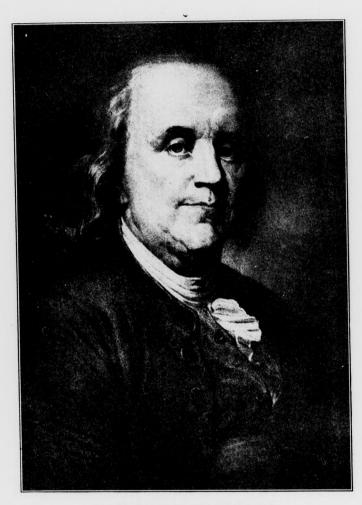
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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 15, 1913

Number 1530



BENJAMIN FRANKLIN



Born Boston Jan. 17, 1706 Died Philadelphia April 17, 1790



Some of Poor Richard, Jr.'s Sayings

A wise merchant takes stock of himself as well as of his goods.

Fools rush in where angels fear to wed.

Fast living makes a slow liver.

One of life's inscrutable mysteries is why the average widow believes that a ten-dollar husband is entitled to a twohundred-dollar casket.

A good reputation is like a good wife —hard to get, pleasant to keep and jealous of divided affection.

Once upon a time opportunity failed to knock at a wise man's door. But he advertised for her and she came and stayed.

It is always too hot or too cold for the man who wants to quit.

Whistling to keep up the courage up is all right, but the whistle should not be wet.

A lawyer will secure a fee of \$50,000 for telling how to evade laws made by legislators who were paid \$600 a year.

He who takes his own time generally takes other people's, too.

A woman never forgives the success of the man whom she refused to marry.

If speech were only to conceal thought some people would lose nothing by keeping mum.

Half the sting of poverty is gone when one keeps house for one's own comfort and not for the comment of one's neighbors.

WORDEN GROCER COMPANY THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo



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



COFFEE ONLY ONLY

Over Three Millions of People

Are now regularly using

IT

And will accept no other coffee as a substitute

And there are more in sight

JUDSON GROCER COMPANY

Wholesale Distributors

GRAND RAPIDS, MICH.

CHEESE TALKS

No. 2

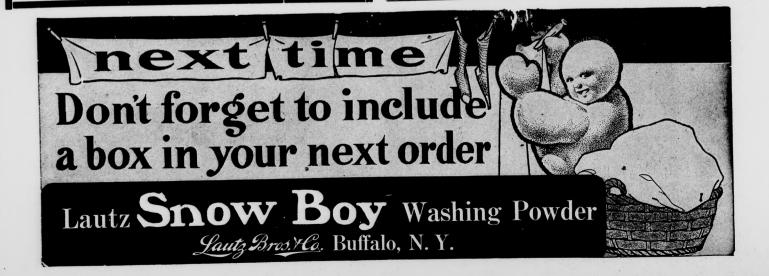
Although Cheese has been a staple food article for many people for uncounted years, there is a widespread belief that it is suitable for use chiefly in small quantities as an accessory to the diet and that in large quantities it is likely to produce physiological disturbances. Because of these opinions, extensive studies have been made by the U. S. Government Department Nutrition Investigations of the food value, thoroughness of digestibility, ease of digestion, physiological effect and special character of cheese as food, as well as of methods which are followed in preparing it for the table.

The conclusion drawn from the extensive study is, in brief, that cheese properly prepared and used is not generally a cause of physiological disturbance and that it may easily be introduced into the bill of fare in such quantities as to serve as a chief

source of nitrogenous foods.

Judson Grocer Company

Grand Rapids, Michigan



Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 15, 1913

Number 1530

SPECIAL FEATURES.

- Bankruptcy Matters.

- Financial,
 Editorial,
 On To Flint,
 Butter, Eggs and Provisions,
 Alexander St. Peter,
 Clothing,
 Dry Goods,
 Engraving As An Art,
 Stepa

- Shoes.
 Woman's World,
 Nine Hour Law for Women.
 Stoves and Hardware.
 The Commercial Traveler.

- The Commercial Trav Drugs. Drug Price Current. Grocery Price Curren Special Price Current
 - THE FINGER OF DESTINY.

It Still Points Toward the Upper Peninsula.

Marquette, Jan. 13-"Can't you give us something about the pioneer days of farming in Cloverland?" said the ubiquitous booster who insists that the Tradesman has "got them all skinned." Cloverland? I said, what's Cloverland? And the answer from "Saginaw's tall whispering pines" floated toward "Lake Superior's farthest mines," "Cloverland? why that's the Upper Peninsula of Michigan." I suggested that he ask one of the old settlers, since my residence dates back not much over twenty-five years, but he insisted that my hair looked near enough like Santa Claus and I got rid of him much as a girl occasionally does of the young man who refuses to take "no" for an answer.

My earliest recollection of the Upper Peninsula dates back to 1863. I was about 3,500 miles away from it, studying the geography of the United States and reading about Bull Run and Gettysburg and Lincoln and Grant, who were occupying the center of the stage at that time. Jimmie, who sat alongside of me and later on became a sailor, pointed to Lake Superior as the largest body of unsalted water in the world and claimed that some day boats would run from Duluth to either Montreal, New York or New Orleans. "Yes, but look at all the other lakes surrounding that northern part of Michigan," I said to Jimmie, "what a fine place it must be for fruit growing and farming. Then look at the shape of Lake Superior. It resembles a man's right hand with the index finger pointing at Duluth and Superior. Must be the Finger of Destiny pointing to the Land of Opportunities, don't you think so, Jimmie?" Jimmie didn't and insisted that the opportunities would be exploited for developing industries and cities hundreds of miles farther south: "Too cold," said Jimmie.

Jimmie had his first inning. He went to the United States a number of years before I did, and later on sent me a copy of James Proctor

Knott's memorable speech on Duluth that's a farm," said the trainer. "Don't before Congress. It "took the wind" out of me for a while, but did not shake my faith, for I knew that the effect of large bodies of water upon the surrounding territory is a scientific fact and shortly thereafter I read a statement in support thereof from the noted geologist, James Hall, who, exploring some portions of the Upper Peninsula and describing some elms of magnificent size, said: "In such wooded bottom lands in this latitude we often find plants and trees flourishing luxuriously which under ordinary circumstances are only found in the more southern situations." I have lost track of Jimmie many years ago, but if he is alive, I hope he will remember the Finger of Destiny, for the steel trust gave me the first inning about two years ago when it started to build a \$20,000,000 plant Superior

When I first came to the Upper Peninsula, it was along in 1885, when hundreds of others came to investgate the farms which Uncle Sam was about to give away in Ontonagon and a couple of adjoining counties. Over 90 per cent, of those farmers merely came for the crop which was did not stay long enough to harvest They sold it standing, moved away, each one with from \$4,000 to \$15,000 in his pocket and let the land go to the State for taxes. For several years I corresponded with nearly 100 of these and at the end of five years, there were just three who had some of the money left. The others were "busted." Singularly enough, there were three among those who remained who failed to make a success. The others continued to make substantial improvements and a few of these have recently sold out at good figures, for agricultural development has gone on more extensively in that neighborhood than in any other.part of the Peninsula and unimproved land, which the State held for taxes less than a dozen years ago, is now selling from \$15 to \$20 acre, while improved land is changing hands from \$40 to \$50 an Farms at that time were far and few between and it took some vears before any substantial farm the very few who started early as I did were those who were unmindful at being pointed out as "cranks." year or so after I had put up the largest barn and house in that part of the Peninsula, a pugilistic event was to come off in the nearest town and I was working in the garden when Sam Potter, the negro pugilist, and his trainer went by. "Let's go in that there hotel and get a lunch," "That ain't no hotel; said Sam.

you see the cabbage and the lettuce trees and the potatoes and the other stuff?" Sam sized up the buildings again. "Well, 111 be hanged if it ain't, he said. "I'll bet that fellow over there has got more money than Just then I caught Sam's

Yet others had followed my example that fair. A year later, 1892, three of us made the first attempt to carry about 20,000 acres of land on which There were millions of feet of hem-Our plan was to give away every alternate 80 acre tract to settlers who and, in order to carry it out, it was the Legislature, for land companies more than 2,500 acres. The bill passed the House, but was pigeonholed in the Senate. The option was allowed to lapse, for my two associates that much money.

