering their buying system, returned to the frequent and smaller purchase plan, and ultimately placed their business on a sound financial footing.

#### Location Makes Big Difference.

A poor location can bring about disaster quicker than anything else. The biggest concern in Chicago found the sledding extremely tough when they first opened. They did practically no business. One day they realized they had started in on the wrong side of the street. They moved to the opposite side. The difference in location was noticeable from the start. Business grew by leaps and bounds. These people are now representative of the retail shoe business in Chicago. A few months more on the wrong side would have driven them into the bankruptcy court. I merely cite this to emphasize the importance of getting in on the right side.

Next the young man must consider the potency of buying the right goods, shoes suited to his locality. He should buy often and in small quantities. His establishment should be fitted up attractively, but I would earnestly advise him not to tie up any considerable amount of money in fixtures, because if it ever should come to a showdown his fixtures will bring but little.

The young man should know the conditions that obtain at the time he branches out for himself. His previous experience would qualify him to judge pretty accurately as to what would sell at the time he opened his store and what probably would be dead stock within a few weeks. The styles having the biggest call should find their way to his shelves, and then play to the big audience. The big audience to-day is buying shoes at \$3, \$3.50, and \$4 a pair.

#### How to Get Best Terms.

The matter of terms on the new merchant's purchase can be satisfactorily arranged providing he does not divide his purchases up into too many quarters—that is, say, not to exceed three or four wholesalers. Naturally he could make more advantageous terms if he confined his buying to one house. In that case he could get practically all the merchandise he needed. For instance, with an available cash balance of \$5,000 he might have credit extended to him to the amount of \$7,500. I would advise him not to exceed \$3,000 for his first purchase. At the outset he should not buy to exceed that amount.

With that amount of merchandise he should turn his stock three times a year. If he does not, he should investigate

why he doesn't, for in the event his sales dropped much below that minimum there would be something radically wrong. I know of a merchant in a fair sized town downstate who has a \$90,000 stock and who is doing an \$85,000 business annually. That sounds like big business, but it isn't. In fact, that merchant is not making any money, for his stock deteriorates before he can sell it.

The beginner should be told he could not expect to do a paying business right from the start. He should bear in mind that older and perhaps wiser men are in the shoe game and he will not be permitted to share in their prosperity without a hard struggle.

The young man might find out at the end of his first month's business that he had some stock that was not commanding ready sale. In that case, providing his stock was in good condition, we would have no hesitation in taking out such stock and replacing it with something he has demonstrated he can sell. Some shoes that sell in some localities could not be given away in others.

#### Figuring Average Business.

One of the greatest mistakes shoe merchants are prone to make is in the matter of estimating percentages. Take, for example, a business that year after year has run along on an upgrade. Perhaps that business may have fluctuated in its upward course. Now, it is not fair in making a percentage to take the largest month's sales as a basis for the percentage of business done during all the other months of the year. It is only fair to take a percentage of a number

of years. Let him take the year's business from Jan. 1 to Jan. 1 as a basis for figuring and if possible make a comparison for five previous years and take the result of that calculation for the next five years. In figuring thus he is going to get nearer what is right.

Another thing, the operating expenses of a store should be figured on the basis of the poor months and not the best months; then when the good months come the showing is far more satisfactory. When this order is reversed an unsatisfactory showing is certain.

Be on Lookout for Unexpected.

There is absolutely no excuse for speculation and gambling on freak or faddish styles on the part of the average retail merchant.

In figuring the profit necessary to be added to the cost of goods the dealer must not overlook the "unexpected" expense item, for it always occurs and if it has not been taken into consideration his showing at the end of the year will be a disappointment.

In this era of style changes, and I can see no disposition on the part of the average man or woman to dress more plainly or to use fewer novelties, the dealer must get at least a 50 per cent. profit on cost, or 33 1-3 per cent. on selling price to cover his losses on "clean-ups" when style changes occur.

I would not intentionally hold up the dark side of the shoe business, for it has a bright side. The opportunities to-day for the bright, enterprising shoe merchant are better than ever before; he can do more business on less capital; he does not have to wait months for styles to be made; the breaking away



This is Our No. 318



Black Oil Chrome Blucher

Pleases the eye, fits the feet and keeps them dry.  
Wears like a pig's nose.

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



from old staple styles makes it far easier for a new man to get a foothold than it did when families went religiously to the same shoe store and bought the same style shoe year in and year out. It must also be remembered that people have to wear shoes, thus making the shoe business a "day in and day out" proposition. Henry H. Doty.

### Women the Principal Patrons of the Shoe Store.

Written for the Tradesman.

Who buys little Johnnie's shoes? His mother, of course! Who buys little Fannie's shoes? Little Fannie's mother, to be sure! Who goes with Miss Mable (Miss Mable is fifteen) when she goes to buy a pair of Misses' boots, and exercises a deciding influence in the selection of them? Why, Miss Mable's mother! And the mother of these three selects her own shoes, as a matter of course. Then where does the husband and father come in on this matter of buying the family's footwear? He buys his own shoes. Supposing that there are five in the family, and the children's and the parents' shoes last the same length of time, then four-fifths of the buying is done by the woman—the wife and mother. But the children's shoes are not apt to last as long as father's shoes, and well dressed young ladies require ordinarily more pairs of shoes during the year than mere man, so the chances are, in the average family, the percentage of footwear purchases by the woman of the household is even higher than four-fifths! The bulk of the shoes sold at retail are sold to women!

The shoe dealer who wants to develop the sales possibilities of his community must lay his plans to capture women's trade. This statement does not apply, of course, to exclusive shops catering to men's trade alone, but it does apply to all stores carrying women's and children's lines. Women are the important customers—the real buyers—and the menfolk hardly count at all.

This striking fact—the fact that the large majority of your patrons are women—ought to have a direct bearing on your store methods, your window trimming and your advertising.

It is a truism to say that little things, to which men are for the most part insensible, make a big hit with women—little courtesies and amenities and politenesses. With her finely tuned nerves, her powers of intuitionism and her feminine sensibilities, she naturally has an awareness for the little things of which the masculine mind is blissfully unmindful. If the store is a bit untidy in spots and the windows would be better for washing, your masculine customers may overlook it; but not so with your women patrons. Cleanliness and orderliness please her; for these are things that she is perpetually struggling for in her own home—and things that she can seldom have for long, simply because the children and her husband are always littering up the house. A fresh, sweet, well ventilated, spic-and-span store tranquilizes all her nerves and fills her inner being with approval.

In seeking to build up the efficiency of the shoe store it is well to bear in mind the tastes and peculiarities of the feminine mind. Promptness, politeness, orderliness, gratuities, and all and sundry of the little decorative touches that

add to the charm and beauty of the store as a place for shopping—all these things appeal to women.

But I must leave the reader to elaborate the idea at his own pleasure and in his own way. The window trimmer who dresses a shoe window for the store patronized by women should apply himself to the definite task of producing effects that appeal to women; and the advertisement should also be so constructed as to catch her attention and arouse her interest. "When I write my ads," said a bright advertising manager of a big retail shoe concern of Cincinnati, "I try to forget that there is such an animal as 'mere man'. I address myself to the women."

Cid Mc Kay.

### What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Michigan Retail Lumber Dealer's Association will hold its annual meeting February 3 and 4 in Kalamazoo.

Lowell is assured a new woodworking plant, the F. J. Meyers Manufacturing Co., of Hamilton, having taken over the stock of the Bent Rim & Basket Co. of that town.

It is estimated that Detroit's population is increasing 3,000 per month. Building permits issued there during the year reached a value of over \$25,000,000 an increase of \$6,000,000 over last year, which up to that time was the largest in the city's history. The output of Detroit factories has been a record breaker and indications for 1913 show no let up.

Business men of St Louis have organized a Chamber of Commerce to assist in the upbuilding of the town commercially and socially. Annual dues are \$2.

The local gas company of Benton Harbor has awarded the contract for the erection of a new plant costing \$50,000. Instead of a combination of coke and oil the company will use coal in the manufacture of gas, selling the by-products as coke and ammonia.

J. H. Wagner, of Grand Rapids, representing Grand Rapids and Detroit capitalists, has been consulting with city officials of St. Louis with reference to installing a gas plant to supply the cities of St. Louis, Alma and Ithaca. It is proposed to locate a plant equi-distant from the three cities, supplying gas for domestic purposes and lighting.

Railroads entering Detroit have entered into an agreement with the city for separation of grades in the triangle formed by Livernois and Dearborn avenues at cost of \$200,000.

Pontiac has enjoyed the greatest building year in its history, the value of improvements exceeding a million dollars.

The Lansing Chamber of Commerce is trying the billboard system of advertising to boom the city, boards being placed where they may be read by all travelers reaching Lansing by steam or electric roads.

Permits for new buildings at Bay City during 1912 reach \$570,620, or almost \$400,000 more than the record for 1911.

In discussing plans for 1913 Mayor Hays, of Kalamazoo says: "I consider

that track elevation, with union depot, corresponding improvement in street and steam car service is first in importance, and second the improvement of river front with intercepting sewer, allowing public bathing places with park drives and walks along the river, as civic problems to be solved."

Saginaw's building operations the past year reached \$450,323.

Bids will be received until Feb. 1 for the building of Swedish mission church at Cadillac.

The health officer of St. Joseph, who is also milk inspector, found considerable dirt in eight of ten samples recently taken from milk supplied the city and he will demand cleaner milk. Three cases of typhoid there are attributed to the milk supply.

The Benton Fruit Products Co., of Niles, has raised the price of cucumbers this year to 75 cents. Last year's price was 60 cents.

The health officer of Sault Ste. Marie urges quick action in removing garbage from the alleys. The accumulation of decomposing matter is a menace to the public health.

The Mayor of Muskegon urges strict economy this year. He advises that not a cent be spent for street improvement work. The bond issue of \$300,000 for water plant improvements will lack about \$25,000 of paying for work contracted for and under way.

Excellent work has been accomplished by the Merchants' and Manufacturers' Association of Saginaw during the past year, according to the report of Secretary Tracy. A number of industries have received assistance and there is a cash balance on hand of over \$20,000.

Petty gambling is being carried on in some of the cigar stores and billiard halls of Jackson and the Chief of Police has notified proprietors that the practice must cease. Complaint was entered by women whose husbands and sons were spending large sums of money in games of chance.

Eaton Rapids now has gas for lighting and fuel purposes, pipe connections having been made across country, a distance of about twelve miles, to Charlotte.

Merchants of Fenton will co-operate in a central delivery system.

Jackson county is in for another local option campaign this spring.

Vocational education was discussed recently at Lansing, with representatives present from many of the factories. A resolution was adopted endorsing the formation of a permanent organization, to be known as the Manufacturers' Vocational Alliance.

The Pontiac Common Council has passed an ordinance requiring a rental fee annually from companies maintaining telephone or telegraph poles, the price being 30 cents per pole. It is estimated there are 3,500 poles in the city belonging to the Michigan State Telephone Co., which would mean a yearly rental of \$1,050 from this source alone. The ordinance will, no doubt, be contested.

Williamston is an important bean shipping center. Approximately 70,000 bushels were marketed there during the past season.

A freak show at Kalamazoo has been closed on complaint of officers of the humane society. An imbecile was exhibited whose grimaces were sickening.

Reports of the public schools of Kalamazoo show a gain of 200 pupils over the previous year.

Kalamazoo laid over five miles of sewer mains in 1912.

The work of the Wabash in laying double track between Detroit and Adrian is nearly completed.

Almond Griffen.



## The "Bertsch" Shoes Are The Rightly Made Medium Priced Shoes for Men

*The BERTSCH shoe is so honestly made and so sensible and practical in design and character, that it insures the dealer against loss. IT IS A SELLER, and when sold its qualities so impress the wearer that he will want no other.*

*Have you seen the line lately? If not, send card for salesman with samples. BECOME A BERTSCH DEALER THIS YEAR.*

**THEY WEAR LIKE IRON**

**HEROLD-BERTSCH SHOE CO.**  
GRAND RAPIDS, MICH.



### How to Open a Dry Goods Store.

For the wide awake young man who believes in himself and his ability to make good, there are few more lucrative and pleasant vocations than operating a retail dry goods business. If the young man has had actual experience with some well managed dry goods establishment his road to successful achievement is almost sure. The retail dry goods business is a standard enterprise, one that always will be recognized as one of the leading vocations. People must have dry goods, and the man who deals in necessities fares better than the one who confines himself to novelties or special lines.

Sales managers for the various territories, acting in conjunction with the credit department, usually know where there are opportunities where a young man of natural ability and experience and some capital can be put in touch with a successful business.

Jobbing houses are interested in the success of such enterprises, for it is their business to acquire and build new accounts. For that reason they keep closely in touch with possibilities and in the various territories, and the young man who seeks their advice and guidance can usually be located, either by purchasing an established business or an interest therein or by opening a new store in a town where there is an opportunity for success.

#### Locality Governs Stock Selection.

The prospective merchant must first arrange his affairs with the credit department and after arrangements with relation to financial matters have been completed he will be introduced to the general salesman who covers the territory in which he expects to locate.

The first thing to be considered, and one of the most important of all, is the class of merchandise that will be in demand in the community in which he expects to engage in business.

If he desires to go into the far West and has little or no experience in that section of the country, the sales department handling that section of the territory can give him most valuable advice as to the character of the merchandise to be chosen, the amount of his purchase depending largely upon the population tributary to the town. They would endeavor to give a beginner as complete an assortment as possible, limiting him to quantities consistent with the amount of his business in each line, advising him to be conservative in his purchase until he has thoroughly tried out the territory and ascertained the demand for certain goods in his locality. Thus the danger of overstocking on slow

moving merchandise would be practically eliminated.

There is a most appreciable variance in the different sections of the country as to the character of merchandise used by the consumer. Some articles that sell well in Ohio do not command any sale at all in Washington or Oregon. The young man who has clerked in a retail dry goods store and learned the business in a general way seldom realizes this. To him, for instance, lingerie is lingerie the world over, and he figures that a bit of muslin should sell as well in the far West as it does in the Middle States and in the East.

#### Follow Your Wholesaler's Advice.

Here is where the advice of his wholesaler becomes one of his most valuable assets. Without such guidance he probably would stock up with quantities of merchandise that would of necessity be permitted to depreciate on his shelves and counters. In other words, he would be handicapped with dead stock.

There are, to be sure, many lines of staple merchandise in every stock in the country from Maine to California, but in selling the new merchant extreme care would be exercised in choosing a stock best suited to his particular locality. This stock would be representative in assortments and in quantities, unpretentious, perhaps, but at the same time sufficient to permit of his making a favorable impression on his first introduction to the buying public.

The amount of credit issued to a prospective merchant would, of course, depend upon the amount of capital he has to invest. The greatest mistake a beginner could make would be to tie himself up with an overstock or with an abnormal expense for fixtures and other opening incidentals which would prevent him from buying his merchandise on a cash basis, or, to be more explicit, to do anything that would prevent him from taking his cash discounts promptly and regularly.

Another strong feature for the new merchant to consider is the necessity for establishing the best lines of merchandise procurable in each class of goods and to adhere as strictly as possible to this policy. To buy merchandise of a great number of houses is not a good business move for even the merchant of many years' experience to make. Therefore, it is even more disadvantageous to the beginner to take such a step. He perhaps might save a few dollars in buying his stock indiscriminately, but in the long run he would find himself burdened with a badly assorted stock, and in a short time his shelves would present such

a conglomerate mass of odds and ends that his stock, if forced to a sale for any reason, would bring a low price. In other words, the man who will establish certain lines and fill in on those lines as occasion demands, confining himself as closely as practicable to such a policy always will have a representative stock in such good condition that he can in an emergency realize almost 100 cents on the dollar. Visit Central Market Often.

The matter of operating expenses, such as advertising, clerk hire, store fixtures, and insurance, should be carefully considered and kept within a reasonable amount. This is another instance in which the counsel of the wholesaler is indispensable to the young man who contemplates launching a retail dry goods store. The percentage of total expense to gross profit must be arranged to allow a reasonable margin of profit on the investment and at the same time provide for inevitable shrinkage in the value of the stock.

Frequent visits to such a market as Chicago affords will be incalculably helpful to every merchant in this line, not necessarily for the purpose of making purchases alone, for he will find it most advantageous to place many of his lines in advance of the season in order that his customers may be assured of the newest and best things each season, but new things can be picked up on such visits to the market and innumerable ideas may be obtained in the visit to the retail stores in State street. Here he will get ideas as to how to fix his windows and trim the store. He also can get many helpful selling ideas from conversation with the people in these retail stores and with other merchants.

The matter of attractive window displays is most important to the progressive dry goods merchant. A walk along State street should give the young merchant some splendid general ideas as to how his merchandise should be displayed, for if he desires to make the most of his stock he surely wants to put out the most effective window displays possible.