Destiny is still pointing in the same direction. Largely through the work the Upper Peninsula Experiment population, the \$10 an acre value of to-day will be considered cheap at \$20 in less than ten years. Regularly, the the yield of most crops is highest in the Upper Peninsula. Several hundred acres of successful alfalfa fields may now be found in various parts and the sugar beet industry has been firmimprovements were undertaken, for · ly established during the past eight or nine years. Eighty to 100 bushels of oats or 300 to 400 bushels of potatoes per acre are not the exception any longer, and the northern grown seed potato industry is about to be developed, for over a dozen potato warehouses have been built during the past summer. The largest canning establishment in the State has been successfully operated during the past four or five years and State and National records are held in various parts

dairy cattle. During the five years previous to 1910, nearly 2,500 new since then. At the present rate of increase one can see that the Finger of Destiny is not pointing in vain, for of the seven million acres which constitute some of the best lands in the State, nearly three million people when agriin the development of the mining in-

TWO TYPES OF LEADERS.

insisting that the property be vested

established the Pacific Garden Misof men, including Mell Trotter, of this city-has \$90,000 in property She is nearing her end and recently summoned Mr. Trotter to Chicago and requested that he take charge of this property and handle it for the sole use of the Pacific Garden Mission. Mr. Trotter considered the matter carefully and finally requested Mrs. Clark to revise her plan by men. She consented to this arrangement, conditional on Mr. Trotter seconsent to act, which he did last

No picture can be painted which presents the contrast between the late General Booth and Melvin Trotthis comparison of the two men and

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Jan. 8—In the matter of the American Electric Fuse Co., bankrupt, of Muskegon, the adjourned final meeting of creditors was held and the final report and account of Paul S. Moon, trustee, approved and allowed, and a final dividend of 13 7-20 per cent. declared and ordered paid on ordinary claims. A first dividend of 5 per cent. has been paid in this matter, making a total for creditors of 18 7-20 per cent.

A voluntary petition was filed by Elmer E. Oster and Charles Maynard, doing business as Oster & Maynard, merchants of Traverse City, and they were adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order has been appointing Curtis D. Alway, of Traverse City, as custodian, and calling the first meeting of creditors to be held at the office of the Referee on Jan. 29, for the purpose of electing a trustee, proving claims, examining the bankrupts, etc. The bankrupts' schedules show the following assets:

Stock in trade	.73
Due on open accounts 196	.90
	.23
CO - 1 - 2 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1	.73
Claim for shortage in shipment 56	5.00

Wis. 142.80
Western Shoe Co., Teledo 311.67
Fred Pratt, Traverse City 140.00

Jan. 9—In the matter of Montague
Iron Works Co., bankrupt, of Montague, the trustee, James F. Knowlton, filed a report showing that he has received an offer for the physical as-

sets of \$14,000; that part of such offer

is a farm equity held at \$7,000, and the

balance in cash; that such farm prop-

erty is encumbered for \$3,000, which

will have to be assumed, leaving a possible net equity of \$4,000; that the total liabilities of the bankrupt approximate \$21,000 and that the appraised valuation of the real estate and machinery is \$7,614, and of the accounts and bills receivable \$2.500. An order was made by the referee directing creditors to show cause, if any they had, at a hearing to be held at his office Jan. 21 why such

offer should not be accepted and the sale authorized.

In the matter of Will McNitt, Jr., bankrupt, merchant at Boon, the first meeting of creditors was held and, by majority vote of creditors, Fred M. Breen, of Cadillac, was elected trustee

and his bond fixed at \$3,000. Verner Bloomquist, A. C. Fessenden and W. M. Benedict, all of Boon, were appointed appraisers. The meeting was then adjourned to Feb. 5 and the bankrupt ordered to appear for examination.

In the matter of Frank S. Cornell, bankrupt, of Wyoming township, the first meeting of creditors was held, and by unanimous vote H. H. Freeland, of Grand Rapids, was elected trustee and his bond fixed at \$100. The bankrupt was sworn and examined and the first meeting then adjourned, without day.

In the matter of Lewis Hancock, bankrupt, of Grand Rapids, an order was made by the referee calling the first meeting of creditors to be held at his office on Jan. 25 for the purpose of electing a trustee, if desired, proving of claims, examining the bankrupt, etc.

Jan. 10—In the matter of Homer Klap, bankrupt, formerly merchant at Grand Rapids, an order was made by the referee calling the first meeting of creditors to be held at his office on Jan. 27 for the purpose of electing a trustee, if desired, proving claims, examining the bankrupt, etc.

In the matter of William F. Baker, bankrupt, merchant at Grand Rapids, the adjourned first meeting of creditors was held. It appearing that William E. Slater, of Nunica, held a valid chattel mortgage covering all the assets of the bankrupt, an order was made directing the trustee to turn such assets over to the mortgagee. Unless further proceedings are desired by creditors the estate will probably be closed at the expiration of twenty days.

Jan. 11-In the matter of Osborn Home Furnishing Co., bankrupt, formerly doing business on Division street, Grand Rapids, the trustee, David A. Warner, of Grand Rapids. filed his final report and account showing a balance on hand for distribution of \$403.35 and an order was made by the referee calling a final meeting of creditors to be held at his office on Jan. 30 to consider such final report and account and for declaration of final dividend 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

Jan. 14—In the matter of Lois Gage, bankrupt, formerly at Grand Rapids, the trustee Chas. R. Visner, of Grand Rapids, filed his return of no assets above exemptions, and an order was made closing the estate and discharging the trustee. No cause to the contrary having been shown by creditors, a certificate recommending the bankrupt's discharge was made by the referee.

In the matter of Herman L. Welling, alleged bankrupt merchant at Petoskey, the offer of composition at 40 per cent. was further considered, and it appearing that a very large majority of creditors had filled acceptances in writing it was determined that the confirmation of the composition be recommended.

In the matter of Patrick Golden,

bankrupt, of Grand Rapids, it appearing that there were no assets above exemptions and no further proceedings being desired, an order was made closing the estate. No cause to the contrary having been shown by creditors, a certificate was made recommending that the bankrupt be granted his discharge.

In the matter of Albert J. Schepers, bankrupt, formerly merchant at Vogel Center, the trustee, W. A. Wyman, filed his supplemental report showing compliance with the final order for distribution and an order was made closing the estate and discharging the trustee. No cause to the contrary having been shown by creditors, a favorable certificate as to the bankrupt's discharge was made by the referee. Two dividends were paid in this matter, aggregating 31 per cent.

Uncle Sam to Have an Ice Cream Expert.

Chief Rawl, of the Dairy Division, Bureau of Animal Industry, Department of Agriculture, announces that a man specially trained in the manufacture of ice cream has been appointed to that Division for work with the creameries manufacturing ice cream. It is hoped that this man may assist in solving some of the many problems which arise in connection with such work and at the same time aid the creameries to secure a high and uniform quality with a maximum of quantity at a minimum cost. He will advise and assist creameries in the preparation, manufacture and storage of ice cream and the installation and arrangement of machinery for making this product. The work will be conducted chiefly through correspondence. although personal assistance will occasionally be given when conditions require it. Creameries now manufacturing ice cream as a side line and those contemplating its manufacture are at liberty to request information or assistance on any phase of this

President-elect Wilson plans to effect three White House reforms which refer to the personal life of the executive. One will be the abolition of public receptions. People will not be received merely for the purpose of shaking hands with the President. Mr. Wilson said he saw no use in spending time just to receive people who have no public business to transact at the White House. Heretofore the blue room receptions have been a feature in the executive mansion. The President also will not attend many of the banquets of various National societies in Washington and to which the president is regularly invited. Another tradition to be altered to some extent is the prohibition on the newspaper men of referring to conversations with the President in the first person. Mr. Wilson said he would probably express himself often and in the first person in statements issued from time to time on public questions. Other presidents, while admitting that the public receptions were tiresome, professed to have found much enjoyment and benefit through these functions.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 13-Would-be buyers of spot coffee are awaiting the sale of valorized coffee and pending this they have been pursuing a cautious policy. The week, however, showed a better volume of trade than for several preceding ones and a better feeling generally pervades the trade generally. With the Government coffee out of the way there will be a quickening demand and meantime we note that prices are well sustained. In store and afloat there are 2,661,450 bags against 2,505,632 bags a year ago. At the close Rio No. 7 is worth in an invoice way, 133/4@ Milds quiet though there is something doing in a small way all the time. Good Cucuta 153/4@16c.

Sugar still seeks a lower level. There is a very light demand as buyers evidently think the bottom has not yet been reached. Granulated 4.65@4.70c.

Shall a duty be placed upon tea? One question after another comes up to perplex the dealer and this is the latest. But trade is quiet. Supplies are not extremely large, though there is enough to meet requirements, and quotations are well held.

Orders for rice as a rule are for only enough to meet current requirements, and the would-be buyer seems to think that if he hesitates he will not be lost. Prime to choice domestic, 33% @55/c.

Prices of pepper are stiff and with moderate supplies the situation is in favor of the seller. Other goods unchanged. As is the case with teas, there is also talk of duty on whole spices and this causes buyers to hold back whenever possible.

Molasses moves in its accustomed channel. Demand moderate and quotations show not a fraction of change, and this is true also of syrups.

Standard threes tomatoes, 80c f. o. b. Baltimore. Canners have been endeavoring to establish quotations for futures, but buyers are not disposed to talk. Maine corn packers have tried hard to sell at an advance over last year but have been unsuccessful and negotiations have been called off. Spot goods are rather quiet in all lines. Maybe Canned Foods Week will give an impetus to demand.

Extra creamery special butter quoted at 34½@35c; firsts, 31@32½c. The line generally is about one cent below that of a week ago. Imitation creamery 24½25c; factory 23@24½c. Cheese quiet, with whole milk at 17¾@18c. Eggs slightly lower. Fresh gathered, 128@30c. Western whites, fresh gathered, 28@30@35c. Held stock, 21@23c.

How He Took the Pickle.

The physician had been treating a man for dyspepsia for a long time, and finally, wishing to know how his patient was coming on, he told him to take a dill pickle just before going to bed and see if he could hold it on his stomach over night. The next day the man called and the physician asked him the result.

"Oh, it was all right, Doctor," he said, "as long as I was awake; but when I went to sleep it rolled off."

MEN OF MARK.

John Eikenhout, Manager H. Eikenhout & Sons.

John Eikenhout was born in Grand Rapids, Jan. 18, 1878, being the oldest of a family of four boys and two girls. He attended the public schools until he had finished the grammar grade, when he obtained employment with Herman Dosker as office boy and city solicitor. After remaining with Mr. Dosker two years, he entered the employ of his father, Henry Eikenhout, who has then engaged in the contract roofing business. Two or three years later he was admitted to partnership under the firm of H. Eikenhout & Son. Since then two younger brothers have been admitted to partnership, so that the firm name is now H. Eikenhout & Sons. house was first located at 525 Chestnut street, subsequently removed to North Market street and then to 122 Ellsworth avenue. Within the last year the firm has erected a new store house and office building at 346 Wealthy street, S. W., where it has over 10,000 feet of floor space and sidetrack connection with the Pere Marquette Railway. All kinds of roofing are handled in a jobbing way. In fact, the house is the only establishment of its kind in the State.

Mr. Eikenhout was married August 2, 1900, to Miss Nellie Ross, of Grand Rapids. They have two daughters, 9 and 5 years of age, and reside in their own home at 29 New street.

Mr. Eikenhout is a member of the Fifth Dutch Reformed church on

Second avenue. He was President of the Bible class for many years. He is now a member of the Westminster Presbyterian church choir, where he sings bass. Music is his hobby. At one time he had six singing schools in different parts of the city, but at



the present time he has restricted the number to two, so that he can run out of town and call on his trade. Mr. Eikenhout attributes his success to keeping everlastingly at it, early and late. He is faithful to his duties as a business man and loyal and upright in his dealings. The house which was founded by his father and is now managed by him will, undoubtedly, take rank among the leading houses of this kind of the country.

Paid the Whole Discount.

A slick scheme to defraud was recently pulled off on a Washington, D. C., dealer. There are a number of "co-operative societies" doing business in the District of Columbia, giving credit slips to their patrons to be presented to merchants in lieu of cash. The bearers of these credit slips seldom spring them on the store until after the completion of the transaction involved, because the merchant when redeeming the credits must allow the societies a discount of 10 per cent. Here's where the joke came in.

A well dressed young man entered a store and bought a pair of \$3.50 shoes, and gave in settlement an order for \$10. He was given the shoes and \$6.50 in cash. About two days later the shoes were returned as being unsatisfactory and the \$3.50 was returned to him, the merchant having forgotten all about cashing the order When he settled his accounts with the company he received but \$9, and was, therefore, a dollar short. Of course, it is not necessray for the merchants to accept these orders but they do and they sign contracts to give the societies the 10 per cent.

Have You Tried the Latest?

The really latest drink is the milk cocktail, and it is declared to be so delicious by those who have tried it that all bartenders will have to begin "learning how" in order to keep up-to-date, says the Chicago Post. The newest drink creation has been evolv-

ed at the National Dairy Show, which is being held at the International Amphitheatre at the stock yards.

While the dairy show is without a regular bar—that is, no intoxicants are sold on the premises—there are cold milk drinks galore. One can get everything from a milk punch down to a common egg-nog. Colonel W. E. Skinner, manager of the dairy exposition, is the author of the new cocktail. Here is his recipe:

Fresh milk.

Orange bitters.

Vichy.

It is declared to be strictly a prohibition drink and a dozen won't injure the drinker.—Chicago Produce Review.