Ledge trims, interior decorations, harmony of artistic displays ever should engage his attention.

The old habit of having merchandise tucked away under counters and in stock boxes long ago became obsolete. The great increase in the volume of sales enjoyed by merchants to-day is directly attributable to the effective displays in the windows of retail stores as well as to the education the buying public—especially the woman contingent—has received through the medium of these displays and through reading the up to date fashion journals.

The retail merchant who anticipates the demands of his customers can add largely to the volume of his business by employing up to date methods.

#### Pointers for Beginners.

Briefly, the points to be considered by the young beginner are:

Establishing and maintaining his credit, discounting all merchandise purchased. This is the basis of success and the foundation of profit.

Keeping his stock well assorted, but in quantities small enough to enable him to take advantage of all the new lines of merchandise, and purchase the novelties of the seasons, for the frequent arrival of new goods stimulates the interest of the sales people.

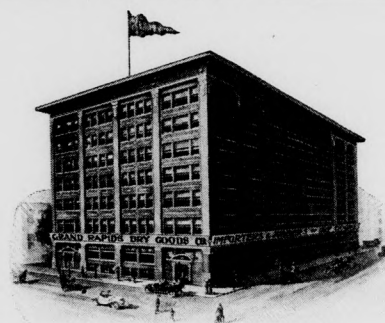
Keeping absolute good faith with his trade.

Making no promises that he cannot fulfill to the letter.

#### Avoiding misrepresentation.

The beginner should seek the counsel of experts in his particular line of business. No matter what the scope of his experience may be, he always can find it profitable to talk over matters with men who have devoted years of their life to acquiring practical knowledge of business routine and conduct. These men have the broader view of things and they have defined details in their proper relative proportions. Their advice is invaluable because they have not only the interest of the beginner in mind, but their own advancement and business gain as well.

W. F. Hypes.  
Sales Manager Marshall Field & Co.



## New Dress Ginghams

The styles are neat and handsome this year, and the outlook is for a big Gingham business. We have a well selected stock of

Utility      Toile du Nord      Bates      Yorks      Red Seal  
   Patricia      Apple Web

**GRAND RAPIDS DRY GOODS CO.**

Wholesale Only

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Grand Rapids, Mich.



## SECOND ANNUAL BANQUET.

## Of the Sales Force of Edson, Moore &amp; Co.

Detroit, Jan. 6.—The second annual banquet of the sales force of Edson, Moore & Co. has come and gone, but there will linger in the minds of those who participated in that joyous occasion a memory that will not soon be forgotten—the remembrance of a real good time.

Really, it was more like a big family re-union than anything else. It was a pleasure to look over those eighty-two happy faces. Each one seemed at his best and had made up his mind to enjoy every minute. Last year we thought we had a profitable and enjoyable time, but this occasion so far eclipsed the former one that you could hardly see it with a field glass.

Incidentally, it might be said that the great advancement shown in the success of this banquet over that of last year may be taken as measuring the progress made by this store during 1912—the result of unity, harmony and co-operation on the part of the various officers, department men and salesmen that make up the organization.

The theme of the evening was "Our Salesmen."

Our beloved President, Mr. Sherrill, presided as toastmaster, and while we thought he did well a year ago, he more than outdid himself this time, and everyone decided he was the ideal man for the place. Where he got all the jokes on the boys is more than we can understand, but they all seemed very appropriate and fitted each one nicely. His calling on the boys to decide whether they would listen to a song by Charlie Moore was unanimously voted down, and again we must wait another year before having a chance to hear him yodel.

Mr. Gillis described the attributes of the ideal salesman, and his reply to the President as to what the product of 1913 might be brought down the house.

The remarks and stories of Mr. Meredith were well rendered and he gave us a surprise in the manner and ease with which he displayed his oratorical ability.

Mr. Tuthill told "What the department manager thinks of the salesman." The man who brings in the largest gross profits looks best to him.

Mr. Koster spoke on "The real thing from the standpoint of the veteran salesman." He says doing business with his house is like making love to a widow—you can't overdo it.

Mr. Hartner was to speak on "The young salesman," but he was a little nervous owing to the fact that he had no samples with him. The auspiciousness of the occasion almost got John's angora. It was the first time he was ever in danger of being called a clam.

Mr. Keller has for his topic "The X-ray," or how the salesman looks to the credit man, and as soon as the salesmen were assured that the X-ray would not be turned on their expense accounts, they rested easy, but there was considerable uneasiness for a few minutes.

Mr. Schreiber spoke on "The branch

office." He enlarged on its advantages and advised every general man to open one in the most logical town on the territory.

Mr. Armstrong's subject was "The square and compass—How you measure up with your customer." "If your customer uses the square on you to measure up your business relations, it is no more than right that you use the compass on him and draw a larger circle about his business, and get more of it." Armstrong proved a fluent and methodical speaker.

Mr. Campbell gave an interesting talk on "The house salesman." He called attention to the fact that most of the business was done by the road men instead of by house salesmen, as in former years, but that they still managed to pick up a liberal amount of house trade.

Mr. Minne gave a very fluent speech on "Michigan, My Michigan." His oratorical ability was a great surprise to every one present (even himself.)

L. L. Miller's subject was "The Hoosier School Master." He told us what grew in Indiana and gave us the derivation of the word "Hoosier" and "Whose yere."

Mr. McCornac's remarks on "The girl I left behind me" were also very good. He recalled how anxious the man of family was to get home for the week end, and hinted to Mike Clarkin, Frank Krick, Billy Wilsterman and Milo Whims, that they were missing some of the joys of living.

Our own Pat Hogan blossomed out as a sweet Irish singer, his rendering of "Where the River Shannon Flows," "That's How I Need You" and "Waiting for Robt. E. Lee" carried the audience by storm.

All formality was thrown to the winds, and when the orchestra played a familiar tune we all joined in and sang. Everybody knew that everyone else was his friend.

Frank W. Smith was the guest of honor. Frederick Stockwell.

Frank E. Minne's address on "Michigan My Michigan," was as follows:

What spoken words are better calculated to inspire a train of beautiful thoughts replete with patriotism and thankfulness that our lines have fallen in pleasant places, and I am pleased and complimented at being assigned a topic so near to the hearts of all patriotic sons of the brightest star in the constellation of states.

Providence, in designing the Peninsula State as a residence of mankind, seems to have been prodigal in his good gifts and to have anticipated his every need, whether for health, the pursuit of gain or pleasurable recreation.

Her broad and fertile fields when tilled by the robust and alert husbandmen yield an abundance of the fruits of the soil and of unbounded variety.

Her prolific mines pour forth the stored wealth of nature. Her forests and streams furnish rich contribution to the welfare of humanity. We, whose privilege it is to travel within her bounds and to mingle with her people, would be lacking in appreciation if

we failed to note the constant development, advancement and progress of her material interests, and the thrift, culture and intelligence of the millions of people comprising her population. They are a busy people and their unbounded energies are everywhere exerted to utilize for the good of mankind the abundance which nature has so lavishly provided.

It is with these people we are particularly concerned. To study their needs, to supply their demands and to establish a service, fair, honorable and of reciprocal advantage seems to have been the aim of those responsible for our being here tonight.

## Earnest Plea to Members of the M. K. of G.

Portland, Oregon, Dec. 20.—Your appeal for a special contribution of five dollars on account of the unusual large number of deaths the past year is just at hand and as "He gives doubly who gives freely," I hasten to enclose my check for this amount, not from any personal motive, as I have ample outside insurance and could drop this, but for the benefit of many of our brothers whom I personally know our Death Fund is all the insurance they carry and whose age and financial condition does not permit them to take on other insurance. The list of deaths proves only too well that many of our first members are passing down the sunset side of life. Our earning abilities are declining and too many of our brothers have made but a limited provision for old age and, at their passing away, this sum promised them by our organization will, in too many cases, be all that is left for their loved ones in their time of sorrow and possibly need. I fervently wish I could have but ten minutes on the floor of the convention to personally plead with you to fulfill this obligation and maintain the honor and, possibly, the very life of our grand organization, as well as to protect many of the widows and younger children of our departed brothers, and I fully believe you will accept this hastily written letter as a substitute for such personal appeal to each of you and I am confident you will respond with the same loyalty and promptness you did in the days that are passed but will never be forgotten by me, that whenever I have appealed to you for advice, support or another term as Secretary, you never failed me in a single instance and I cannot believe you will fail

to respond to this appeal from your officers at a time so critical and, possibly, of vital interest to our organization.

As I read this list of brothers who have "passed to the other side" the past year, the largest in our history, I notice some whose loyalty in the early, trying days of our order was of the truest type, who unfalteringly came to the aid of your struggling and almost disheartened officers and, by words of cheer and counsel, helped to successfully launch our most practically beneficial organizations of commercial travelers, which has been the pattern for many similar state societies.

In closing, let me implore those of us who remain to prove we are not ungrateful or forgetful of the needs or welfare of the loved ones of those faithful brothers who "have passed on before," but willingly and promptly aid in this contribution, which will place us on a firm basis once more and, in all probability, make a similar call unnecessary for years to come.

Lloyd M. Mills.

## Took It for Granted.

A very loquacious woman met a prominent lecturer one morning.

"I was so sorry," she said, "that I was obliged to miss your lecture last night. I quite realize that I missed a treat; everyone tells me it was great!"

"Indeed!" replied the lecturer, "How very odd. I do not understand how they found it out; the lecture was postponed."

It's the easiest thing in the world to go from bad to worse.

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.

*Henry Smith*  
FLORIST  
139-141 Monroe St.  
Roth Phone  
GRAND RAPIDS, MICH.



## Our Salesmen

Will call on you soon with a full sample line of up-to-date Spring Wash Goods.

Ginghams, Percales, Poplins, Ratine,  
Linen Suitings, Mercerized Suitings,  
Crepes, Voiles, Foulards,  
White Goods, Etc.

Do not place your order until you have seen our line.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.



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

#### Looking Forward in Sporting Goods. Written for the Tradesman.

Whether he deals in sporting goods exclusively or handles them merely as a side-line, these early winter months, when business is comparatively quiet, will afford the retailer an excellent opportunity to plan for the handling of his summer trade in this important line. Winter is a breathing space; it gives the merchant a chance to get back into "condition," in preparation for the rush season.

In the first place, the merchant should study the results of his previous year's business. In January stock taking is usually due; here is a chance to find out what lines sold best during 1912. If, of the various lines of fishing tackle stocked early in the year, one or two articles sold out entirely while others are left upon the shelves almost untouched, the inference is obvious. Either the slow sellers were such because of inherent deficiencies or because of faulty selling methods. If the former, he will know as a result of his experience what lines to stock largely, and can take steps to clear out the "stickers." If the latter, a little timely introspection and self-examination, so far as selling methods are concerned, will prove profitable.

The merchant who knows his district and can accurately estimate its likely demand for the various lines in stock, can buy to better advantage. The merchant who, looking backward, can apply the lessons of last year's experience in the framing of plans for the coming year, stands to make better profits than the man who orders in hit and miss fashion. Buying should be done with an eye to the season when the goods will be needed. Each popular sport has its fairly fixed time limit; the retailer's aim should be to have the goods in stock a little beforehand—but not too far beforehand. On the one hand, if the merchant stocks too soon there is the chance of deterioration, breakages and loss, as well as the fact that his money is needlessly tied up. On the other hand, the merchant, who, having ordered in anticipation of a full season's trade, does not stock till the season is actually upon him, has to turn away a lot of early orders, and finishes the season by carrying over a good share of his stuff. The man who is there with the goods when the crowd want them is the man who reaps the big harvest.

But not merely should the merchant profit from past experience; he must

also study the possibilities of the future. There are in every community sporting goods possibilities that are not fully developed. The near-by river ought to have a canoe club, or a motor boat club. Then there is the possibility of developing a demand for fishing tackle if the advantages of the section are advertised a little. The well-to-do people have been talking of a golf club and golf links for years; one energetic man can do a lot to bring such a project to a head.

And right here is where the energetic and wide-awake sporting goods dealer scores a home run. If a new organization is on foot, he gets right down to work and puts his shoulder to the wheel and boosts the organization for all he's worth. His store becomes the recognized meeting place for the baseball boys, the cricketers, the bowlers, the tennis club, or any other crowd of sporting enthusiasts desirous of getting together and organizing. He studies all the sports and enthuses in all and understands all—and the result is that he gets the benefit in an enhanced trade.

Now, while the dull season is with him, is the time for the merchant to lift his head above the ocean and scan the horizon for possibilities in the line of new sports that may be introduced in his vicinity.

Then, too, he should study the defects in his own selling organization in the year just closed. Were the window and counter displays sufficiently wide-awake and attractive? Was the requisite amount of ginger infused into the advertising? These, and other questions, will occur to the merchant wise enough to use a few moments of the quiet season for purposes of introspection.

The up-to-date merchant, always keeps a mailing list of the people interested in various lines of sport. He can frame his plans for using this mailing list to the best advantage, can draft circular letters and arrange for the distribution of advertising matter.

The quiet time is the time to look forward toward the future and its possibilities, and the merchant who wants to experience a record business will make the best possible use of it.

William Edward Park.

#### One Viewpoint.

Magistrate—Don't you know that such men as you are a menace to society?

Culpit—Well, I suppose it's such men as me that's responsible for so many judges and lawyers.

It is easier to rest too much than work too hard.

#### Counted Them All.

A little time ago a farmer who was very short-handed had been compelled to engage a town boy, whose knowledge of agriculture and kindred subjects was extremely limited. One day he sent the youth to a newly sown field to see if there were any birds stealing the seed. When the boy returned from the field his master asked if there were any birds there. The boy said he counted twenty-two.

"Well, did you drive them away, my boy?" asked the farmer.

"No, no, sir," replied the astonished lad. "I thought they belonged to you."

We are all of us full of philosophy that we can't apply to our own necessities.

Established in 1873

**BEST EQUIPPED FIRM IN THE STATE**  
**Steam and Water Heating**  
**Iron Pipe**  
**Fittings and Brass Goods**  
**Electrical and Gas Fixtures**  
**Galvanized Iron Work**

**THE WEATHERLY CO.**  
 18 Pearl Street Grand Rapids, Mich.

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

## Foster, Stevens & Co.

### Wholesale Hardware

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

Our Stock is Always Complete on the  
 Following Lines

**Compo and Perfection**  
**Certainteed Roofing**

**Also Michigan Rubber Roofing**

**Genuine Fibretto, Protector**

And

**Red Rosin Sheathing**

**Blue Plaster Board**

And

**Tarred Felt**

**Michigan Hardware Company**

Exclusively Wholesale

Ionia Ave. and Island St.

GRAND RAPIDS, MICH.



## STATE GEOLOGICAL WORK.

## Its Economic or Commercial Value to Our Citizens.

Written for the Tradesman.

During a recent visit to Lansing it was my privilege to listen to an address by State Geologist R. C. Allen on "Our State Geological Department and Its Value to Michigan."

In introducing the speaker Prof. H. R. Pattengill mentioned the erroneous view held by many of our citizens that the office of State Geologist was simply to supply some fellow with a job. The intimation that Dr. Allen would point out some ways in which the work done by his department is of great value to the people was well borne out by the address which followed.

The first portion of the address dealt somewhat with the former controversy between religion and the science of geology, or, as he termed it, between science and ecclesiasticism. This has now passed away, the deductions of the geologist being generally accepted by all.

A brief review of the history of geological work under State and National supervision in Michigan as well as other states was of special interest. North Carolina was the first to make appropriations for geological surveys, followed by South Carolina, Georgia and Maryland. This was in 1837, and before the Civil war twenty-four states were carrying on geological work. Now forty-eight states are fostering geological research. Michigan with her vast resources and wealth falls far behind some other states in amount of appropriations and work done. While the average of all the states is 24 per cent. of area mapped, our State has only 9 per cent. mapped, standing forty-fourth in the list.

Three branches of work are carried on by the State Geological Department. The first deals with geography, minerals, soils, plants, formations, etc. The second is topography—making maps of areas surveyed; and the third is biology. The latter includes all animal life—natural history. No work is done along the line of investigating diseases of domestic animals. But there is no reason why it should not be included. Dr. Allen considers the preservation of game as of greatest importance. While he would not say that there is land in Michigan which is good for no other purpose except game preserves, he emphasized the need of reservations for such purpose to prevent the extermination of many of our valuable animals.

This department co-operates with the State Game Warden, and all information gained as to the habits, breeding places and haunts of the various species of animals, birds and fish are at the disposal of the latter.