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

Buffalo, Jan. 15—Creamery butter, fresh, 30@35½c; dairy, 22@28c; poor to good, all kinds, 20@24c.

Cheese—Fancy, 17@17½c; choice, 16 @16½c; poor to common 10@15c.

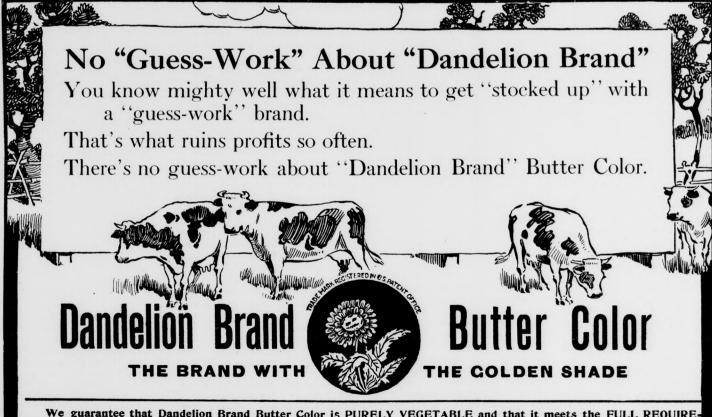
Eggs—Choice, fresh, candled, 28@ 29c; cold storage, candled, 20@21c.

Poultry (live)—Turkeys, 20@21c; cox, 11@12c; fowls, 15@16½c; springs, 16@17c; ducks, 17@18c; geese, 15@16c. Poultry dressed, turkeys, 20@24c; ducks, 18@21c; geese, 16@17c; chicks, 16@18c; fowls, 15@17c.

Beans—Red kidney, \$2.50@2.75; white kidney, new \$3; medium, new \$2.40@2.45; narrow, new \$3@3.15; pea, new, \$2.40@2.45.

Potatoes—55@60c per bu.

Rea & Witzig.



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIRE-MENTS OF ALL FOOD LAWS,--STATE AND NATIONAL.

WELLS & RICHARDSON CO., - BURLINCTON, VERMONT
Manufacturers of Dandelion Brand Butter Color



Movement of Merchants.

Mapleton-Emery & Sons have installed a feed mill here.

Rapid City—Euller Bros. have opened a flour and feed store here.

Butternut—Lewis Greek has engaged in the grocery business here. St. Johns—E. E. Cranston succeeds Hunt & Tubbs in the grocery business.

Kalamazoo—E. V. Sleight has opened a meat market at 115 East South street.

Fife Lake—Willis Brower has opened a grocery store in the J. B. Clark building.

Sandusky — The Farmers Grain Company has changed its name to the Hub Grain Co.

Detroit—The Central Savings Bank has increased its capital stock from \$100,000 to \$500,000.

Ithaca—W. F. Walker has closed out his stock of jewelry and will remove to Colorado.

Lansing—Frank Reck, of the firm of Reck Brothers, grocers, is recovering from an attack of typhoid fever.

Belding—Fred E. Underwood, the local grocer, was recently married to Miss Mary L. Boyd, of Mercer, Pa.

Manistee—James C. Nelson has sold his drug stock to Charles J. Anderson, who will consolidate it with his own.

Perry—Aich Davis is closing out his stock of sewing machines and musical instruments and will retne from business.

Ishpeming—The Peninsula Bank has increased its surplus and undivided profits to \$80,000. The Bank's capital is \$50,000.

Stanton—The Stebbins-Gaffield Co., dealer in furniture and hardware has changed its name to the Stanton Hardware Co.

Holland—Walter Sutton has engaged in the drug business on East Eighth street under the style of the Opera Pharmacy.

Holland—G. F. Armistead, who conducts a bazaar store at 54 East Eighth street, is closing out his stock and will retire from business.

Hersey—J. R. Coakley has purchased the W. E. Woodward & Co. hardware and implement stock and will continue the business.

Fruitport—George Perkins has resumed the management of his confectionery store which George Miller has conducted the past year.

Charlotte — Henry Robinson has purchased the J. Q. Thomas three-store brick block and will occupy it with a restaurant about Feb. 1.

Hopkins—DeWitt Henning, of Monterey, is erecting a store building here which he will occupy with a stock of general merchandise about Feb. 1. Cedar Springs—W. H. Brown, undertaker, has purchased the William Black furniture stock and will continue the business at the same location.

Detroit—The Merchants Clearing House has been organized with an authorized capital stock of \$4,000, of which \$2,000 has been subscribed and paid in in cash.

Bay City—J. C. McRae & Co., wholesale grocer, has increased its capital stock from \$20,000 to \$30,000 and changed its name to McRae, Walker & Thompson.

Jackson -The Knox-Harris Packing Co. has engaged in business with an authorized capital stock of \$15,000, of which \$7,500 has been subscribed and paid in in cash.

East Jordan—Arthur Hart and Merle Faught have leased a store building in which they will conduct a restaurant under the style of Art's & Merle's Restaurant.

Hartford—William Bennett & Sons have closed their hardware store. Most of the stock was closed out at special sale and the remainder has been stored for the present.

Shultz—Fred Pierce has traded his stock of general merchandise, store building and residence to G. M. Fox for his farm near Dowling. Mr. Fox will take possession Feb. 1.

Lowell—H. S. Young has sold his interest in the Scott Hardware Co. to Mr. Holtman, recently of Grand Rapids, and the business will be continued under the same style.

Redford—A new company has been organized under the style of the Redford Pharmacy, Ltd., with an authorized capital stock of \$3,000, which has been subscribed and \$500 paid in in cash

St. Johns—C. O. DuBois has seld his interest in the dry goods and grocery stock of Chapin & DuBois to his partner, C. E. Chapin, who will continue the business under his own name.

Kalamazoo—Glen R. Stuyvesant has resigned, his position as traveling salesman for the Hauger-Martin Co. and will manage their clothing store at 150 South Burdick street, succeeding L. G. Aldridge.

Detroit—Ownership of the Detroit Rock Salt Co., which operates a deep rock salt mine in Oakwood, has passed to the International Salt Co., of New Jersey, generally known as the Salt Trust. Members of the office staff of the Detroit company are being moved to Chicago and Scranton, Pa., the general office headquarters of the salt trust. The trust came into possession of the Detroit property through the

purchase of the stock of the Watkins Salt Co., of New York, which acquired control of the Detroit Company, about a year.

Coldwater—Warren Walker, recently of Girard, and Eugene Hall have formed a copartnership and purchased the grocery and meat stock of Dean Corless and will continue the business at the same location.

Paw Paw—Mrs. E. H. Lindsley has sold her grocery stock to the Maple City Grocery Co., which will continue the business at the same location as a branch store, under the management of A. W. Showerman.

Battle Creek—V. Howard Wattles. who has conducted the V. C. Wattles & Son hardware store since the death of his father, is closing out the stock and will engage in some other line of business more in keeping with his taste.

Detroit—London's Economy Store has been organized to sell at retail, ladies' wearing apparel and general merchandise, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Petoskey—Leismer & Straight, implement dealers, have dissolved partnership, Mr. Straight taking over the interest of his partner and admitting his son to partnership. The business will be continued under the style of H. Leismer & Son.

Kalamazoo—H. H. Mittenthal & Co., wholesale dealers in fruit and vegetables at Battle Creek, have purchased a site on the corner of North Burdick and Ransom streets on which they will erect a \$100,000 cold storage plant.

Elkton—The Elkton Elevator Co. has merged its business into a stock company under the style of the Elkton Farmers & Gleaners Elevator Co., with an authorized capital stock of \$30,000, of which \$15,000 has been subscribed and \$13,350 paid in in cash.

Melvin—Kerr & Diamond, dealers in hay, straw, etc., have merged their business into a stock company under the style of the Kerr Grain & Hay Co., with an authorized capital stock of \$25,000, of which \$16,000 has been subscribed and \$12,000 paid in in cash.

Detroit—Nimmo & Spaulding, electricians, have merged their business into a stock company under the tyle of Nimmo, Spaulding & Eddy, with an authorized capital stock of \$10,000, of which \$9,990 has been subsetbed, \$2,000 being paid in in cash and \$7,990 in property.

Newport — The Kuhl-Golden Co. has been organized to conduct a general mercantile store and to grind course flours, feeds, etc., with an authorized capital stock of \$5,000 common and \$5,000 preferred, of which \$9,000 has been subscribed, \$3,000 being paid in in cash and \$6,000 in property.

Stalwart—At a meeting of the citizens to discuss the feasibility of organizing a stock company for the purpose of operating a general merchandise store on the co-operative plan, Paul Adams was chosen chairman and R. J. Forgrave secretary. Those present appeared to be enthusiastic in the matter, and preliminary

steps were taken to bring about the organization of a company. T. A. Forgrave, it is understood, is willing to dispose of his store; and if the plan is carried through it is intended to increase the stock of goods to include complete lines of general merchandise.

Detroit—Stratemeyer & Teetzel, interior decorators and special furniture dealers, have merged their business into a stock company under the style of Stratemeyer & Teetzel Co., with an authorized capital stock of \$7,500, of which \$4,850 has been subscribed, \$1,488.36 being paid in in cash and \$3,361.64 in property.

Bay City—The body of Henry Helmuth, the Third street grocer who disappeared a week ago, was found in a cistern at the rear doorstep of his home by Henry Buhett, an old friend who had spent several days looking for the man. Helmuth, who was 65 years old, had been in poor health for some time and had become despondent

Houghton — Hyman Pimstein, a prominent Houghton merchant, has filed a voluntary petition in bankruptcy in the United States Court. His declaration shows his liabilities to be \$25,572.93, and his assets \$29,835. Mr. Pimstein is the proprietor of the One Price Department store. He has been in business sixteen years and was a partner of Charles Whitney. Formerly he was associated with his fatherin-law Jacob Gottliebson, who retired from business three years ago.

Schaffer-Fire which started from a stove in the basement seriously damaged the store of Thomas Provoast. The stock of goods, valued at \$6,000. was badly damaged and is covered by insurance only to the amount of \$2,-000. It is believed that sparks from the stove set fire to wood piled near it and as the store was closed and Mr. Provoast was at his home, the flames spread rapidly. Before the progress of the flames could be stopped an immense hole had been burned through the floor and a large part of the stock had toppled into the basement.

Escanaba-John Semer, Sr., who died last week at St. Petersburg, Fla., was a pioneer grocer of this place. He had been a resident of Escanaba for nearly fifty years. He was born in Luxemburg, Germany, April 5, 1840. When a lad of fifteen years he came to America and settled first in Illinois. Later he moved to Green Bay, where he resided for a few years, and in 1867 he came to Escanaba and engaged in the grocery business. He retired from active work a number of years ago. By the exercise of care in his investments he had built up a considerable fortune, which he left in extensive real estate holdings in Escanaba, together with mining and timber lands in the Peninsula, Minnesota and Wisconsin.

Manufacturing Matters.

Petoskey—The Northern Auto & Machine Co. has changed its name to the Northern Auto Co.

Belding—Charles H. Stout has purchased the cigar factory of Claude Ross, which he formerly owned and will continue the business.



The Produce Market.

Apples—Baldwins command \$3.75 per bbl. Spys bring \$3@3.25.
Bananas—\$2.75 per 100 lbs.

Beets-60c per bu.

Butter—The market for all table grades is firm and prices are unchanged, with a good consumptive demand. Under grades are more plenty and drag a little. The quality of the butter arriving shows a good average for the season. The market is healthy and no radical change is looked for, 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-\$2 per bbl.

Carrots-60c per bu.

Celery—\$1.20 per box for home grown.

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

Eggs—The demand for strictly fresh eggs has been better during the present week than for some time past. The market is not strong and buyers have reduced their paying price since last week from 25c to 24c. The market from now on is liable to show slight fluctuations according to the weather. Stocks of storage eggs are still very large and the market dull. The finest storage eggs are now quoted in a jobbing way at 20c.

Grape Fruit—Has advanced to \$3.75 per crate for 36s and \$4 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—\$7.25 per box for choice California or Messina; \$7.50 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.

Oranges—Receipts of California navels last week were light and a large percentage of the fruit was lacking in juice and color. Such fancy fruit as was offered found a very ready sale at higher prices. Floridas also were in lighter receipt and in active demand, though the trade was selective on quality and condition. Prices on the best fruit showed a substantial advance. Navel,\$3.50, Florida, \$2.75 for small and \$3 for good size.

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.

The annual stockholders' meetings of the National and state banks were held Tuesday and were as prefunctory as such meetings usually are. Except the resignation of William Alden Smith from the directorate of the Peoples and the increase in the number of the Grand Rapids Savings directors, the only changes from last year were such as had been caused by death, and these had all been filled by the election of the directors before the annual meeting formalities were observed. The Peoples had three vacancies, the resignation of Mr. Smith and the deaths of Samuel M. Lemon and William Logie, and reduced the number of its directors to twelve instead of electing new members. The Fourth National elected L. Z. Caukin to the directorate to succeed Mr. Lemon. Mr. Caukin has been connected with the bank for twenty years, working up from a minor clerkship to Cashier and his election to the board is a recognition of his long faithful and efficient service. Wm. J. Clark fills the vacancy on the Commercial board. During the year Heber A. Knott, Wm. E. Elliott, Adolph H. Brandt, Henry B. Herpolsheimer and L. A. Cornelius were added to the board of the Grand Rapids Savings and Joseph H. Brewer was elected to succeed Aaron Brewer deceased. The only change in the Grand Rapids National City board was the recent election of Lee M. Hutchins to succeed to the Dr. Chas S. Hazeltine vacancy. The vacancy caused by the resignation of Senator Smith at the Peoples has been filled by the election of Amos S. Musselman as Vice Presi-

Capital Stock Increased.

Kalamazoo, Jan. 14—At the annual meeting of the City-Savings Bank, the capital stock was increased from \$300,000 to \$400.000. This action was taken by the directors because of over a million dollars increase in the deposits during the past year. The Bank's business has shown a most wonderful growth. Charles H. Clarage was a new member elected on the Board of Directors of the Bank. S. B. Monroe was re-named President, A. C. Wortley and H. W. Parker Vice-Presidents.

The Grocery Market,

Sugar-The market is on a slightly lower basis than a week ago. Federal and Arbuckle are holding granulated at 4.55. The other Eastern refiners are asking 4.60 Michigan refiners are quoting at 4.40. The market is still weak and as stocks are large still further decline is looked for. Reports from Cuba are to the effect that the crop is a very good one, which will also have a tendency to lower prices. Jobbers are looking for a still further decline in cane prices before the market on beet will change, as the differential is about three times what it usually is.