The United States Government stands ready to furnish for geological survey one dollar for every dollar appropriated by the State up to \$20,000 per year. And yet we are expending only from \$1000 to \$2000 a year for this work. In all three branches of work the past year only \$11,000 was expended.

The general Government has more

than 300 trained men to be sent out to do topographical work under the full control of the State Geologist in each state wherever needed and whenever requested. That the work done by our State is inadequate is evidenced by the fact that private individuals make contributions even into the hundreds of dollars for this work.

That the work of the State Geologist is of economic or commercial value is shown by the use made of department reports by mining companies, land development companies, speculators, prospective settlers and others.

The reports of the State Geologist are the main dependence of the State Tax Commission in valuing mining properties. The increased tax from this source based on yearly geological reports are many times the cost of all geological work carried on.

In addition to 10,000 copies of a certain report distributed by the State a certain company had printed and circulated 60,000 copies. In prospecting for coal, oil, salt and all minerals the geological reports are first consulted and depended upon. The recent discovery of oil in the Saginaw valley came about by sinking wells in the exact locations where for twenty years the geologists had been recommending search to be made.

Wherever land speculators find the geological reports favorable they ask permission to copy them into their advertising. When such reports are unfavorable, when land owned by such people is described as all sand or gravel and unfit or unprofitable for farming the reports are not used. Prospective purchasers—and these are mostly factory workers and city residents—who are looking about for some location where they may better their conditions are flooded with lurid circulars about cheap land and golden opportunities in farming. They are beguiled into purchasing pine barrens and gravel banks which are fully described in the geological reports which may be had for the asking.

There are millions of acres of good farming land in Michigan still unsettled, and yet our State is misadvised, libeled, on account of these dupes of land speculators operating from Milwaukee and Chicago. At the end of a year or two they find the farms which they have purchased unfit for agricultural purposes; starved out, discouraged, they migrate to other states and spread abroad reports of Michigan which do more harm than all the good done by all the true and favorable statements published by our papers, our citizens and civic organizations.

These deserted farms, these worthless lands, are thrown back on the State, are advertised and sold for taxes, are bought up by unscrupulous speculators and sold over and over again to successive crops of "suckers." With every train-load of land seekers guided by these land sharks are from fifty to 150 stool pigeons. They pay over money for lands, fake contracts are drawn, fake sales are made to deceive the genuine emigrant. It is expected that measures will be intro-

duced in the Legislature the coming session to combat this evil.

Greater benefits would come to our State if more work could be done by the geological department, and the only reason why it is not done is for lack of appropriations. Larger appropriations can hardly be expected until our Legislators learn more of the value of the work, of the benefits to be derived from it. Some have been found who enquire; "What do you mean by 'biology' anyway?"

The work already done would yield far greater results if our citizens would acquaint themselves with the work. Books and documents are to be found in our school township and other libraries. Reports may be had of the State for the asking.

Another danger pointed out by Dr. Allen is likely to arise through the new discoveries of coal and oil in Michigan. Although the product from some oil wells is declared to be the best in the world yet the yield is small. Companies will be formed to develop coal mines and oil bearing tracts. People of small means will be beguiled into buying stock in the expectation of getting rich in a short time. Such will finally meet disappointment and loss. Those who have no money to throw away, those who can not take losses cheerfully and as a matter of course, are warned against such investment.

E. E. Whitney.

## To Hell With the Courts.

Samuel Gompers, President of the American Federation of Labor, in an editorial in the American Federationist

subsequent to the imposition upon him of a jail sentence by Judge Wright in 1909:

"The things I am charged with, I did. \* \* \* Go to h— with your injunctions."

Gompers recently declared that a strike without violence is a joke.

Jack Whyte, a union organizer, as he was being sentenced for conspiracy at San Diego, said to Judge Sloan:

"I did violate the law, and I will violate every one of your laws and still come before you and say: 'To h— with the courts,' because I believe that my right to live is far more sacred than the sacred right of property that you and your kind so ably defend."

"I don't tell you this with the expectation of getting justice, but to show my contempt for the whole machinery of law and justice as represented by this and every other court. The prosecutor lied, but I will accept it as a truth and say again so that you, Judge Sloane, may not be mistaken as to my attitude: 'To h— with your court; I know what justice is.'"

Union men are taught to have no respect for any law—human or divine. The oath they take when they join the union places them in a position where they cannot be Christians or patriots or good citizens. They become outlaws and outcasts, thus depriving themselves of the confidence and respect of decent people and the hope of eternity.

The average man's popularity seldom outlasts his money.



Pat.  
Feb. 9,  
1904

## Switzer Glass Sales Jars

For five years have helped 10,000 up-to-date retailers sell bulk pickles, oysters, pickled and fancy meats, peanut butter, etc.

Jars, clearest tough flint glass.

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1 gal. complete, each.....	\$1.32	} F. O. B. Chicago
1½ gal. complete, each.....	1.67	
3 gal. complete, each.....	2.10	
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Send your jobber an order to-day for prompt shipment or we can supply you.

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Grand Council of Michigan U. C. T.  
Grand Counselor—John Q. Adams, Battle Creek.  
Grand Junior Counselor—E. A. Welch, Kalamazoo.  
Grand Past Counselor—Geo. B. Craw, Petoskey.  
Grand Secretary—Fred C. Richter, Traverse City.  
Grand Treasurer—Joe C. Wittliff, Detroit.  
Grand Conductor—M. S. Brown, Saginaw.  
Grand Page—W. S. Lawton, Grand Rapids.  
Grand Sentinel—F. J. Moutier, Detroit.  
Grand Chaplain—C. R. Dye, Battle Creek.  
Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; J. C. Saunders, Lansing.

Michigan Knights of the Grip.  
President—Frank L. Day, Jackson.  
Secretary and Treasurer—Wm. J. Dev-eaux, Port Huron.  
Directors—H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.

#### Wafted Down From Grand Traverse Bay.

Traverse City, Jan. 6—Most of the boys have returned on the job with the usual advance in salary.

W. F. Murphy's trip to the house in Milwaukee has been, as usual, a profitable one, for he learned where he can get two for a nickel on East Water street.

A. W. Peck has returned from an extended trip to Oklahoma and other Southern points. Mrs. Peck accompanied him. Bert reports a fine trip.

One of the main attractions in Detroit during the holiday period was a smoker given by Cadillac Council, No. 143, which was attended by over one thousand traveling men. Vaudeville, speaking, boxing, etc., entertained the assembly until the wee hours of the morning. Everybody reported a fine time and the affair was a success, socially as well as financially, for No. 143.

Grover C. Mapel and family visited the old folks at home at Leipsic, Ohio, during the holidays.

L. D. Miller attended the smoker given in Detroit.

M. Steiner, of Muskegon, will take charge of the Reed City block for the I. H. Company of A., succeeding C. E. Hesselsweet.

It was not necessary for us to go to Florida this winter, as "things" have been "warm" enough in these parts.

Lewis Thacker, the youngest son of Mr. and Mrs. Ray Thacker, had the misfortune to fracture his collar bone, but at present is doing nicely.

Clement T. Lauer has severed his connections with the I. H. Company of A. and will spend this winter at home in Indiana.

Our last U. C. T. meeting was wholly a business meeting, owing to the fact that most of the boys were out of town.

Harry P. Winchester, of the Worden Grocer Co., of Grand Rapids, was entertained during the holidays by Paul Roach at Detroit. Harry and Paul both

attended the smoker and seemed to enjoy themselves.

C. E. Hesselsweet, of Reed City, is now employed in the expert division of



Julius Campbell.

the I. H. Company of A., a position which he formerly held. The trade will welcome you.

Fred. McCloskey has been transferred Indiana territory in the interests of the Red Wing Milling Co.

We take pleasure at this time in presenting the likeness of one of our most successful merchants of the northern regions, Julius Campbell, of our city, who has recently disposed of his mercantile business. It is seldom that we can say so much for a merchant and, in fact, words of suitable expression cannot be gathered at this time to do justice to our friend. Mr. Campbell was born March 24, 1863, in Leelanau county, and was married to Miss Emma Schaake, of Grand Rapids, in October, 1895, and their home was brightened by

an advent of a daughter about ten years ago. Mr. Campbell enjoyed a common school education and afterwards attended the Grand Rapids Business College. In 1884 he started his successful business career by engaging in the hardware business on South Union street, which he conducted until last July, when he sold same to Nesbitt & Downey, who are also enjoying a nice business and with bright prospects for the future. In 1907 Mr. Campbell organized and was principal stockholder and conducted the largest exclusive house furnishing establishment north of Grand Rapids, continuing as general manager as well as of the hardware store on Union street. In 1910 he bought out his as-

an active part in the business. Mr. Campbell is considered one of our best business men and is also public spirited. He will remain in the city for a short time straightening out some business matters, but in the future will enjoy a much needed rest by sight seeing and taking in some of the good things in life and we assure you, Julius, that all the boys who have called on you and your many friends wish you all the good things that are in store for you and yours. His only hobbies are fishing and auto riding.

G. W. Leonard has decided to make Lansing his future home and he and family have moved to the Capital City. Our loss is their gain.

W. E. Bennett and family spent Christmas week with the folks at Harbor Springs.

E. M. Allen, of Lake City, formerly with the S. B. & A. Candy Co., of our city will boost Alma Bread Flour for the Alma Roller Mills in this territory.

Thos. Travis and family spent Christmas with friends at Petoskey.

C. A. Wheeler entertained the writer while in Detroit, for all of which we are thankful.

We have information that Osborn division of the I. H. Company will improve their machines by adding the Thirza binder in the near future and we do hope the knotter will be a perfect one. Ask Wyman.

Will Wyman attended the inauguration at Lansing this week.

Since parcels post has become operative we expect to get an order from every customer we call on.

Fred. C. Richter.

#### Just Like 'Em.

Howell, Dec. 30—While not boasting of the great number of traveling men who live here (only sixteen), yet Howell traveling men are of the right kind when it comes to Christmas time. They raised among themselves a certain amount of money with a small amount donated, which they invested in toys, candy, etc., for about seventy children who, perhaps, would not otherwise have had Santa call; and a number of old worthy people were remembered with small gifts of money, chickens and many other good things.

Here is a sample of sensible argument such as is finding its way into the columns of the daily and weekly press with encouraging rapidity, the clipping being from an Illinois paper: "It is customary to make the cold storage egg the butt of jokes, but where would the price of fresh eggs be to-day were it not for the cold storage? The March and April egg that has been in cold storage until now answers every purpose of the baker and the hotel cook and is very good for table purposes. The cold storage egg is just as good as those we usually get now 'fresh from the farm,' and by supplying this great demand, the average mortal is enabled to buy real fresh eggs for his 'ham and' at 35 cents. Without the cold storage egg to come to the rescue we would be paying 60 cents and be glad to get hen fruit even at that figure."

Lots of poor men are the architects for other men's riches.



### News and Gossip of the Grand Rapids Boys.

Grand Rapids, Jan. 6—The regular U. C. T. meeting was held last Saturday evening, Jan. 4. A large attendance was present. Five new members were taken in by initiation, three by reinstatement and one by transfer card. Keep this up, boys. Nine members each meeting night will soon reach the 500 mark. We had with us three visiting brothers who were called on for a few remarks, which were well received.

The following brothers were reported as being sick: Frank Spurrier, R. E. Dewey, Mr. Mayhew and O. W. Stark. The boys were all sorry to hear that Brother Stark had another setback. We wish these brothers all a speedy recovery. Any of the brothers who are able should take the time to call on these sick members. I know they will appreciate it, because I have been sick myself and know what it means to have a brother come in with a hearty handshake and a few words of encouragement.

Walter F. Ryder, who has up to the first of the year peddled hardware for the Standard-Simmons Hardware Co., of St. Louis, has resigned and accepted a position with the Wm. Brummeler Sons Co., of this city. We wish Brother Ryder a prosperous and successful year.

Mr. and Mrs. S. W. Johnson were presented with an eight pound baby boy for a Christmas present. Mr. Johnson is representing Foster, Stevens & Co. and makes his home in the city, although he belongs to Battle Creek Council. We have been looking for his transfer card from one meeting to another, but, so far, it has not come across. We hope that all the boys who know Mr. Johnson will show him that he should become a member of Grand Rapids Council, No. 131.

Our degree team made their appearance last Saturday night, after a long vacation. We call it a vacation, although the real reason was because we had no captain after Brother Goldstein left us. It certainly puts some life in the work and it is enjoyed by all the members. Congratulations to Willie Lovelace on the excellent work accomplished by his team in such a short time.

Our Senior Counselor appointed a banquet committee at our last meeting night, Wm. K. Wilson, chairman. This will be our eleventh annual banquet and will be held on the first Saturday evening in the month of March. The committee will soon have tickets on sale. Let us all buy two tickets or more and make this 1913 the biggest banquet ever held.

Attention! Council dues were due Jan. 1. All who haven't paid have no protection in case of accident. If assessment No. 114 has not been paid, better get busy or your name will be read off as a delinquent member.

Most of us know W. G. Brummeler, who used to travel on the road and who is also a member of No. 131. Well, Bill has bought a hardware store at Lake Odessa. The boys who make that town must go in and see our friend, for he feels somewhat lonesome. Success to you, Bill!

It seems to me that the Senior Counselor slipped one over on us in appoint-

ing me scribe; in other words, handed me a lemon. However, it will only be a short time between now and the first of March. Here's hoping the next Senior Counselor, O. W. Stark, will make a better selection. In the meantime, we trust that our readers and Mr. Stowe will get along the best they can.

W. D. Bosman.

### Juicy Jottings From Jackson Council.

Jackson, Jan. 6—Al. H. Brower spent last week in Toledo, winding up the year 1912. Al. is in his tenth years with the Toledo Merchandise Co. and reports last year as the best of all.

The next meeting of Jackson Council, No. 57, will be held Saturday evening, Jan. 11, at their new quarters in the Odd Fellows Temple on Jackson street. This ought to and, no doubt, will be a large and interesting meeting, with several candidates to be initiated. The Council has obtained a three year lease and will have the best equipment in every way they have ever enjoyed for both themselves and the Ladies Auxiliary. Let every member be present.

It will soon be twenty years since Jackson Council, No. 57, was organized and, as the writer was a charter member, it is very interesting to retrospect on the growth, changes and influences of this period of development. Starting with a membership of about twenty, we have at the present time over 200, or the largest Council for a city of its size in Michigan. Taking men who on the start were timid in standing on their feet to make a simple motion, it has produced debaters out of these same men who are a credit to any organization. It has rounded out the character of many of the 200—established fraternal relations between those who would otherwise have been strangers and, last but not least, been influential in the growth and enterprise of our city. This is not said in a spirit of boasting, but more especially to emphasize the thought that when an organization that is founded on high ideals is steadily evolved for a period of twenty years, the personal character and lives of those connected with its evolution must, of necessity, evolve with it. Spurgeon.

### We Mourn Our Loss.

Port Huron, Jan. 5—In the death of Robert C. Mitchell, Post H. Michigan Knights of the Grip, loses one of its most beloved members. None knew him but to love honest, kindly, pleasant Bob Mitchell. At the regular meeting of Post H. to-day, resolutions of condolence to the family were passed and several members spoke words of praise for the manly, honorable traits of character uniformly shown by our departed brother in all the walks of life. Our sympathy is extended to the widow and little daughter whose care were Robert's last thought; also to the mother whom he loved and respected.

F. N. Mosher.

### Where is Clayton J. Phillips?

We wish to ascertain the whereabouts and personal address of Clayton J. Phillips, the hosiery salesman. Any information along this line will be gratefully received. Newmark & Newmark, Newberry, Mich.—Adv.

### Honks From Auto City Council.

Lansing, Jan. 6—Brother George Hammell, of Des Moines, Iowa, visited his parents, Brother and Mrs. James F. Hammell, and a host of Lansing friends during Christmas week.

Brother Stuart Harrison, with the Mueller Furnace Co., of Milwaukee, starts out with his grip again this morning, after a vacation of four weeks. January 16 he will attend the annual salesmen's conference of the above company at Milwaukee.

Brother L. L. Colton's hunting trip was cut rather short this season because of sickness in his family. Master Russell was able to come to Council rooms last Saturday night and sit in the ante-room while his "pop" attended the meeting.

Brother Carl Bracket surely knows how to save money by buying pork in large quantities from the farmer's wagon, but cutting it up with only a hammer and carpenter's chisel is entirely different. Mrs. Bracket says if she had left Carl on the job a little longer, it would have all been sausage.

Among those of our Council who were especially favored by Santa Claus is our Senior Counselor, F. H. Hastings, who was the recipient of a beautiful automobile. Since Christmas Fred has spent most of his time with this machine, familiarizing himself with parts that won't work. The Secretary of State has refused to grant him a license until some changes in the gear have been made which will enable the machine to be run within the speed limit on high. He will, therefore, sell XXXX coffee this week without it.