Coffee—While Rio and Santos grades are weak, there has been no actual decline during the week, and options even showed some signs of firmness. The feeling is that the projected sale of the valorization coffee, nearly 1,000,000 bags of Rio and Santos, may cause something of a slump if allowed to come unprotected on the market. The current demand for Brazil coffee is light. Milds are unchanged and quiet, prices steadily maintained. Java and Mocha dull at ruling prices.

Canned Fruits—Apples are unchanged and dull. California canned goods are quiet at ruling prices. Small staple Eastern canned goods are in seasonable demand at unchanged prices.

Canned Vegetables-Tomatoes are steady. The reports that were issued a few days ago show that during 1912 the pack of tomatoes was the largest ever known, it being estimated that about 14.000,000 cases were put up. which is an increase of about 5,000,000 over the production in 1911. The fact that the markets were well cleaned up when the 1912 pack reached them may be one of the reasons why there does not appear to be any surplus at the present time. There is a shortage shown in string beans, but it does not interest the retailer as much as the shortage on peas, as beans are not as good sellers as peas. There are still a great many peas on the market of poor quality, and wholesalers have difficulty in securing grades which are up to usual standard. Stocks of corn are still large and prices low. The demand is only fair, but jobbers are looking for it to increase a little later on. A report from Iowa states that some of the packers have announced prices on 1913 pack at about 5c below 1912 prices. Peas have been the greatest surprise, particularly to holders who paid high prices-and almost all did-for standard grades. The fact that the 1912 pack was greatly in excess of 1911 has greatly depressed the market for standard grades and almost all holders stand to lose.

Canned Fish—Mustard sardines have declined until, it is said, many packers have closed their factories on account of prices being below the cost of production. Domestic oil sardines are still selling at a very low price, and are meeting with a fair demand from the retail trade. The opening quotations on canned lobsters are about 50c per dozen higher than a year ago, said to be caused by the small pack. Salmon prices are still low and in good demand.

Dried Fruits—Evaporated apples have

reached a point much lower than for several years, but, as the supply of green apples is unusually large and prices reasonable, the demand has not been very active. Raisins are nominally unchanged on the coast, but some Eastern second hands have offered fancy goods, very cheap during the week, and the feeling is not strong. Currants and other dried fruits are quiet and unchanged. There has been a greater advance in apricots over opening prices than in any other variety, but as prices are still considered reasonable it is expected that there will be a good demand from now on. Raisins are cheap, but large sizes, the same as in prunes, are scarce, and prices much higher in comparison than on the medium or small size. Small sized prunes are very cheap, and it would seem a good buy for future use, at present prices. The large sizes from 50-60 and up are very scarce and selling at a premium of onehalf cent per pound. Figs and dates have been selling well during the past month at prices about the same as quoted a year ago. Peaches show a slight advance over opening quotations, but as there is usually a very good demand from the consuming trade for this variety, wholesalers think that they are a good purchase at present

Cheese—The marke is steady and unchanged for all grades.

Rice—Prices are reasonable and, unless there is a greater activity shown, it is hardly possible that the advance, which has been reported in primary markets, will be put into effect. Holders in the South are said to be holding their supplies very firm at market quotations.

Syrup and Molasses—Glucose is unchanged. Compound syrup in light demand, owing to the weather, and un-changed in price. Sugar syrup moderately active for manufacturing purposes, and unchanged in price. Molasses quiet and unchanged.

Starch—There has been a decline of 5c per 100 on Muzzy bulk, Best bulk and Best package.

Provisions—Smoked meats are steady and unchanged. Pure lard is steady at a decline of 1/4c and compound lard at a decline of 1/8c. This is the season for cheap lard, but opinions differ as to whether lard is already cheap. Dried beef, barrel pork and canned meats are steady with a moderate demand. Prices are unchanged, except corn and roasted beef, which advanced 10 per cent. with another advance in sight

Salt Fish—Cod, hake and haddock have been very dull, but should improve from now on. Prices are steady. Mackerel is still dull and unchanged from a week ago. The demand has certainly shown no signs of awakening as yet.

Mason—The third attempt to conduct a successful creamery in Mason has failed, as the Mason Creamery Co. ceased to do business and the plant has been purchased by Dr. O. H. Freeland. Failure of farmers to furnish milk in sufficient quantities is blamed.

If you can't pay as you go, try to do so as you come back.



Will Erect Our First Banking Sky Scraper.

The Peoples Savings Bank is considering plans for the improvement of its property at the corner of Monroe and Ionia. The property has a frontage of 22 feet on Monroe, extending back 80 feet, and its building, three stories brick, is one of the oldest in the city and far from ornamental. The plan is to put up a steel construction ten or twelve story sky scraper for office purposes, something that will be a striking feature in the down town landscape, as much so as the famous Flatiron building in New York. The Bank has made many efforts to buy the adjacent property from the estate of the late Charles Wright, with a view to including that in the plans, but without success, and will go ahead with what it has. How the building will be financed has not yet developed, but it is probable a building company will be organized for the purpose. Under the State law the Bank cannot hold real estate for banking purposes in excess of 50 per cent, of its capitalization. The corner cost \$85,000 and it has been necessary to scale its book value down to \$50,000 by writing off the excess out of the surplus and undivided profits as a compliance with the law. Of the \$35,000 excess \$15,000 has just been written off, \$10,000 will be deducted on July 1 and an equal amount six months later. The Bank will have the assets just the same, but the book value will be less, which may impress stockholders as not so bad when tax paying time comes. The Peoples has undivided profits and surplus of \$131,000, as compared with \$100,000 capital and when the last of the excess is disposed of it will still be in the 100 per cent. class.

William Alden Smith has resigned from the directorate of the People's. which is not altogether unexpected. He was one of the original board, having been an active factor with Charles B. Kelsey in the organization. At one time he had a considerable holding of the stock and helped put over the deal which brought about the present control. Later he began buying into the Grand Rapids Savings and at one time the plan was to bring about a merger of the Grand Rapids and the Peoples. Various matters, political and otherwise, caused a change in the plan. Mr. Smith is now President of the Grand Rapids Savings and his withdrawal from the Peoples comes as a matter of course.

The various utility corporations in which Grand Rapids capitalists have money invested are doing well and this city's income will be materially

increased the coming year by their dividend declarations. The most important of these is the Commonwealth Power, Railway and Light Co., of whose securities it is estimated about \$3,000,000 are held here. The Commonwealth will pay its initial dividend of 1 per cent. on its common stock on May 1, and it is expected the dividend will be forthcoming regularly thereafter every three months. The company the past year earned about 6.8 per cent. on its common stock and a large increase is looked for the coming year as action is obtained upon its investments in development and extensions the past year. Its expenditure last year amounted to approximately \$3,500,000 and returns on this will show up handsomely in the earning statements. The Union Railway, Gas and Electric Co., a Hodenpyl, Hardy & Co. proposition involving utility properties at Peoria, Evansville, Springfield and other towns in Indiana and Illinois, will pay its initial quarterly 1 per cent. on April 1 and this will interest a considerable number of Grand Rapids investors. United Light and Railways has not yet declared its dividend policy, but with its statement of earning there is every reason to believe it will go on a 4 per cent. basis this spring. The first issue of United Light 3 per cent. second preferred stock will be exchangeable in the fall either for preferred or common stock, and in either event this will mean an increase in revenue for the stockholders.

To those who are urging State supervision of private banks as a safeguard against loss to depositors it might be suggested that the banks in the State organized under State and National laws, and supposed to be under the best possible supervision, have not the highest possible record for safety. Take the Albion National Bank, as an illustration. H. M. Dearing, Cashier, for years carried on a system of forgeries, and when at last he was discovered, he had not only wiped out the entire capital stock of the Bank but had made heavy inroads upon the deposits. The State Bank at Chelsea, of which former State Treasurer Glazier was at the head, is another illustration of where supervision did not protect, as depositors will testify. Supervision may be a safeguard and a precaution, but when those in control are so minded they can always find ways to beat the game to an extent that leaves little for stockholders or depositors. This has been many times demonstrated in Michigan and in other states. If supervision is to be extended over the

Fourth National Bank

Savings Deposits

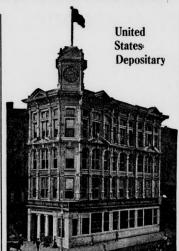
3

Per Cent Interest Paid on Savings

Deposits

Compounded
Semi-Annually

Capital Stock \$300,000



Commercial Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus and Undivided Profits

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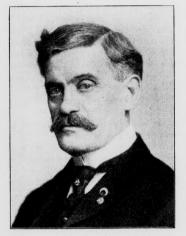
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private banks it should be of a nature, if possible, to prevent the establishment of fly-by-night banks which occasionally spring up and then disappear to the sorrow of the confiding public. Michigan has been happily free from this kind of banks, but there have been just enough of them to make it worth while to guard against them.

Brief Sketch of the Federation's New Organizer.

Roman I. Jarvis, who has been engaged as organizer for the Michigan Federation of Retail Merchants, was born Aug. 3, 1857, at Lockport, N. Y. His father was a man of high moral standing and of a literary taste, was a great reader all through life and was a good French, Latin and English scholar. Early in life, however, he drifted from home, and in Western New York learned the boot and shoe trade. Being a man of modest pretensions, he



followed his trade and reared his family in comfortable circumstances, until they could help themselves. His mother was of true New England stock and her ancestors were among the first to fight for freedom upon American soil.

Being the oldest son, Mr. Jarvis was early put to work during the summer vacations, and at the age of 18 was master of the trade of his father. Imbibing the love of books from his father as well as mother, who was also fond of books, Mr. Jarvis utilized every spare moment of his time in reading various volumes affording useful information, paying meantime special attention to political and economical works. He has acquired a vast fund of information which equips him for any position he may secure. He is a close student of passing events, a man of original ideas. He is strictly temperate in everything.

Mr. Jarvis was married in Paw Paw in 1878, where he had lived ten years previously. He has eight children to provide for, four girls and four boys. He is a man of small means, yet maintains his family in comfort, and they are numbered among the most respected Benton Harbor people.

Mr. Jarvis has lived in Benton Harbor thirty-one years, during which time he worked for a local firm for two years, traveled six years for an Eastern boot and shoe firm, and conducted a custom shoe business for several years. He is what may be termed

a practical and self-made man, having learned from friction with the world what life is. In 1875, while still a young man, he was an active greenbacker and fought in the fourth district of Michigan for financial reform. He is an uncompromising tariff reformer and has spoken in each campaign since 1876. He drifted like hundreds of others into the democratic ranks, where he has been a constant fighter for what he has believed to be right. He was the democratic candidate for Congrss in his district in 1894, 1896, 1898, and 1890, these being the strongest contests ever made by a democrat in that district. He was postmaster of Benton Harbor during the Cleveland administration.

Mr. Jarvis is a gentleman by nature, a man of vigorous mind and wide culture, although self-made and coming from the ranks of the artisan classes, having in early life learned the shoemaker's trade. His sympathies therefore are with the masses, whose interests he has always warmly defended, with tongue and pen, on the platform and in the public press, and with whom he commands a strong and growing influence.

The Grand Rapids & Northwestern Railway.

The Tradesman is authorized to announce that the Grand Rapids & Northwestern Railway, running from Grand Rapids to Ludington, will be constructed during the present year and that regular trains will, undoubtedly, be running between the two terminals by the close of the year. The distance covered is ninety-five miles. The old roadbed of the Buttars line will be used to Wiley, from which place the road will proceed almost directly south to Hesperia, thence to Fremont, thence a little west to avoid the hills in crossing the Muskegon River, thence to Conklin, thence to the Grand Trunk, over which line the new road will come into the city. The Grand Rapids & Northwestern will make use of the Grand Trunk terminals at this end. It has also acquired exceptional terminal facilities at Ludington and dockage terminals at Milwaukee and Manitowoc. It will own and operate a full equipment of transports, which will run to both Milwaukee and Manitowoc. The road will be one of the best graded roads in the State. The rails will be the heaviest of any railroad in Michigan. It will be constructed primarily for freight purposes. To begin with, there will be three passenger trains daily between Grand Rapids and Ludington. As travel increases the number of trains will be correspondingly increased. The cost of the road, terminals and transports will be provided for by a bond issue of \$4,500,000, preferred stock of \$500,000 and a common stock issue which has yet to be determined as to amount. This road has long been regarded as a certainty by Grand Rapids business men. There have been many delays on account of the condition of the money market and the inability to find an outlet for the bonds until recently. The road opens up an entirely new section for Grand Rapids and will do much to

strengthen the jobbing and manufacturing interests of the market.

Quotations on Local Stock	ks and E	
Am. Gas & Elec. Co., Co		84
Am. Gas & Elec. Co., Pfd	1. 451/2	471/2
Am. Gas & Elec. Co., Flu	com. 438	
Am. Light & Trac. Co., C	OIII. 438	110
Am. Light & Trac. Co., C Am. Light & Trac. Co., Pf	fd. 108	110
Am. Public Utilities, Pid. Can. Puget Sound Lbr.	78	80
Can. Puget Sound Lbr.	3	3
Cities Service Co., Com. Cities Service Co., Pfd.	110	113
Cities Service Co., Pfd.	861/2	881/2
Citizens' Telephone	94	96
Comw'th Pr. Ry. & Lt. Comw'th Pr. Ry. & Lt. F Elec. Bond Deposit Pfd.	Com. 69	70
Comw'th Pr. Ry. & Lt. F	fd. 91	92
Elec. Bond Deposit Pfd.	76	79
Fourth National Bank	210	
Furniture City Brewing (Co.	60
Furniture City Brewing C Globe Knitting Works, Co Globe Knitting Works, Pfo	om. 125	
Globe Knitting Works, Pfe	d.	100
G. R. Brewing Co.		175
G. R. Nat'l City Bank	180	181
G. R. Savings Bank	216	
Holland-St. Louis Sugar,		8
Kent State Bank	266	•
Macey Co., Com.	200	
Lincoln Gas & Elec. Co.	30	35
Macey Company, Pfd.	97	100
Michigan Sugar Co Com		60
Michigan Sugar Co., Com Michigan State Tele. Co.,	D#4 100	1011/2
National Grocer Co., Pfd	91	93
Old National Bank	2081/2	
Pacific. Gas & Elec. Co.,	Com 62	63
Peoples Savings Bank	250	00
Tennesses Dy I + 6 Dr	Com 2214	231/2
Tennessee Ry. Lt. & Pr., Tennessee Ry. Lt. & Pr., United Light & Railway.	Des 751/	761/2
Tennessee Ry. Lt. & Pr.,	Pid. 70 /2	1072
United Light & Railway,	Com. 19	80
United Lt. & Ry., 1st Pfe United Lt. & Ry., 2nd Pfe	d. 83	84
United Lt. & Ry., 2nd Pic	1.,	00
(old)	781/2	80
United Lt & Ry., 2nd Pf		
(new)	74	75
Bonds.	1007 05	07
Chattanooga Gas Co.	1927 95	97
Denver Gas & Elec. Co.	1949 951/2	961/2
Flint Gas Co.	1924 96	971/2
G. R. Edison Co.	1916 98½ 1915 100⅓	100
G. R. Gas Light Co. G. R. Railway Co.	1915 100%	1001/2
G. R. Railway Co.	1916 100	101
Kalamazoo Gas Co.	1916 100 1920 95	100
Saginaw City Gas Co.	1916	99
*Ex-dividend.		
January 14, 1913.		