We remember very distinctly some few years ago, when Brother Mark S. Brown, of Saginaw, while hunting in the Upper Peninsula, killed a blind buck, but the limit of sportmanship was reached a few days ago, when our Past Counselor fired six times and finally brought down a rabbit which had previously left a front and hind leg in some boy's trap. Owing to the reputation of Brother Sherwood as a bird hunter, we doubted the above statement until so informed by five prominent members of our Council whose statements agree. It is said that this particular unfortunate rabbit furnished a goodly portion of the material for a game supper recently enjoyed by a few members of our Council at the home of Brother and Mrs. Colton.

At the last meeting of our Council, Brothers John Newton, of the Perry Barker Candy Co., and W. M. Hagler, with Grinnell & Co., of Iowa, were initiated into the mysteries of the order. Brother M. L. Moody felt some sympathy for Brother Hagler and kindly consented (?) to substitute for him in a portion of the work. Our conductor will apologize next time he sees you, Brother Moody, but the temptation was too strong to be resisted.

Grand Counselor John Q. Adams and District Deputy James F. Hammell will officially visit Bay City Council, No. 51, next Saturday. Whenever this pair gets together, there is something doing.

At the last meeting of our Council, Brother O. R. Butler, formerly a member of Grand Rapids Council, became one of our number by transfer. Much obliged, No. 131.

We notice with a great deal of pleasure that Brother Chas. R. Dye, of Battle Creek, is a much favored aspirant for the Postmastership of that city. Brother Dye's knowledge of Battle Creek and his ability and willingness to tell it makes him a first-class booster. He is progressive in every sense of the word and a more loyal Democrat does not live in Calhoun county. His sincerity and honesty of purpose cannot be questioned. His wide and successful experience in the commercial world has fitted him admirably for this position and we sincerely hope that he will receive the appointment. Fact is, there is no other Democrat in Battle Creek whom we would rather see behind the bars (of the postoffice) than Charlie Dye.

H. D. B.

### Chirpings From the Crickets.

Battle Creek, Jan. 6—A delegation from our Council met last Wednesday afternoon at the Athlestone Club rooms and made a New Year's call on our brother counselor, M. L. Blakeslee. Jan. 1 saw the completion of twenty-five years service for Brother Blakeslee on the road for one house. That date was his 31st wedding anniversary as well and, as Mr. Blakeslee is one of our charter members and these two happy events came together the boys thought it would be nice to pay him a New Year's call and extend to him their congratulations. Our visit pleased him immensely and we felt well repaid for our time.

W. Garver, with headquarters at Jackson, representing a big Milwaukee packing house, has been transferred to Fort Wayne.

Chas. E. Davis, living in Battle Creek and until recently with the Wolverine News Co., Detroit, has severed his connection with that concern and gone with a big novelty house at New York.

The wife of our Senior Counselor, J. N. Riste, is very sick and will have to undergo an operation. Norman has our deepest sympathy and we trust Mrs. Riste will get along fast. Mrs. Riste has a big U. C. T. heart, the same as her husband, and was always on hand at the pleasant social affairs our Council has had in the past. Her husband's fellow travelers and brothers wish her a rapid recovery to good health.

Guy Pfander.

Charles Truscott, who covered the Upper Peninsula several years for Jenness & McCurdy (Detroit) and their successors, but who has been selling flour for several years, has returned to his first love and engaged to represent Geo. H. Bowman & Co., of Cleveland, in the Upper Peninsula. He will continue to reside in Marquette.

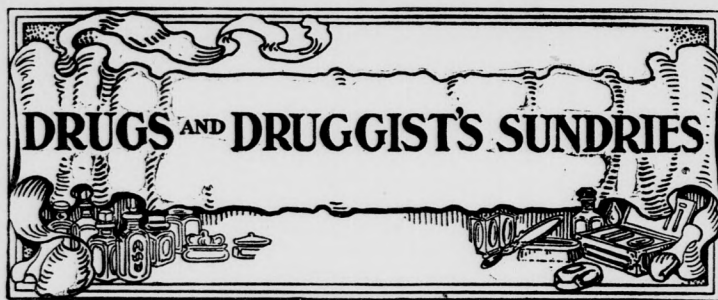
### BUSINESS CHANCES.

\$500 buys dry goods, invoicing \$1,250. Price very cheap for quick sale. Ralph G. Clement, Colon, Mich. 681

Will buy, for spot cash, stock clothing, shoes or general stock. Want location. Address Lock Box 143, Station D, St. Joseph, Mo. 680

For Sale—A nice clean grocery and meat market in town of about 2,000 on the C. R. & L. R. R. Can reduce stock to suit buyer. Call quick or someone else will get ahead. Address No. 679, care Tradesman. 679

For Sale—A stock of hardware, inventory about \$5,000. Is located in a flourishing Holland settlement. A good chance to purchase a well-established business. Good reasons for selling. Address Wm. F. Seyffardt, Trustee, Saginaw, Mich. 678



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

Michigan State Pharmaceutical Association.  
President—Henry Riechel, Grand Rapids.  
First Vice-President—F. E. Thatcher, Ravenna.

Second Vice-President—E. E. Miller, Traverse City.  
Secretary—Von W. Furniss, Nashville.  
Treasurer—Ed. Varnum, Jonesville.  
Executive Committee—D. D. Alton, Fremont; Ed. W. Austin, Midland; C. S. Koon, Muskegon; R. W. Cochrane, Kalamazoo; D. G. Look, Lowell; Grant Stevens, Detroit.

Michigan Pharmaceutical Travelers' Association.  
President—F. W. Kerr, Detroit.  
Secretary—Treasurer—W. S. Lawton, Grand Rapids.

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

#### Drug Store Loafers Killed a Good Business.

Facing business ruin after three years of my biggest efforts, I am looking back on the causes which led me to my present position; I am endeavoring to determine how I pulled down the edifice I strove so hard to build. Fixing the blame on myself, it all happened because I was too considerate of others. Fixing the blame where it really belongs, my ruin has been due to the American curse of "having some place to loaf." My place was selected as the spot for my neighborhood, and as a result I have suffered.

Not that I will not get up again, for I will. I have learned my lesson now and when the next attempt comes I will know exactly how to proceed. A man with ambition and pluck always pulls out of the tight places, but I must admit that the pulling appears to be a tough problem.

But this concerns the past, not the future. Three years ago, after many a long struggle of saving and after many a tight little investment, I found myself possessed of the money necessary to the bringing about of my dream—a drug store. Not an ordinary drug store, but one that would be a credit to the neighborhood. Everything should be of the best, every fixture should be pleasing; the service should be the best obtainable. I found the neighborhood I desired. I procured my building and began business.

From the first there was a rush of trade, and for the first six months it seemed that my dream was going to make me rich in a small way. The people in the neighborhood bought of me, the physicians sent me their prescriptions, and the future was rosy. Then began the change.

Becomes Popular Meeting Place.

At first it was only one or two of the younger fellows—and a part of the neighborhood wasn't the best in the world—who began to make my store a meeting place at night. Gradually the number grew. They were all fairly decent young fellows, and although they smoked and sat around the soda fountain I did not feel like sending them away. I could see no harm in it.

For when I let the first few congregate I opened the way for all. Soon the number of "regulars" had grown to six, then to eight, then to ten. And about that time I noticed that my trade was dropping away a little. I could not account for it. Another strange little discovery was that the drop in trade was in the little things which women buy—soaps, talcum, and the like.

The "regulars" became more numerous. At night there were always ten or twelve in the store during the course of the evening and invariably four or five sitting around at a time. On Sundays the number was greater. And one Sunday came the crash.

The town in which I had my store was "dry" on Sunday. One day a detective came into the place, showed me his star, and requested that I go down to the station to see the captain. I went. The captain informed me that while I had not been arrested my presence would be desired in police court the next morning. I asked for an explanation. He merely told me that I would find out the next morning. And, of course, the next morning I was there.

What Rumor Did.

"Judge," the captain said when I approached the bar, "this man is not under arrest, but I have merely had him come here so that you can talk to him. Personally and privately we believe that he is selling liquor on Sunday, but we have never been able to prove it. Now —"

"That's a lie!" I broke out.

"Quiet!" ordered the judge. "What is your reason for believing this, captain?"

"Just this," said the officer, "my men have been watching that place for weeks. A nice enough looking place and all that, but just the same there's always a bunch hanging around it. When you see a gang of fellows hanging around a drug store, you can feel pretty sure that there's something going on behind the prescription counter. That's all."

Ten minutes later, white with anger, I was hurrying to my store. But the news had preceded me. Instead of the simple thing that it was the neighborhood had learned that I had been arrested for selling liquor, but that I had managed in some way to escape conviction. The rumor was enough. My trade began dropping away. Now that

I had learned my lesson, I drove away the loafers, but it was too late. My reputation was against me. Within a week my store was failing to pay expenses. A few days ago I closed its doors, having lost everything I had made in the three years of hard work.

Since I have sought a new location, with the little money I have left of the wreck. But this is a rather small town and news travels quickly. I find that I am known everywhere. There is nothing to do but give up my home, go to another city, and start anew. And the whole cause of it has been loafers.

Courtney R. Cooper.

#### Fishing for Praise Costly.

"Jimmy," said the boss to Purcell, city salesman, "do you know that you get mighty tiresome sometimes, and do you know that you are hurting your chances with this firm by a mighty bad little habit?"

"No, I didn't know it," Purcell answered frankly. "What's up?"

The boss smiled. "I believe you will see where I'm right," he said. "The truth of the matter is this: You are always too blamed anxious to get at my inner secrets. In other words, did you ever realize that you come into this office on an average of once or twice a week under some pretext or other and gradually twist the conversation around until you find out how you are getting along and whether or not your work is pleasing?"

"Yes, I guess that's the truth," Purcell answered. "Only I don't see how a man's enthusiasm over his work should be deterring to his prospects."

"Then I'll show you," said the boss. "In the first place, when we compliment you on your work you immediately tell some one else about it, don't you—some one else in the house here? Of course you do. That is human nature. That some one else doesn't realize that you have dragged that compliment out of me and wonders why it is that you get all the bouquets for good work. The natural result is dissatisfaction and the letting down on the part of those who have not been complimented. You see, I can't go around the place here among fifteen or twenty salesmen and be continually telling them that they are the best salesmen in the world. The result would be that inside of three months I would be forced to do one of two things—pay exorbitant salaries or lose my men. That is why your little habit hurts the business."

"Now, where it hurts you is along the same lines. You store up these nice things I am forced to say to you, forgetting the manner of their saying, until you feel like you are worth about twice as much as you are getting. Then you look at your pay envelope, get mad at the firm because you are not drawing a princely salary, go off at a tantrum, and lose perhaps two or three good sales before we get you straightened up. The natural result is that you keep the envelope right where it is because of your irregularities. Do you understand?"

Jimmy Purcell whistled.

"I'm wise, boss," he said at last. "I had been wondering what was wrong with me. Now I know. The next time I get a compliment on my work it will

be when you hunt me out, lasso me, hog tie me, throw me down, and pour it into my resisting ears. I guess that's fair enough, isn't it?"

"I guess it is," the boss replied. "And if you keep to that, Jimmy, you will be at the head of the list inside a year."

Jimmy Purcell grinned as he turned his hand on the doorknob. "There you go, throwing compliments without my asking for them," he said. "Anyway, here's for the tryout."

#### Holy City Garden Suburb.

The Jewish population of Jerusalem has increased from about 10,000 to not less than 50,000 out of a total of 90,000, including people of other races. Religious organizations beside the Jewish have built fine mansions, but nobody has done much for the improvement of housing or laying out suburbs, the result being rows of wretched slums between the great stone churches and other costly buildings. Now, however, a practical scheme for extending the philanthropy of Sir Moses Montefiore, to wards which some \$50,000 was collected in England as a memorial, has been established. This has been expended in the erection of suitable buildings for the poor, five suburban colonies having been established with from sixty to seventy houses each, the newest costing not less than \$1,000 each. Now a new project has been started in England of forming a new garden suburb outside Jerusalem in which the houses can be let to the better class artisans who can afford a rent of \$40 or \$50 a year. The half acre of ground and the house thereon is estimated to cost not over \$1,000 in all. The garden can be planted with figs, olives, and garden produce, from the sale of which the occupant can make a little income.

#### Recording Finger Prints.

Hitherto it has been customary in following up criminal clues, to make a permanent record of finger prints by photographic means. This method, however, has a number of obvious disadvantages. Thus, for example, cases arise in which the finger print to be recorded is not accessible to an ordinary camera. Or again it may be located upon some rounded surface which cannot be properly focused. Dr. Heindl describes one or two new methods which overcome these difficulties. The first method consists in dusting the impression—which is always more or less greasy—with some colored powder, and then pressing against it a paper treated with a mixture of fifty grams wax, fifty grams paraffin, and twenty drops of glycerine. An excellent inverted copy is thus obtained, and as the paper is entirely flexible any kind of a surface can be thus treated. The second method makes use of photographic gelatine paper in place of that prepared as above.

#### A Timely Tip.

Bessie—Would you marry him if you were me?

Tessie—I'd marry anybody who asked me, if I were you.

Bind together your spare hours by the cord of some definite purpose and you know not how much you may accomplish. A man is commonly either made or marred for life by the use he makes of his leisure time.—Jeremy Taylor.



## WHOLESALE DRUG PRICE CURRENT

Acids			Cubebs	@ 4 50	Digitalis	@ 60
Acetic	6 @ 8		Erigeron	@ 2 50	Gentian	@ 60
Boric	10 @ 15		Eucalyptus	75 @ 85	Ginger	@ 60
Carbolic	24 @ 28		Hemlock, pure	@ 1 00	Gualac	@ 80
Citric	45 @ 50		Juniper Berries	@ 1 25	Gualac Ammon.	@ 70
Muriatic	1 1/4 @ 5		Juniper Wood	40 @ 50	Iodine	@ 1 00
Nitric	5 1/2 @ 10		Lard, extra	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic	13 @ 16		Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/4 @ 5		Lavender Flowers	@ 4 00	Iron, clo	@ 60
Tartaric	38 @ 42		Lavender Garden	85 @ 1 00	Kino	@ 75
Ammonia			Lemon	2 75 @ 3 00	Myrrh	@ 60
Water 26 deg.	6 1/2 @ 10		Linseed, boiled bbl	@ 45	Nux Vomica	@ 50
Water 18 deg.	4 1/4 @ 8		Linseed, raw less	48 @ 52	Opium	@ 2 00
Water 14 deg.	3 1/4 @ 6		Linseed, boiled less	49 @ 53	Opium Camph.	@ 75
Carbonate	13 @ 16		Mustard, true	50 @ 60	Opium, Deodor'd	@ 25
Chloride	12 @ 15		Mustard, artif'l	2 75 @ 3 00	Rhubarb	@ 75
Balsams			Neatsfoot	80 @ 85		
Copaiba	70 @ 75		Olive, pure	2 50 @ 3 50		
Fir (Canada)	1 00		Olive, Malaga,	1 60 @ 1 75		
Fir (Oregon)	25 @ 35		Olive, Malaga,	1 50 @ 1 65		
Peru	2 40 @ 2 40		Orange, sweet	3 50 @ 4 00		
Tolu	1 25 @ 1 40		Organum, pure	1 25 @ 1 50		
Berries			Organum, com'l	50 @ 75		
Cubeb	65 @ 75		Pennyroyal	2 25 @ 2 50		
Fish	15 @ 20		Peppermint	@ 3 75		
Juniper	6 @ 10		Rose, pure	16 00 @ 18 00		
Prickley Ash	40 @ 50		Rosemary Flowers	90 @ 1 00		
Barks			Sandalwood, B. I.	25 @ 60		
Cassia (ordinary)	25		Sassafras, true	80 @ 90		
Cassia (Saigon)	65 @ 75		Sassafras, artif'l	45 @ 50		
Elm (powd. 25c)	25 @ 30		Spearment	6 00 @ 6 50		
Sassafras (pow. 30c)	@ 25		Sperm	90 @ 1 00		
Soap (powd. 25c)	@ 15		Tansy	4 75 @ 5 00		
Extracts			Tar, USP	25 @ 35		
Licorice	24 @ 28		Turpentine, bbls.	@ 4 1/2		
Licorice powdered	25 @ 30		Turpentine, less	50 @ 55		
Flowers			Wintergreen, true	@ 5 00		
Arnica	18 @ 25		Wintergreen, sweet	2 00 @ 2 25		
Chamomile (Ger.)	25 @ 35		Wintergreen, art'l	50 @ 60		
Chamomile (Rom.)	40 @ 50		Wormseed	@ 6 00		
Gums			Wormwood	@ 8 00		
Acacia, 1st	40 @ 50					
Acacia, 2nd	35 @ 40					
Acacia, 3d	30 @ 35					
Acacia, Sorts	@ 20					
Acacia, Powdered	35 @ 40					
Aloes (Barb. Pow.)	22 @ 25					
Aloes (Cape Pow.)	20 @ 25					
Aloes (Soc. Powd.)	40 @ 50					
Asafoetida	1 00 @ 1 25					
Asafoetida, Powd.	@ 1 50					
Pure	@ 2 00					
U. S. P. Powd.	55 @ 60					
Camphor	35 @ 40					
Gualac	40 @ 50					
Gualac, Powdered	@ 40					
Kino	45 @ 50					
Kino, Powdered	@ 45					
Myrrh	@ 40					
Myrrh, Powdered	@ 50					
Opium	8 00 @ 8 25					
Opium, Powd.	9 00 @ 9 25					
Opium, Gran.	9 25 @ 9 45					
Shellac	25 @ 30					
Shellac, Bleached	30 @ 35					
Tragacanth	1 00 @ 1 25					
Tragacanth, Pow	60 @ 75					
Turpentine	10 @ 15					
Leaves						
Buchu	1 85 @ 2 00					
Buchu, Powd.	2 00 @ 2 25					
Sage, bulk	18 @ 25					
Sage, 1/2s Loose	20 @ 25					
Sage, Powdered	25 @ 30					
Senna, Alex.	25 @ 30					
Senna, Tinn.	15 @ 20					
Senna, Tinn, Pow.	20 @ 25					
Uva Ursi	10 @ 15					
Oils						
Almonds, Bitter, true	6 00 @ 6 50					
Almond, Bitter, artificial	@ 1 75					
Almonds, Sweet, true	80 @ 1 00					
Almond, Sweet, Imitation	40 @ 50					
Amber, crude	25 @ 30					
Amber rectified	40 @ 50					
Anise	2 00 @ 2 25					
Bergamot	@ 8 00					
Cajeput	@ 75					
Cassia	1 50 @ 1 75					
Castor, bbls. and cans	12 1/2 @ 15					
Cedar Leaf	@ 85					
Citronella	@ 60					
Cloves	1 65 @ 1 75					
Cocoonut	18 @ 20					
Cod Liver	1 00 @ 1 25					
Cotton Seed	70 @ 85					
Croton	@ 1 60					
Potassium						
Bicarbonate	15 @ 18					
Bichromate	13 @ 16					
Bromide	40 @ 50					
Carbonate	12 @ 15					
Chlorate, xtal and powdered	12 @ 16					
Chlorate, granular	16 @ 20					
Cyanide	30 @ 40					
Iodide	2 85 @ 2 90					
Permanganate	15 @ 30					
Prussiate yellow	30 @ 35					
Prussiate, red	50 @ 60					
Sulphate	15 @ 20					
Roots						
Alkanet	15 @ 20					
Blood, powdered	20 @ 25					
Calamus	35 @ 40					
Elecampane, powd	15 @ 20					
Gentian, powd.	12 @ 15					
Ginger, African, powdered	15 @ 20					
Ginger, Jamaica	20 @ 25					
Ginger, Jamaica, powdered	22 @ 28					
Golden seal, powd.	@ 6 50					
Ipecac, powd.	2 75 @ 3 00					
Licorice	12 @ 15					
Licorice, powd.	12 @ 15					
Orris, powdered	20 @ 25					
Poke, powdered	20 @ 25					
Rhubarb	75 @ 1 00					
Rhubarb, powd.	75 @ 1 25					
Rosinweed, powd.	25 @ 30					
Sarsaparilla, Hond.	@ 45					
Sarsaparilla Mexican, ground	25 @ 30					
Squills	20 @ 25					
Squills, powdered	40 @ 60					
Turmeric, powd.	12 @ 15					
Valerian, powd.	25 @ 30					
Seeds						
Anise	15 @ 20					
Anise, powdered	22 @ 25					
Bird, ls	7 @ 8					
Canary	6 @ 8					
Caraway	12 @ 15					
Cardamon	1 60 @ 1 75					
Celery	35 @ 40					
Coriander	10 @ 12					
Dill	18 @ 20					
Fennel	@ 30					
Flax	4 1/2 @ 10					
Flax, ground	4 1/2 @ 10					
Foenugreek, pow.	@ 10					
Hemp	@ 7					
Lobelia	@ 50					
Mustard, yellow	@ 12					
Mustard, black	@ 12					
Mustard, powd.	20 @ 25					
Poppy	15 @ 20					
Quince	@ 1 00					
Rape	@ 10					
Sabadilla	25 @ 30					
Sabadilla, powd.	35 @ 45					
Sandflower	@ 8					
Worm American	15 @ 20					
Worm Levant	30 @ 35					
Tinctures						
Aconite	@ 60					
Aloes	@ 60					
Arnica	@ 60					
Asafoetida	@ 1 00					
Belladonna	@ 60					
Benzoil	@ 70					
Benzoil Compound	@ 75					
Buchu	@ 90					
Cantharides	@ 75					
Capsicum	@ 60					
Cardamon	@ 75					
Cardamon, Comp.	@ 75					
Catechu	@ 60					
Cinchona	@ 60					
Colchicum	@ 60					
Cubebs	@ 75					
Paints						
Lead, red, dry	7 1/2 @ 10					
Lead, white dry	7 1/2 @ 10					
Lead, white oil	7 1/2 @ 10					
Ochre, yellow bbl	1 1/2 @ 5					
Ochre, yellow less	2 1/2 @ 5					
Putty	2 1/2 @ 5					
Red Venetian bbl	1 1/2 @ 5					
Red Venetian, less	2 @ 5					
Shak, Prepared	50 @ 1 00					
Vermillion, Eng.	90 @ 1 00					
Vermillion, Amer.	15 @ 20					
Whiting, bbl.	1 @ 1 1/2					
Whiting	2 @ 5					
Insecticides						
Arsenic	6 @ 10					
Blue Vitrol, bbl.	@ 6 1/2					
Blue Vitrol less	7 @ 10					
Bordeaux Mix Pst	8 @ 15					
Hellebore, white	15 @ 20					
Insect Powder	20 @ 35					
Lead Arsenate	8 @ 16					
Lime & Sulphur	15 @ 25					
Solution, gal	15 @ 25					
Paris Green	15 @ 20					
Miscellaneous						
Acetanalid	30 @ 35					
Alum	3 @ 5					
Alum, powdered and ground	5 @ 7					
Bismuth Subnitrate	2 10 @ 2 25					
Borax xtal or powdered	6 @ 12					
Cantharides powd.	@ 1 25					
Calomel	1 25 @ 1 35					
Capsicum	20 @ 25					
Carmine	@ 3 50					
Cassia Buds	@ 40					
Cloves	25 @ 30					
Chalk Prepared	8 @ 8 1/2					
Chalk Precipitated	7 @ 10					
Chloroform	38 @ 48					
Chloral Hydrate	1 25 @ 1 45					
Cocaine	4 15 @ 4 35					
Cocoa Butter	50 @ 60					
Corks, list, less 70%	@ 85					
Copraas bbls cwt	@ 2 50					
Copperas, less	@ 2 50					
Copperas, Powd.	4 @ 6					
Corrosive Sublim.	1 25 @ 1 40					
Cream Tartar	25 @ 35					
Cuttlebone	25 @ 35					
Dextrine	7 @ 10					
Dover's Powder	2 00 @ 2 25					
Emery, all Nos.	6 @ 10					
Emery, powdered	5 @ 8					
Epsom Salts, bbls	@ 1 1/2					
Epsom Salts, less 2 1/2 @	5 @ 10					
Ergot	1 50 @ 1 75					
Ergot, powdered	1 80 @ 2 00					
Flake White	12 @ 15					
Formaldehyde lb.	12 @ 15					
Gambier	@ 10					
Gelatine	35 @ 45					
Glassware, full cases	80%					
Glauber Salts	70 @ 10%					
Glauber Salts bbl.	@ 1 1/2					
Glauber Salts less	2 @ 5					
Glue, brown	11 @ 15					
Glue, brown grd	10 @ 15					
Glue, white</						

## GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Chocolate	Flour
Cocoa	Gran. Meal
Corn Syrup	Hay
Dried Lima Beans	Provisions
Shelled Nuts	
Wheat	

## Index to Markets

By Columns	1	2
Ammonia	12 oz. ovals 2 doz. box 75	Little Neck, 1 lb. @1 00
Axle Grease	1 lb. tin boxes, 3 doz. 2 35	Little Neck, 1 lb. @1 50
Baked Beans	1 lb. tin boxes, 2 doz. 4 25	Clams
Bath Brick	10 lb. pails, per doz. 6 00	Clam Bouillon
Bluing	15 lb. pails, per doz. 7 20	Burnham's, 1/2 pt. 2 25
Breakfast Food	25 lb. pails, per doz. 12 00	Burnham's, pts. 3 75
Brooms		Burnham's qts. 7 50
Brushes		Corn
Butter Color		Fair 75 @ 90
Candles		Good 1 00 @ 1 10
Canned Goods		Fancy @1 30
Carbon Oils		French Peas
Catsup		Mombadon (Natural)
Cheese		per doz. 2 45
Chewing Gum		Gooseberries
Chicory		No. 2, Fair 1 50
Chocolate		No. 2, Fancy 2 25
Clothes Lines		Hominy
Cocoa		Standard 85
Cocanut		Lobster
Coffee		1 lb. 2 50
Confections		1/2 lb. 4 25
Cracked Wheat		Picnic Tails 2 75
Crackers		Mackerel
Cream Tartar		Mustard, 1 lb. 1 80
Dried Fruits		Mustard, 2 lb. 2 80
Farinaceous Goods		Mustard, 1 1/2 lb. 1 60
Fishing Tackle		Soused, 2 lb. 2 75
Flavoring Extracts		Tomato, 1 lb. 1 50
Flour and Feed		Tomato, 2 lb. 2 80
Fruit Jars		Mushrooms
Gelatine		Hotels @ 15
Grain Bags		Buttons, 1/2 s. @ 14
Herbs		Buttons, 1 s. @ 25
Hides and Pelts		Oysters
Horse Radish		Cove, 1 lb. 90 @
Jelly		Cove, 2 lb. 1 60 @
Jelly Glasses		Plums
Mapleine		Plums 90 @ 1 35
Mince Meat		Pears in Syrup
Molasses		No. 3 cans, per doz. 1 50
Mustard		Peas
Nuts		Marrowfat @ 15
Olives		Early June @ 1 25
Pickles		Early June sifted 1 45 @ 1 55
Pipes		Peaches
Playing Cards		Pie 90 @ 1 25
Potash		No. 10 size can pie @ 25
Provisions		Pineapple
Rice		Grated 1 75 @ 2 10
Roller Oats		Sliced 90 @ 2 60
Salad Dressing		Pumpkin
Saleratus		Fair 80
Sal Soda		Good 90
Salt		Fancy 1 60
Salt Fish		Gallon 2 15
Seeds		Raspberries
Shoe Blacking		Standard @
Snuff		Warrens, 1 lb. Flat 2 40
Soap		Warrens, 1 lb. Flat 2 40
Soda		Red Alaska 1 65 @ 1 75
Spices		Pink Alaska 1 35 @ 1 45
Starch		Sardines
Syrups		Domestic, 1/2 s. 2 75
Table Sauces		Domestic, 3/4 Mustard 2 75
Tea		Domestic, 1/2 s. 7 @ 14
Tobacco		French, 1/2 s. 18 @ 23
Twine		Shrimps
Vinegar		Dunbar, 1st. doz. 1 20
Wicking		Dunbar, 1 1/2 doz. 2 25
Woodenware		Succotash
Wrapping Paper		Fair 90
Yeast Cake		Good 1 20

3	4	5
Adams Black Jack	Extract	Sweet Goods
Adams Sappot	Holland, 1/2 gro boxes 95	Animals 10
Beeman's Pepsin	Felix, 1/2 gross 1 15	Armada Cakes 8
Chiclets	Hummel's foil, 1/2 gro. 85	Atlantics 12
Colgan Violet Chips	Hummel's tin, 1/2 gro. 1 43	Atlantics Assorted 12
Colgan Mint Chips	CONFECTIONS	Avena Fruit Cakes 12
Dentyne	Stick Candy	Bonnie Doon Cookies 10
Flag Spruce	Standard 8 1/2	Bonnie Lassies 10
Juicy Fruit	Standard H H 8 1/2	Brittle Fingers 10
Red Robin	Standard Twist 9	Bumble Bee 10
Sen Sen (Jars 80 pkgs.)	Cases	Cameo Biscuit, cans 25
Spearment, Wrigleys	Jumbo, 32 lb. 9	Cameo Biscuit Asstd
Spearment, 5 box jars 2 75	Extra H H 11	cans 25
Spearment, 3 box jars 1 65	Boston Cream 14	Cameo Biscuit Choco-
Trunk Spruce	Big Stick, 30 lb. case 9	late, cans 25
Yucatan	Mixed Candy	Cartwheels Assorted 8 1/2
Zeno	Grocers 7	Cecilia Biscuit 16
5 boxes one kind, 3c per box less.	X L O 7 1/2	Chocolate Bar, cans 18
	Special 10	Chocolate Drops 17
	Conserve 8 1/2	Chocolate Drp Centers 16
	Royal 8	Choc. Honey Fingers 16
	Ribbon 14	Chocolate Rosettes, on 20
	Broken 8 1/2	Circle Honey Cookies 12
	Cut Loaf 9 1/2	Crackmeal 6
	Leader 8 1/2	Crack Rosettes 20
	Kindergarten 11	Cocanut Taffy Bar 13
	French Cream 9	Cocanut Drops 12
	Hand Made Creams 17	Cocanut Macaroons 18
	Premio Cream, mixed 14	Cocanut Hon. Fingers 12
	Paris Cream Bon Bons 10	Cocanut Hon. Jumb's 12
	Fancy-In Pails	Coffee Cakes, Plain 11
	Gypsy Hearts 15	Coffee Cakes, Iced 12
	Coco Bon Bons 14	Crumpets 10
	Fudge Squares 14	Diana Marshmallow
	Peanut Squares 17	Cakes 16
	Sugared Peanuts 12	Dinner Biscuit 25
	Salted Peanuts 12	Dixie Sugar Cookies 9
	Starlight Kisses 13	Domestic Cakes 8 1/2
	Lozenges, plain 11	Eventide Fingers 16
	Champion Chocolate 12	Extra Wine Biscuit 10
	Eclipse Chocolates 15	Family Cookies 8 1/2
	Eureka Chocolates 16	Fancy Ginger Wafers 12
	Champion Gum Drops 10	Fig Cake Assorted 12
	Anise Squares 10	Fig Newtons 12
	Lemon Sours 10	Fluted Cocanut Bar 11
	Imperial 10	Frosted Creams 8 1/2
	Ital. Cream Bon Bons 12	Frosted Ginger Cookies 8 1/2
	Golden Waffles 14	Fruit Lunch, Iced 10
	Red Rose Gum Drops 10	Gala Sugar Cakes 8 1/2
	Auto Kisses 14	Ginger Gems 8 1/2
	Coffy Toffy 14	Ginger Gems, Iced 9 1/2
	Molasses Mint Kisses 12	Graham Crackers 8
	Fancy-In 5 lb. Boxes	Ginger Snaps Family 8 1/2
	Old Fashioned Molasses Kisses 10 lb. bx. 1 30	Ginger Snaps N. B. C.
	Orange Jellies 60	Round 8
	Lemon Sours 60	Ginger Snaps N. B. C.
	Old Fashioned Horehound drops 60	Square 8 1/2
	Peppermint Drops 70	H. H. Cookies, Sugar
	Champion Choc Drops 65	Plain 8
	H. M. Choc. Lt. and	H. H. Cookies, Sugar
	Dark, No. 12 1 10	Iced 9
	Bitter Sweets, as'd 1 25	Iced 9
	Brilliant Gums, Crys. 60	Household Cookies 8
	A. A. Licorice Drops 1 00	Household Cookies, Iced 9
	Lozenges, printed 65	Household Cookies, Iced 9
	Lozenges, plain 60	Household Cookies, Iced 9
	Imperial 65	Household Cookies, Iced 9
	Mottos 65	Household Cookies, Iced 9
	G. M. Peanut Bar 60	Household Cookies, Iced 9
	Hand Made Crms 80 @ 90	Household Cookies, Iced 9
	Cream Wafers 65	Household Cookies, Iced 9
	String Rock 70	Household Cookies, Iced 9
	Wintergreen Berries 60	Household Cookies, Iced 9
	Pop Corn	Household Cookies, Iced 9
	Cracker Jack 3 25	Household Cookies, Iced 9
	Giggles, 5c pkg. ca. 3 50	Household Cookies, Iced 9
	Oh My 100s 3 50	Household Cookies, Iced 9
	Cough Drops	Household Cookies, Iced 9
	Putnam Mental 1 00	Household Cookies, Iced 9
	Smith Bros. 1 25	Household Cookies, Iced 9
	NUTS—Whole	Household Cookies, Iced 9
	Almonds, Tarragona 18	Household Cookies, Iced 9
	Almonds, Drake 17	Household Cookies, Iced 9
	Almonds, California	Household Cookies, Iced 9
	soft shell 18	Household Cookies, Iced 9
	Brazils 12	Household Cookies, Iced 9
	Filberts 15	Household Cookies, Iced 9
	Cal. No. 1 17 1/2	Household Cookies, Iced 9
	Walnuts, mft shell 17 1/2	Household Cookies, Iced 9
	Walnuts, Marbot 16	Household Cookies, Iced 9
	Table nuts, fancy 16	Household Cookies, Iced 9
	Pecans, medium 16	Household Cookies, Iced 9
	Pecans, ex. large 16	Household Cookies, Iced 9
	Hickory Nuts, per bu. 2 00	Household Cookies, Iced 9
	Ohio 2 00	Household Cookies, Iced 9
	Cocanuts	Household Cookies, Iced 9
	Chestnuts, New York	Household Cookies, Iced 9
	State, per bu. 12	Household Cookies, Iced 9
	Salted Peanuts 12	Household Cookies, Iced 9
	Spanish Peanuts 8 1/2 @ 9	Household Cookies, Iced 9
	Pecan H. lves 7 1/2	Household Cookies, Iced 9
	Walnut Halves 35	Household Cookies, Iced 9
	Filbert Meats 30	Household Cookies, Iced 9
	Alicante Almonds 45	Household Cookies, Iced 9
	Jordan Almonds 50	Household Cookies, Iced 9
	Peanuts	Household Cookies, Iced 9
	Fancy H P Suns 60 @ 6 1/2	Household Cookies, Iced 9
	Roasted 70 @ 7 1/2	Household Cookies, Iced 9
	Choice, raw, H. P. Jum. 60	Household Cookies, Iced 9
	bo. 60	Household Cookies, Iced 9
	CRACKED WHEAT	Household Cookies, Iced 9
	Bulk 3 1/2	Household Cookies, Iced 9
	24 2 lb. pkgs. 2 50	Household Cookies, Iced 9
	CRACKERS	Household Cookies, Iced 9
	National Biscuit Company	Household Cookies, Iced 9
	Butter	Household Cookies, Iced 9
	N. B. C. Sq. bbl. 7 bx. 6 1/2	Household Cookies, Iced 9
	Seymour, Rd. bbl. 7 bx. 6 1/2	Household Cookies, Iced 9
	Soda	Household Cookies, Iced 9
	N. B. C. boxes 6 1/2	Household Cookies, Iced 9
	Premium 7 1/2	Household Cookies, Iced 9
	Select 8 1/2	Household Cookies, Iced 9
	Saratoga Flakes 13	Household Cookies, Iced 9
	Zephyrette 13	Household Cookies, Iced 9
	Salines 13	Household Cookies, Iced 9
	(Formerly Zephyrette)	Household Cookies, Iced 9
	Oyster	Household Cookies, Iced 9
	N. B. C. Picnic boxes 6 1/2	Household Cookies, Iced 9
	Gem. boxes 6 1/2	Household Cookies, Iced 9
	Shell 8	Household Cookies, Iced 9



6
Superba ..... 8 1/2
Triumph Cakes ..... 16
Vanilla Wafers ..... 17
Wafer Jumbles can: 18
Waverly ..... 10

In-er Seal Goods
Albert Biscuit ..... 1.00
Animals ..... 1.00
Arrowroot Biscuit ..... 1.00
Baronet Biscuit ..... 1.00
Brenner's Butter ..... 1.00
Wafers ..... 1.00
Cameo Biscuit ..... 1.00
Cheese Sandwich ..... 1.00
Chocolate Wafers ..... 1.00
Cocoanut Dainties ..... 1.00
Dinner Biscuits ..... 1.00
Faust Oyster Crackers ..... 1.00
Fig Newton ..... 1.00
Five O'clock Tea ..... 1.00
Frotana ..... 1.00
Ginger Snaps, N. B. C. 1.00
Graham Crackers, Red
Label, 10c size ..... 1.00
Graham Crackers, Red
Label, 5c size ..... 50
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
Rykon Biscuit ..... 1.00
Saltine Crackers ..... 1.00
Saratoga Flakes ..... 1.00
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
Unedda Biscuit ..... 1.00
Unedda Jinxer Waffer 1.00
Unedda 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
Fruit Cake ..... 3.00
Cracker Meal ..... 75

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

CREAM CARTAR
Barrels or drums ..... 33
Boxes ..... 36
Square Cans ..... 36
Fancy caddies ..... 41

DRIED FRUITS
Apples
Evapor'd, Choice bulk 7
Evapor'd, Fancy pkg. 8 1/2

Apricots
California ..... 12@14
Citron
Corsican ..... 15

Currents
Imp'd 1 lb. pkg. .... 3 1/2
Imported, bulk ..... 9 1/4
Peaches
Muir's-Choice, 25 lb. b 9
Muir's-Fancy, 25 lb. b 10
Fancy, Peeled, 25 lb. 18

Peel
Lemon, American ..... 12 1/2
Orange, American ..... 12 1/2
Raisins
Cluster, 20 cartons ..... 2.25
Loose Muscatels 3 Cr ..... 5 1/2
Loose Muscatels 4 Cr ..... 6
L. M. Seeded, 1 lb. 7@7 1/2

California Prunes
90-100 25lb. boxes. @ 6
80-90 25lb. boxes. @ 6 1/2
70-80 25lb. boxes. @ 7
60-70 25lb. boxes. @ 7 1/2
50-60 25lb. boxes. @ 8
40-50 25lb. boxes. @ 9

FARINACEOUS GOODS
Beans
Dried Lima ..... 7
Med. Hand Picked ..... 2.45
Brown Holland ..... 2.75

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, 40 lb. box ..... 60
Imported, 25 lb. box ..... 2.50

Pearl Barley
Chester ..... 3.00
Empire ..... 3.75

7
Peas
Green, Wisconsin, bu. 2 30
Green, Scotch, bu. .... 2 25
Split, lb. .... 5
Sago
East India ..... 5
German, sacks ..... 5
German, broken pkg. .... 5

Taploca
Flake, 100 lb. sacks ..... 5
Flake, 130 lb. sacks ..... 5
Pearl, 36 pkgs. .... 2.25
2 in. .... 2
Minute, 36 pkgs. .... 2.75

FISHING TACKLE
No. 1, 10 feet ..... 6
1 1/2 to 2 in. .... 7
1 1/2 to 2 in. .... 7
1 1/2 to 2 in. .... 7
3 in. .... 20

Cotton Lines
No. 1, 10 feet ..... 5
No. 2, 15 feet ..... 7
No. 3, 15 feet ..... 9
No. 4, 15 feet ..... 10
No. 5, 15 feet ..... 11
No. 6, 15 feet ..... 12
No. 7, 15 feet ..... 13
No. 8, 15 feet ..... 14
No. 9, 15 feet ..... 15

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

FLAVORING EXTRACTS
Jennings D C Brand
Terpeness Extract Lemon
No. 1 F Box, per doz. 75
No. 2 F Box, per doz. 90
No. 4 F Box, per doz. 1.75
No. 8 Taper, per doz. 1.75
2 oz. Flat, F M per dz. 1.50
Jennings D C Brand
Extract Mexican Vanilla
No. 1 F Box, per doz. 1.40
No. 2 F Box, per doz. 2.25
No. 4 F Box, per doz. 2.00
No. 8 Taper, per doz. 2.00
2 oz. Flat F M per dz. 2.00

FLOUR AND FEED
Grand Rapids Grain & Milling Co.
Winter Wheat.
Purity Patent ..... 5.70
Seal of Minnesota ..... 4.75
Sunburst ..... 4.75
Wizard Flour ..... 5.40
Wizard Graham ..... 5.60
Wizard Gran. Meal ..... 4.40
Wizard Buckwheat ..... 6.00
Rye ..... 4.40
Valley City Milling Co.
Lily White ..... 5.70
Light Loaf ..... 5.10
Graham ..... 2.30
Granena Health ..... 2.40
Gran. Meal ..... 1.60
Bolited Med. .... 1.50
Voigt Milling Co.
Graham ..... 4.60
Voigt's Crescent ..... 5.50
Voigt's Flourloist ..... 5.50
Voigt's Hygienic ..... 4.60
Voigt's Royal ..... 5.90
Watson-Higgins Milling Co.
Perfection Flour ..... 5.50
Tip Top Flour ..... 5.10
Golden Sheaf Flour ..... 4.80
Marshall's Best Flour 4.85
Worden Grocer Co.
Quaker, paper ..... 5.30
Quaker Buckwheat bbl 5.40
Quaker, Buckwheat, 5.50
Kansas Hard Wheat
Worden Grocer Co.
American Eagle, 1/2s ..... 5.10
American Eagle, 1/4s ..... 5.00
American Eagle, 1/8s ..... 4.90

Spring Wheat.
Golden Horn, family 5.00
Golden Horn, bakers ..... 4.90
Wisconsin Rye ..... 4.00
Judson Grocer Co.
Ceresota, 1/2s ..... 5.50
Ceresota, 1/4s ..... 5.70
Ceresota, 1/8s ..... 5.60
Worden Grocer Co.
Wingold, 1/2s cloth ..... 5.40
Wingold, 1/4s cloth ..... 5.30
Wingold 1/2s cloth ..... 5.20
Wingold 1/4s paper ..... 5.25
Wingold's 1/2s paper ..... 5.20
Bakers' Patent ..... 5.05

Wykes & Co.
Sleepy Eye, 1/2s cloth 5.50
Sleepy Eye, 1/4s cloth 5.40
Sleepy Eye, 1/8s cloth 5.30
Sleepy Eye, 1/2s paper 5.30
Sleepy Eye, 1/4s paper 5.30

Meal
Bolited ..... 4.20
Golden Granulated ..... 4.40
Wheat
Red ..... 1.10
White ..... 1.10

Oats
Michigan carlots ..... 36
Less than carlots ..... 33
Corn
Carlots ..... 52
Less than carlots ..... 56
Hay
Carlots ..... 13.00

8
Less than carlots ..... 15.00
Feed.
Street Car Feed ..... 33
No. 1 Corn & Oat Feed 33
Cracked corn ..... 32
Coarse corn meal ..... 32

FRUIT JARS
Mason, pts., per gro. 5.10
Mason, qts., per gro. 5.60
Mason, 1/2 gal. per gro. 7.60
Mason, can tops, gro. 1.40

GELATINE
Cox's, 1 doz. large ..... 1.75
Cox's, 1 doz. small ..... 1.00
Knox's Sparkling, doz. 1.25
Knox's Sparkling, gr. 14.00
Knox's Acidu'd. doz. 1.25
Nelson's ..... 1.50
Oxford ..... 75
Plymouth Rock, Phos. 1.25
Plymouth Rock, Plain 90

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

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

HIDES AND PELTS
Hides
Green, No. 1 ..... 11
Green, No. 2 ..... 10
Cured, No. 1 ..... 12 1/2
Cured, No. 2 ..... 11 1/2
Calfskin, green, No. 1 15
Calfskin, green, No. 2 16
Calfskin, cured, No. 1 16
Calfskin, cured, No. 2 14 1/2

Pelts
Old Wool ..... @ 30
Lambs ..... 50@1.00
Shearings ..... 50@1.00
Tallow
No. 1 ..... @ 5
No. 2 ..... @ 4

Wool
Unwashed, med. @ 20
Unwashed, fine @ 15
HORSE RADISH
Per doz. .... 90

JELLY
5lb. pails, per doz. 12.20
15lb. pails, per pail ..... 48
30lb. pails, per pail ..... 90

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

MAPLEINE
2 oz. bottles, per doz. 3.00
MINCE MEAT
Per case ..... 2.85

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

MUSTARD
1/4 lb. 6 lb. box ..... 16

OLIVES
Bulk, 1 gal. kegs 1.05@1.15
Bulk, 2 gal. kegs 95@1.10
Bulk, 5 gal. kegs 90@1.05
Stuffed, 8 oz. .... 1.35
Stuffed, 14 oz. .... 2.25
Pitted (not stuffed)
14 oz. .... 2.25
Manzanilla, 8 oz. .... 90
Lunch, 10 oz. .... 1.35
Lunch, 16 oz. .... 2.25
Queen, Mammoth, 19 oz. .... 4.25
Queen, Mammoth, 25 oz. .... 5.75
Olive Chow, 2 doz. cs, per doz. .... 2.25

PICKLES
Medium
Barrels, 1,200 count ..... 7.75
Half bbls., 600 count 4.38
5 gallon kegs ..... 2.00
Small
Barrels ..... 9.50
Half barrels ..... 5.25
5 gallon kegs ..... 3.00

Gherkins
Barrels ..... 14.50
Half barrels ..... 7.75
5 gallon kegs ..... 3.00
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 90
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. 1.75
No. 808, Bicycle ..... 2.00
No. 632, Tourn't whist 2.25

POTASH
Babbitt's ..... 4.00
PROVISIONS
Barreled Pork
Clear Back ..... 22.00@23.00

9
Short Cut Clear 21 00@21 50
Bean ..... 19 50@20 00
Brisket, Clear 21 00@22 00
Pig ..... 23 00
Clear Family ..... 26 00

Dry Salt Meats
S-P Bellies ..... 13
Lard
Pure in tierces ..... 11 1/2@12
Compound Lard ..... 8 1/4@8 1/2
80 lb. tubs ..... advance 1/2
60 lb. tubs ..... advance 1/2
50 lb. tins ..... advance 1/2
10 lb. pails ..... advance 1/2
5 lb. pails ..... advance 1/2
8 lb. pails ..... advance 1

Smoked Meats
Hams, 12 lb. av. 15 1/2@16
Hams, 14 lb. av. 15 1/2@16
Hams, 16 lb. av. 14 1/2@15
Hams, 18 lb. av. 14 1/2@15
Skinned Hams ..... 15 1/2@16
Ham, dried beef
sets ..... 20 @20 1/2
California Hams 11 1/2@12
Picnic Balled Hams ..... 15
Bolled Hams ..... 23 @23 1/2
Mince Ham ..... 12 1/2@13
Bacon ..... 16 @16 1/2

SEEDS
Anise ..... 14
Canary, Smyrna ..... 5
Caraway ..... 10
Cardomom, Malabar 1.20
Celery ..... 40
Hemp, Russian ..... 5
Mixed Bird ..... 5
Mustard, white ..... 8
Poppy ..... 16
Rape ..... 6 1/2

SHOE BLACKING
Handy Box, large 3 dz 3.50
Handy Box, small ..... 1.25
Bixby's Royal Polish 85
Miller's Crown Polish 85

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

SODA
Boxes ..... 5 1/2
Kegs, English ..... 4 1/2

SPICES
Whole Spices
Allspice, Jamaica ..... 9
Allspice, large Garden 11
Cloves, Zanzibar ..... 27
Cassia, Canton ..... 14
Cassia, 5c pkg. doz. .25
Ginger, African ..... 9 1/2
Ginger, Cochin ..... 14 1/2
Mace, Penang ..... 70
Mixed, No. 1 ..... 16 1/2
Mixed, No. 2 ..... 10
Mixed, 5c pkgs. doz. .45
Nutmegs, 70-80 ..... 30
Nutmegs, 105-110 ..... 22
Pepper, Black ..... 15
Pepper, White ..... 25
Pepper, Cayenne ..... 22
Paprika, Hungarian ..... 45

Pure Ground in Bulk
Allspice, Jamaica ..... 12
Cloves, Zanzibar ..... 25
Cassia, Canton ..... 18
Ginger, African ..... 12
Mace, Penang ..... 75
Nutmegs, 75-80 ..... 35
Pepper, Black ..... 16
Pepper, White ..... 35
Pepper, Cayenne ..... 24
Paprika, Hungarian ..... 45

ROLLED OATS
Rolled Avena, bbls. .... 4.35
Steel Cut, 100 lb. sks. 2.25
Monarch, bbls. .... 4.10
Monarch, 90 lb. sacks 1.90
Quaker, 18 Regular ..... 1.45
Quaker, 20 Family ..... 4.00

SALAD DRESSING
Columbia, 1/2 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. .... 3.00
Arm and Hammer ..... 3.00
Wyandotte, 100 lbs. .... 3.00

SAL SODA
Granulated, bbls. .... 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 10 1/2 lb. sacks ..... 2.10
56 lb. sacks ..... 2.10
28 lb. sacks ..... 2.00

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

Solar Rock
56 lb. sacks ..... 24
Common
Granulated, Fine ..... 1.05
Medium, Fine ..... 1.10

SALT FISH
Cod
Large, whole, ..... @7 1/2
Small, whole ..... @7
Strips or bricks 7 1/2@10 1/2
Pollock ..... @4 1/2
Halibut
Strips ..... 15
Chunks ..... 16

Holland Herring
Y. M. wh. hoop bbls. 12.00
Y. M. wh. hoop 1/2 bbl. 6.50
Y. M. wh. hoop kegs 72

10
Y. M. wh. hoop Milchers
Kegs ..... 75
Queen, bbls. .... 11.00
Queen, 1/2 bbls. .... 6.15
Queen, Kegs ..... 68

# Special Price Current

12

Scrapple, 5c pkgs. .... 48  
 Sure Shot, 5c 1/2 gro. 5 76  
 Yankee Girl Scrp 2 oz 5 76  
 Pan Handle Scrp 1/4 gr 5 76  
 Peachy Scrap, 5c ... 1 90  
 Union Workman, 2 1/4 6 00

## Smoking

BB Leaf, 2 1/2 & 7 oz. 30  
 BB, 3 1/2 oz. .... 6 00  
 BB, 7 oz. .... 12 00  
 BB, 14 oz. .... 24 00  
 Bagdad, 10c tins .... 11 52  
 Badger, 3 oz. .... 5 04  
 Badger, 7 oz. .... 11 52  
 Banner, 5c .... 5 96  
 Banner, 8 oz. .... 1 60  
 Banner, 16 oz. .... 3 20  
 Belwood Mixture, 10c 94  
 Big Chief, 2 1/2 oz. .... 6 00  
 Big Chief, 16 oz. .... 30  
 Bull Durham, 5c .... 5 90  
 Bull Durham, 10c .... 10 80  
 Bull Durham, 15c .... 18 48  
 Bull Durham, 8 oz. .... 60  
 Bull Durham, 16 oz. .... 6 72  
 Buck Horn, 5c .... 5 76  
 Buck Horn, 10c .... 11 52  
 Briar Pipe, 5c .... 6 00  
 Briar Pipe, 10c .... 12 00  
 Black Swan, 5c .... 5 76  
 Black Swan, 14 oz. .... 3 50  
 Bob White, 5c .... 5 90  
 Brotherhood, 5c .... 5 95  
 Brotherhood, 10c .... 11 00  
 Brotherhood, 16 oz. .... 38  
 Carnival, 5c .... 5 70  
 Carnival, 3 1/2 oz. .... 39  
 Carnival, 16 oz. .... 40  
 Cigar Clip'g Johnson 30  
 Cigar Clip'g Seymour 30  
 Identity, 3 & 16 oz. .... 30  
 Darby Cigar Cuttings 4 50  
 Continental Cubes, 10c 20  
 Corn Cake, 14 oz. .... 2 90  
 Corn Cake, 7 oz. .... 1 45  
 Corn Cake, 5c .... 5 76  
 Cream, 50c pails .... 4 60  
 Cuban Star, 5c foil .... 5 76  
 Cuban Star, 16 oz. pails 3 72  
 Chips, 10c .... 10 20  
 Dills Best, 1 1/2 oz. .... 79  
 Dills Best, 3 1/2 oz. .... 77  
 Dills Best, 16 oz. .... 73  
 Dixie Kid, 1 1/2 foil .... 39  
 Duke's Mix, 5c .... 5 76  
 Duke's Mix, 10c .... 11 52  
 Duke's Cameo, 1 1/2 oz 41  
 Drum, 5c .... 5 90  
 F F A, 3 oz. .... 4 95  
 F F A, 7 oz. .... 11 50  
 Fashion, 5c .... 6 00  
 Fashion, 16 oz. .... 43  
 Five Bros., 5c .... 5 60  
 Five Bros., 10c .... 10 70  
 Five cent cut Plug .... 29  
 F O B 10c .... 11 50  
 Four Roses, 10c .... 96  
 Full Dress, 1 1/2 oz. .... 72  
 Glad Hand, 5c .... 1 44  
 Gold Block, 1 1/2 oz. .... 11 52  
 Gold Block, 10c .... 11 88  
 Gold Star, 16 oz. .... 38  
 Gall & Ax Navy, 5c 5 95  
 Growler, 5c .... 4 42  
 Growler, 10c .... 2 94  
 Growler, 20c .... 1 85  
 Giant, 5c .... 1 55  
 Giant, 16 oz. .... 33  
 Hand Made, 2 1/2 oz. .... 50  
 Hazel Nut, 5c .... 5 76  
 Honey Dew, 1 1/2 oz. .... 40  
 Honey Dew, 10c .... 11 88  
 Hunting, 1 1/2 & 3 1/2 oz. 38  
 I X L, 5c .... 6 10  
 I X L in pails .... 32  
 Just Suits, 10c .... 6 00  
 Just Suits, 10c .... 11 88  
 Kiln Dried, 25c .... 2 45  
 King Bird, 7 oz. .... 25 20  
 King Bird, 3 oz. .... 11 00  
 King Bird, 1 1/2 oz. .... 5 70  
 La Turka, 5c .... 5 76  
 Little Giant, 1 lb. .... 28  
 Lucky Strike, 1 1/2 oz. 94  
 Lucky Strike, 3 oz. .... 10 80  
 Le Redo, 8 & 16 oz. .... 38  
 Myrtle Navy, 10c .... 11 80  
 Myrtle Navy, 5c .... 5 94  
 Maryland Club, 5c .... 50  
 Mayflower, 5c .... 5 76  
 Mayflower, 10c .... 96  
 Mayflower, 20c .... 1 92  
 Nigger Hair, 5c .... 5 94  
 Nigger Hair, 10c .... 10 56  
 Nigger Head, 5c .... 4 96  
 Nigger Head, 10c .... 9 84  
 Noon Hour, 5c .... 1 44  
 Old Colony, 1-12 gro. 11 52  
 Old Mill, 5c .... 5 76  
 Old English Curve 1 1/2 oz 96  
 Old Crop, 5c .... 5 76  
 Old Crop, 25c .... 20  
 P. S., 8 oz. 30 lb. cs. 19  
 P. S., 3 oz. per gro. 5 70  
 Pat Hand, 1 oz. .... 63  
 Patterson Seal, 1 1/2 oz. 48  
 Patterson Seal, 3 oz. .... 96  
 Patterson Seal, 16 oz. 5 00  
 Peerless, 5c .... 5 70  
 Peerless, 10c .... 10 92  
 Peerless, 3 oz. .... 10 20  
 Peerless, 7 oz. .... 23 76  
 Peerless, 14 oz. .... 47 52  
 Plaza, 2 gro. cs. .... 5 76  
 Plow Boy, 5c .... 5 76  
 Plow Boy, 10c .... 11 00  
 Plow Boy, 14 oz. .... 4 50  
 Pedro, 10c .... 11 80  
 Pride of Virginia, 1 1/2 77  
 Pilot, 5c .... 5 76

13

Pilot, 7 oz. doz. .... 1 05  
 Pilot, 14 oz. doz. .... 2 10  
 Prince Albert, 10c .... 96  
 Prince Albert, 8 oz. .... 4 92  
 Prince Albert, 16 oz. .... 8 40  
 Queen Quality, 5c .... 48  
 Rob Roy, 5c foil .... 5 90  
 Rob Roy, 10c gross 10 20  
 Rob Roy, 25c doz. .... 2 10  
 Rob Roy, 50c doz. .... 4 12  
 S. & M., 5c gross .... 5 76  
 S. & M., 14 oz. doz. .... 3 20  
 Soldier Boy, 5c gross 5 95  
 Soldier Boy, 10c .... 10 56  
 Soldier Boy, 1 lb. .... 4 80  
 Sweet Caporal, 1 oz. .... 60  
 Sweet Lotus, 5c .... 6 00  
 Sweet Lotus, 10c .... 12 00  
 Sweet Lotus, per doz. 4 50  
 Sweet Rose, 2 1/2 oz. .... 30  
 Sweet Tip Top, 5c .... 2 08  
 Sweet Tip Top, 3 1/2 oz. 38  
 Sweet Tips, 1 1/2 10 88  
 Sun Cured, 10c .... 11 75  
 Summer Time, 5c .... 5 76  
 Summer Time, 7 oz. .... 1 65  
 Summer Time 14 oz. .... 3 50  
 Standard, 2 oz. .... 5 90  
 Standard, 3 1/2 oz. .... 28  
 Standard, 7 oz. .... 1 68  
 Seal N. C., 1 1/2 cut plug 70  
 Seal N. C., 1 1/2 Gran 63  
 Three Feathers, 1 oz. .... 63  
 Three Feathers, 10c 10 20  
 Three Feathers and  
 Pipe combination .... 2 25  
 Tom & Jerry, 14 oz. .... 3 60  
 Tom & Jerry, 7 oz. .... 1 80  
 Tom & Jerry, 3 oz. .... 8 75  
 Trout Line, 5c .... 5 95  
 Trout Line, 10c .... 10 80  
 Turkish, Patrol, 2-9 5 76  
 Tuxedo, 1 oz. bags .... 48  
 Tuxedo, 2 oz. tins .... 96  
 Tuxedo, 4 oz. cart .... 64  
 Tuxedo, 16 oz. tins .... 64  
 Twin Oaks, 10c .... 94  
 Union Leader, 50c .... 5 06  
 Union Leader, 25c .... 2 55  
 Union Leader, 10c .... 1 10  
 Union Leader, 5c .... 5 95  
 Union Workman, 1 1/2 5 76  
 Uncle Sam, 10c .... 10 80  
 Uncle Sam, 8 oz. .... 2 20  
 U. S. Marine, 5c .... 6 00  
 Van Bibber, 2 oz. tin 88  
 Velvet, 5c pouch .... 1 44  
 Velvet, 10c tin .... 1 92  
 Velvet, 8 oz tin .... 3 84  
 Velvet, 16 oz. can .... 7 68  
 Velvet, combination of 5 75  
 War Path, 5c .... 5 95  
 War Path, 8 oz. .... 1 60  
 Wave Line, 3 oz. .... 40  
 Wave Line, 16 oz. .... 40  
 Way up, 2 1/2 oz. .... 5 75  
 Way up, 16 oz. pails 31  
 Wild Fruit, 5c .... 5 76  
 Wild Fruit, 10c .... 11 52  
 Yum Yum, 5c .... 6 00  
 Yum Yum, 10c .... 11 52  
 Yum Yum, 1 lb., doz. 4 80

## TWINE

Cotton, 3 ply .... 22  
 Cotton, 4 ply .... 22  
 Jute, 2 ply .... 14  
 Hemp, 6 ply .... 13  
 Flax, medium .... 24  
 Wool, 1 lb. bales .... 6

## VINEGAR

White Wine, 40 grain 8 1/2  
 White Wine, 80 grain 11 1/2  
 White Wine, 100 grain 13  
 Oakland Vinegar & Pickle  
 Co.'s Brands.  
 Highland apple cider .18  
 Oakland apple cider .14  
 State Seal sugar .12  
 Oakland white pickling 10  
 Packages free.

## WICKING

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

## WOODENWARE

Baskets  
 Bushels, wide band .... 1 00  
 Bushels, wide band .... 1 15  
 Market .... 40  
 Splint, large .... 3 50  
 Splint, medium .... 3 00  
 Splint, small .... 2 75  
 Willow Clothes, large 2 25  
 Willow Clothes, small 6 25  
 Willow Clothes, me'm 7 25  
 Butter Plates  
 Ovals.  
 1/4 lb., 250 in crate .... 30  
 1/2 lb., 250 in crate .... 30  
 1 lb., 250 in crate .... 35  
 2 lb., 250 in crate .... 45  
 3 lb., 250 in crate .... 65  
 5 lb., 250 in crate .... 85  
 Wire End.  
 1 lb., 250 in crate .... 35  
 2 lb., 250 in crate .... 45  
 3 lb., 250 in crate .... 55  
 5 lb., 250 in crate .... 65  
 Churns  
 Barrel, 5 gal., each .... 2 40  
 Barrel, 16 gal., each .... 2 55  
 Clothes Pins  
 Round Head.  
 4 inch, 5 gross .... 50

14

4 1/2 inch, 5 gross .... 55  
 Cartons, 20 2 1/2 doz bxs. 60  
 Egg Crates and Fillers  
 Humpty Dumpty, 12 dz. 20  
 No. 1, complete .... 40  
 No. 2, complete .... 28  
 Case No. 2, fillers, 15  
 sets ..... 1 35  
 Case, medium, 12 sets 1 15  
 Faucets  
 Cork lined, 8 in. .... 70  
 Cork lined, 9 in. .... 80  
 Cork lined, 10 in. .... 90  
 Mop Sticks  
 Trojan spring .... 90  
 Eclipse patent spring 85  
 No. 1 common .... 80  
 No. 2 pat. brush holder 85  
 Ideal No. 7 .... 85  
 12 lb. cotton mop heads 1 45  
 Pails  
 2-hoop Standard .... 2 00  
 3-hoop Standard .... 2 35  
 2-wire Cable .... 2 10  
 Cedar all red brass .1 25  
 3-wire Cable .... 2 30  
 Paper Eureka .... 2 25  
 Fibre .... 2 40  
 10 qt. Galvanized .... 1 70  
 12 qt. Galvanized .... 1 90  
 14 qt. Galvanized .... 2 10  
 Toothpicks  
 Birch, 100 packages .... 2 00  
 Ideal .... 85  
 Traps  
 Mouse, wood, 2 holes 22  
 Mouse, wood, 4 holes 45  
 Mouse, wood, 6 holes 70  
 Mouse, tin, 5 holes .... 65  
 Rat, wood .... 80  
 Rat, spring .... 75  
 Tubs  
 20-in. Standard, No. 1 7 50  
 18-in. Standard, No. 2 6 50  
 16-in. Standard, No. 3 5 50  
 20-in. Cable, No. 1 .... 8 00  
 18-in. Cable, No. 2 .... 7 00  
 16-in. Cable, No. 3 .... 6 00  
 No. 1 Fibre .... 9 25  
 No. 2 Fibre .... 9 25  
 No. 3 Fibre .... 9 25  
 Large Galvanized .... 5 75  
 Medium Galvanized .... 5 00  
 Small Galvanized .... 4 25  
 Washboards  
 Bronze Globe .... 2 50  
 Dewey .... 1 75  
 Double Acme .... 3 75  
 Single Acme .... 3 75  
 Double Peerless .... 3 75  
 Single Peerless .... 3 75  
 Northern Queen .... 3 25  
 Double Duplex .... 3 25  
 Good Luck .... 2 75  
 Universal .... 3 15  
 Window Cleaners  
 12 in. .... 1 65  
 14 in. .... 1 85  
 16 in. .... 2 30  
 Wood Bowls  
 13 in. Butter .... 1 50  
 15 in. Butter .... 2 00  
 17 in. Butter .... 2 50  
 19 in. Butter .... 3 00  
 Assorted, 13-15-17 .... 3 00  
 Assorted, 15-17-19 .... 4 25  
 WRAPPING PAPER  
 Common Straw .... 2  
 Fibre Manila, white .... 3  
 Fibre Manila, colored 4  
 No. 1 Manila .... 4  
 Cream Manila .... 3  
 Butchers' Manila .... 2 1/2  
 Wax Butter, short c't 13  
 Wax Butter, full count 20  
 Wax Butter, rolls .... 19  
 YEAST CAKE  
 Magic, 3 doz. .... 1 15  
 Sunlight, 3 doz. .... 1 00  
 Sunlight, 1 1/2 doz. .... 50  
 Yeast Foam, 3 doz. .... 1 15  
 Yeast Cream, 3 doz. .... 1 00  
 Yeast Foam, 1 1/2 doz. 58  
 AXLE GREASE  
 MICA  
 AXLE GREASE  
 STANDARD OIL COMPANY  
 INCORPORATED  
 1 lb. boxes, per gross 9 00  
 3 lb. boxes, per gross 24 00  
 BAKING POWDER  
 Royal  
 10c size .. 90  
 1/4 lb. cans 1 35  
 6 oz. cans 1 90  
 1/2 lb. cans 2 50  
 3/4 lb. cans 3 75  
 1 lb. cans 4 80  
 3 lb. cans 13 00  
 5 lb. cans 21 50

15

CIGARS  
 Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots .... 21  
 El Portana .... 32  
 Evening Press .... 32  
 Exemplar .... 32  
 Worden Grocer Co. Brand  
 Ben Hur  
 Perfection .... 35  
 Perfection Extras .... 35  
 Londres .... 35  
 Londres Grand .... 35  
 Standard .... 35  
 Puritanos .... 35  
 Panatellas, Finas .... 35  
 Panatellas, Bock .... 35  
 Jockey Club .... 35

## Old Master Coffee



Old Master ..... 33  
 San Marto. ....  
 Pilot. ....

TEA  
 Royal Garden 1/2, 1/4 and 1 lb. 40  
 THE BOUR CO.  
 TOLEDO, O.

COFFEE  
 Roasted  
 Dwinell-Wright Co.'s B'ds



White House, 1 lb. ....  
 White House, 2 lb. ....

16

Excelsior, Blend, 1 lb. ....  
 Excelsior, Blend, 2 lb. ....  
 Tip Top, Blend, 1 lb. ....  
 Royal Blend .....  
 Royal High Grade .....  
 Superior Blend .....  
 Boston Combination .....  
 Distributed by Judson  
 Grocer Co., Grand Rapids;  
 Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo.

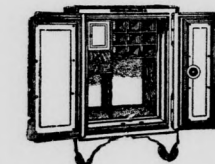
COCOANUT  
 Baker's Brazil Shredded



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



SAFES  
 Full line of fire and burglar proof safes kept in



stock by the Tradesman  
 Company. Thirty-five sizes  
 and styles on hand at all

17

times—twice as many safes  
 as are carried by any other  
 house in the State. If you  
 are unable to visit Grand  
 Rapids and inspect the  
 line personally, write for  
 quotations.

## SOAP

Lautz Bros. & Co.  
 Acme, 30 bars, 75 lbs. 4 00  
 Acme, 25 bars, 75 lbs. 4 00  
 Acme, 25 bars, 75 lbs. 3 80  
 Acme, 100 cakes .... 3 00  
 Big Master, 100 blocks 4 00  
 German Mottled .... 3 15  
 German Mottled, 5 bx 3 15  
 German Mottled 10 bx 3 10  
 German Mottled 25 bx 3 05  
 Marseilles, 100 cakes .6 00  
 Marseilles, 100 cks 5c 4 00  
 Marseilles, 100 ck toll 4 00  
 Marseilles, 1/2 box toll 2 10  
 Proctor & Gamble Co.  
 Lenox ..... 3 00  
 Ivory, 6 oz. .... 4 00  
 Ivory, 10 oz. .... 6 75  
 Star ..... 3 85  
 Tradesman Co.'s Brand  
 Black Hawk, one box 2 50  
 Black Hawk, five bxs 2 40  
 Black Hawk, ten bxs 2 25

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

Soap Powders  
 Snow Boy, 24s family  
 size ..... 3 75

Snow Boy, 60 5c .... 2 40  
 Snow Boy, 100 5c .... 3 75  
 Gold Dust, 24 large .... 4 50  
 Gold Dust, 100-5c .... 4 00  
 Karkoline, 24 4lb. .... 3 80  
 Pearlina ..... 3 75  
 Soapine ..... 4 00  
 Baubitt's 1776 ..... 3 75  
 Roseline ..... 3 59  
 Armour's ..... 3 70  
 Wisdom ..... 3 80

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

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



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

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

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

Write Dept. Y.

**American Seating Company**

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK BOSTON

PHILADELPHIA

**Use Tradesman Coupons**



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—Established city drug business. Annual sales run \$8,000 or better. New stock and fixtures. Good reason for selling. Address Drugs, care Tradesman. 677

Mr. Merchant—Clean out your store and send your odds and ends to the Reedsburg Auction House. We will buy them for cash if cheap, or sell them for you on commission. Also turn into cash very quickly stocks of merchandise anywhere in the U. S. or Canada by the auction methods. Best service guaranteed. Speak English and German. For dates and information address The Reedsburg Auction House, Reedsburg, Wis. 675

For Sale or Trade—A splendid business proposition. I have a general store and lumber yard, located on main line Southern Pacific R. R., 60 miles west of Houston. Will take part in trade, if you have well-improved 40 or 60 acres worth the money. Good schools, churches and farming community. No residence property goes with trade. Fine climate. If you want to make an investment that will pay you a good profit, address Lee Hart, Lissie, Wharton Co., Texas. 674

Imitation Bank Notes—Your advertisement neatly printed on 1,000, \$3.50; express prepaid. Quantities cheaper. Federal Book Co., Washington, D. C. 673

For Sale—First-class grocery and meat market in one of the best towns in Michigan. Leaving on account of sickness. Will sell at inventory. Address Box 214, Yale, Mich. 672

For Exchange—Modern 8 room house with garage. First-class repair. Seven room house, neat home, both in Flint, Mich. 160 acres unimproved land, 5 1/2 miles from Marion, Mich. Nice level piece land and will make fine farm when improved, 1/2 mile from school and on public road. Will exchange all the above for stock goods or improved farm. Address 809 W. 2nd St., Flint, Mich. 671

For Sale—Hardware, tinning, plumbing and coal business, Southern Pa. town. Store building, dwelling, stable, etc. Coal sales since April 1, 625 tons. Only hardware, tinning and plumbing stand in town. Well established, in rich farming district. Great business opportunity for right party. If interested address No. 670, care Tradesman. 670

Farm For Exchange—Will trade a nice farm for stock of merchandise. Describe, with particulars. Porter Phillips, Manchester, Tenn. 669

City twenty thousand, has no department store. Can furnish best building, best business block. H. E. Dakin, Hannibal, Mo. 668

For Sale—Store building \$4,000, stock general merchandise, hotel furnished, livery barn stocked. Investment about \$10,000. Will net \$2,000 to \$3,000, after paying all expenses. Part cash, balance easy payments. Address No. 667, care Tradesman. 667

For Sale—\$4,000 stock general merchandise, consisting groceries, dry goods, shoes, rubbers and furnishings, located in one of the liveliest towns 800 population, Central Michigan. Rich farming country. Good reason for selling. An exceptionally fine business. Will sell at inventory. Address No. 666, care Tradesman. 666

For sale or exchange for stock of general merchandise, a 237 acre farm, black loam soil, level. Good buildings. Price \$75 per acre. Harry Thomasma, 433 Houseman Bldg., Grand Rapids, Michigan. 665

Store equipped with Middleby oven. Fine location opposite post office. Or will sell oven, used three years. J. Hanselman, Manistee, Mich. 676

For Sale—Drug store, Wisconsin, part cash; sales \$10,000 year. Address Sharon Pharmacy, Sharon, Wis. 663

For Sale—Well improved farm in Michigan. Will consider part trade for hardware, \$3,000 to \$5,000. Box 136, Saybrook, Ill. 662

Drug and book stock, location Central Michigan. Sacrifice sale by reason of health. Write Box 75, Ypsilanti. 661

For Rent—Store 26x70, just completed. Good location for any business, on Main street. For further information write F. A. Soucey, Alma, Mich. 660

We offer for sale, farms and business property in nearly all counties of Michigan and also in other states of the Union. We buy, sell and exchange farms for business property and invite your correspondence. J. E. Thom & Co., 7th Floor Kirby Bldg., Saginaw, Mich. 659

Clothing, dry goods, men's furnishings, and shoe stocks bought for cash; must be cheap. H. Kaufer, 376 Broadway, Milwaukee, Wis. 653

Special Notice—If you wish to sell your business write us to-day. We have several names of parties wishing to locate in Southern or Western Michigan. We are looking for the following lines: General stocks, hardware stocks, dry goods stocks, grocery stocks, etc. As we are exclusive in the business and well known we can get you a buyer if there is one to be had. Write the Grand Rapids Business Exchange, 540 Houseman Bldg. 658

For Sale—Small stock general merchandise, located in live town Southern Michigan. Good paying business. Address Box 293, Sunfield, Mich. 656

W. P. Jones wants to sell his grocery, building, stock and fixtures; a big bargain to a quick buyer; 52 years in business; wishes to retire. 7807 Broadway, Cleveland, Ohio. 654

For Sale—A general merchandise business in a good locality, doing a good business. Stock will invoice about \$2,000. Building will be sold on easy payments. No trades. Owner has western fever. W. H. Smith Wallin, Benzle Co., Mich. 652

For Sale—Stock of general merchandise in a thriving country town. I have made money and have good reason for selling. Address No. 651, care Tradesman. 651

For Sale—A clean drug stock of about \$2,500, in country town of 300. Only store. Prosperous community, doing good business. Good opportunity for a hustler or a doctor. No doctor in village. Cheap rent. Would sell good residence. Am Postmaster, office in store. Address Drug Man, Paris, Mich. 649

For Sale—A desirable stock of dry goods, groceries, shoes. Located in town of 1,400 population, Eastern Michigan. Investment \$6,000. Business good. Address No. 648, care Tradesman. 648

For Sale—Eight room house, electric lighted, good barn and hen houses. About five acres put out to small fruit, including 1 1/2 acres of strawberries. Inside corporation of Plainwell. Enquire Mrs. Chas. A. Brown, Plainwell, Mich. 647

For Sale—Chair and furniture factory. 25 H. P. water power, all kinds of timber, in town of 1,500. Price, \$10,000. Terms. Address Stayton Chair Co., Stayton, Oregon. 639

For Sale—A clean \$1,500 drug stock in a mining town of 350 population. Good schools, two railroads. Fine farming section. Don't write unless you mean business. Address Maus Drug Store, Panama, Okla. 637

Real Estate Wanted—Sell your property quickly for cash, no matter where located. Particulars free. Real Estate Salesman Co., Dept. 68, Lincoln, Neb. 635

For Sale—Drug store at two-thirds value. Sales \$35 daily and increasing. Low expenses. Ill health. Part cash. Address Bowe, Druggist, Toledo, Ohio. 634

For Sale—Improved account registers at reasonable prices. Any size. Fire protection provided. No springs, hinges or rivets to wear. Guaranteed five years. Address Maxwell Filing System Co., 47 Wade Bldg., Cleveland, Ohio. 633

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

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

Own and operate a factory in your home town. Large Pacific coast concern operating seven factories and making a high-class food product used every day, wishes to establish factories in northern cities of over 100,000 population. This is a legitimate opportunity for good, capable men with from \$2,000 to \$5,000 and references. We will consider no applicant unless he is willing to come to Seattle, investigate and learn our methods for himself. Address Hoyt's, Seattle, Wash. 645

I'll sell a Smith Premier typewriter, good condition, regular price \$97.50, only \$9 cash with order. Speak quick. Burton M. Osborne, Camden, New York. 568

## AUCTIONEERS.

Col. W. B. Carpenter, President Missouri Auction School, 14th and Grand Ave., Kansas City, Mo., can convert your stock into cash. Send him \$2 for Fact, Fun & Fiction for Auctioneers, 288 pages, morocco bound. 537

Free—Investing for profit magazine. Send me your name and I will mail you this magazine absolutely free. Before you invest a dollar anywhere, get this magazine. It is worth \$10 a copy to any man who intends to invest \$5 or more per month. Tells you how \$1,000 can grow to \$22,000—how to judge different classes of investments, the real earning power of your money. This magazine six months free if you write to-day. H. L. Barber, Publisher, 433-28, W. Jackson Blvd., Chicago. 515

Merchandise sale conductors. A. E. Greene Co., 135 Grand River Ave., Detroit. Advertising furnished free. Write for date, terms, etc. 549

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

Mr. Man—Do you want to sell out for cash? I handle the sale of stores, factories, business places and real estate. Write me if you want to buy or sell. Established 1881. Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 398

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 Perry & Caukin, 440 South Dearborn St., Chicago, Ill. 134

## HELP WANTED.

Wanted—A first-class man who understands the conditions of the retail merchants, to act as organizer and field man for the Michigan Federation of Retail Merchants. Must be qualified to solicit memberships and address local meetings of all classes of merchants, of good address and personality and bear the closest inspection as to character, ability, etc. A good position to the right party. Address at once, E. S. Roe, President, Buchanan, Mich. or F. M. Witbeck, Sec'y, Lansing, Mich. 650

Wanted—Shirt salesmen. H. M. Joyce & Co., J. J. Kinsey, Mgr., 207 Monroe Ave., Grand Rapids, Mich. 642

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

Want ads. continued on next page

## COUPON BOOKS

SUPERCEDE

BOOK-KEEPING

DISPUTED ACCOUNTS

BAD DEBTS

ACCURACY

ASSURE PROFIT

CONTENTMENT

We make four grades of book in the different denominations.

CIRCULARS ON INQUIRY

TRADESMAN COMPANY,

GRAND RAPIDS, MICH

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.

# One For Every Grocer



No. 216  
Detail Adder



No. 333  
Total Adder



No. 416  
Total Adder, Sales-Strip  
Printer



No. 452  
Total Adder, Receipt and Sales-  
Strip Printer



No. 542  
Total Adder, Receipt and Sales-Strip  
Printer with Separate Depart-  
ments or Clerk's Adding  
Wheels.

**N**O MATTER how large or how small your business is, there is a sort and size of National Cash Register built to serve your particular requirements.

The one for your business will save you money, pay for itself out of part of the money that it saves and insure you more profit.

It will encourage clerks to sell more goods, prevent misunderstandings, and benefit customers.

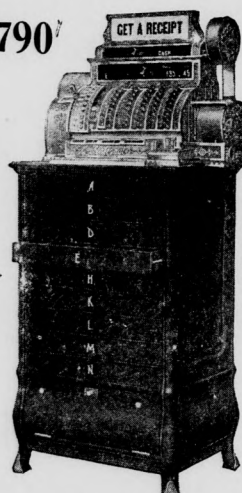
The prices range from \$20 to \$790.

Tell us how many clerks you employ, and we will furnish you with complete information regarding a register built to meet the particular needs of your store.

The National Cash Register Company  
Dayton, Ohio



No. 562-6  
Total Adder, Receipt and Sales-strip  
Printer with Separate Counters  
and Drawers for Six  
Clerks.



No. 598G-EL-9  
Counters and Drawers for Nine  
Clerks, Electrically Opera-  
ated and Illuminated.



No. 313  
Total Adder



No. 327  
Total Adder



No. 1022  
Drawer Operated



No. 143  
Sales-Strip Printer  
For Cashiers



No. 572-4  
Total Adder, Receipt and Sales-Strip  
Printer with Separate Counters  
and Drawers for Each  
Clerk.



Get to KNOW and SEE one of  
**OUR SALESMEN!**

They are out with their  
**NEW SAMPLES**  
of

## **Hood and Old Colony Rubbers**

At the **NEW PRICES**

Make your 1913 year a sure success by selling  
**HOOD and OLD COLONY RUBBERS.** We  
give you the Business Man's

**GREAT TRINITY** { Quality: That bring your customers back again.  
Price: That enables you to make a profitable profit.  
Service: Efficient service, making your dealings a real pleasure.

---

**Grand Rapids Shoe & Rubber Co.**

Largest Rubber Dealers in Michigan  
The Michigan People

## **A Well Balanced Stock**

Is the First Requisite to a Profitable Shoe Business



### **Rouge Rex Shoes**

For Men's and Boys' Hard Wear

Planet Line Welts

**SATURN, JUPITER, MARS**

For Dress or for Business

**RUTH**

Shoes of Character for Women

**THE PLAYMATE LINE**

Serviceable. Slightly Shoes for Children

**GLOVE BRAND RUBBERS FOR ALL**

There is an advantage in being able to size your entire stock in single  
shipments during the busy season

Start the New Year right by placing your order now for  
early shipment

---

**HIRTH-KRAUSE CO.**

Hide to Shoe  
Tanners and Shoe Manufacturers  
Grand Rapids, Mich.



## **The Karo Demand is Increasing Everywhere**

Karo sales are jumping. Effective advertising in the magazines, newspapers, bill-boards and street cars is proving a powerful sales maker. It is influencing millions of housewives to use more Karo than ever—telling them about the great food value of Karo, its purity, its nourishment, the energy it supplies and what's all important, its economy.

With the cost of living so high, these Karo facts strike home with double force, they are increasing sales quickly.

Karo is the great household syrup—the syrup of known quality and purity—specially wholesome and delicious, and of highest food value.

Your customers know it—they know that the Karo label stands for highest quality, best flavor, and full net weight. Stock generously with Karo. It sells quickly, is easy to handle and pays a good profit.

**Corn Products Refining Company**  
New York

# Knit Gloves and a Guarantee



Our guarantee on knit gloves is confined to the satisfaction of your customers. That's as far as it goes.

Add to this the satisfactory profit we give you and you know the whole story of our knit glove line.

Let our latest catalogue tell you something about 2D3022, the number shown on this page.

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## BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise  
Chicago   New York   St. Louis   Minneapolis   Dallas