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

January 15, 1913.

THE TASK.

To be honest, to be kind-to earn a little and to spend a little less, to make upon the whole a family happier for his presence, to renounce when that shall be necessary and not to be embittered, to keep a few friends, but these without capitulation-above all, on the same grim conditions, to keep friends with himself-here is a task for all that a man has of fortitude and delicacy.

Robert Louis Stevenson.

DREW AND CAMPAU.

One of the leading figures in the arrest of the McNamara brothers for the dynamiting of the Los Angeles Times and who wound up these tools of the structural iron workers union so tightly in the meshes of incontrovertable evidence that they pleaded guilty, was Walter Drew, formerly of this city, and who is well-known and has many friends here. One of the leading figures in the arrest of the officers of the union for conspiracy and who, by the evidence he had gathered against them made their conviction certain, was Walter Drew. One of the leading figures in the second trial of Darrow, the dynamiters' crafty lawyer in Los Angeles, for bribery and attempted bribery of the McNamara jurors is, once more, Walter Drew, the Grand Rapids man. When the National Erectors' Association, made up of the structural steel contracting firms, found that their work was being systematically dynamited unless done by union labor, they looked the country over to find a man capable of securing the necessary evidence to bring the perpetrators to justice. The work of Walter Drew, as attorney for the Grand Rapids Citizens Alliance, attracted their attention and he was retained. It was an almost hopeless task that he undertook-a task that the most skilled detectives had failed inone that called for patience, endurance, determination and courage of the highest degree. A gang of conspirators engaged in desperate enterprises, destroying property and with little remorse if lives were lost when the explosions were perpetrated, would not have hesitated to put an end to the foe upon their trail and Drew had to use secrecy even more profound than their own to penetrate into their inner councils and to learn their secrets.

The confession of the McNamaras made by them when they realized that the evidence of their guilt was beyond question, was Drew's first triumph. Then came the arrest, the long trial and the recent conviction of the thirtyeight officers and members of the structural steel workers union in the courts of Indianapolis, and this was Mr. Drew's second victory, for it was he more than anyone else who gathered the evidence and made the conviction certain. Darrow was the dynamiters' lawyer to defend the McNamaras and into his hands was placed a portion of the quarter million dollar defense fund collected from the union labor of the country by Samuel Gompers, president of the American federation of labor. How much of it stayed in the aching palm of Gompers has not yet been disclosed. With the enormous sum placed at his disposal, Darrow is to secure a jury to his liking for the McNamara trials in Los Angeles. The unexpected discovery that Darrow was corrupting the jury-both by intimation and bribery, both favorite union methods-precipitated the confession of the McNamaras and the arrest of Darrow for bribery. His first trial resulted in a disagreement of the jury; his second trial is now pending and it is Walter Drew who is preparing the evidence, and there is every reason to believe that this second trial will result in conviction. To Walter Drew, more than to any other, is due the credit for breaking up a conspiracy compared with which the Ku Klux Klan of a generation ago was child's play-a conspiracy that was aimed at property and was careless of lives and sought to destroy free labor. More than this, he more than any other has

demands. One of Drew's ablest assistants in assembling the evidence against the conspirators and preparing for their trial at Indianapolis, was Miss Lillian Williamson, another Grand Rapids product. Miss Williamson was long manager of the local employers' bureau and was so thorough in her work, so systematic and so skillful that Mr. Drew called her to Indianapolis to help him arrange the evidence and to see that the witnesses were on hand when wanted. She proved so capable that the Government has retained her to assist in the second Darrow trial in Los Angeles.

brought to public view the lawless

methods of union labor in enforcing its

Mr. Drew was associated with Francis D. Campau in this city and Mr. Campau succeeded him in his relations with the Grand Rapids manufacturers. Mr. Campau has Mr. Drew's thoroughness, the same skill and the same courage. He has a wide knowledge of labor laws of his own and other states and of other nations. He knows the methods of unionism and how to deal with them. He has the confidence of the manufacturers and honest labor respects him because he is "on the square," while the crooks and professional labor leaders and trouble makers fear him, because they know he is acquainted with their ways and thoroughly familiar with the infamous weapons they use to accomplish their nefarious ends. Mr. Campau is fascinating in

conversation, convincing in argument and eloquent in speech. He is a careful student of the law and his broad knowledge of human nature and charming personality plainly foreshadow a brilliant professional career.

TWENTY SUMMER LINES.

Furniture even more than clothing tells how the people live, and that there is a strong tendency to outdoor and country life can be seen by a tour through the furniture exposition buildings. Ten years ago there were probably half a dozen lines of summer furniture shown in this market and none of them was large or elaborate or far away from conventional designs. This season there are about twenty summer lines, and they are of infinite variety, making use of many different materials and shown in all sorts of patterns. In the old lines reed and rattan were almost the only mediums used; in the modern lines the goods are in reed, rattan, willow, grass, fiber and various natural woods. notably hickory and cedar. In the modern home the porch is almost as much a part of the house as the parlor or living room and complete suites for the porch are shown. These suites comprise chairs, rockers, settees, swinging chair or hammock, table, magazine rack and often a tea wagon, all in the same material, design and finish. Another feature of the modern home is the sun parlor, and there are suites of summer goods for this adjunct. The sun parlor suite is similar to the porch, except that it may be upholstered in fancy tinted cretons or other fabrics. The popularity of the sleeping porch is also shown in the exhibits in furniture made especially for such purposes. The sleeping porch furnishings may be such a combination as can be used for bed at night and couch in the day time and some of them are so made that they can be used either as single or full width beds. Chairs and a light table go with it, but ordinary porch furniture can be used if desired. The swing seat or hammock is also much favored for porch bed purposes. Next to the porch goods the striking feature is the number of lines designed for summer homes in the country or at the resorts. Almost any old thing used to be thought good enough for the summer home, but there is a growing demand for attractive furnishings and the furniture manufacturers are meeting this demand. Beds, bureaus and tables, as well as chairs, are now shown in the willows and grasses and there are sideboards and dining tables and book cases, too. The body of these goods is made of wood for stability and the summer material is glued or nailed on. One of the summer lines shown this season is of hickory, finished with the bark on. The hickory is second growth, from two to six inches in diameter and thoroughly seasoned, and makes up very attractively. For seats and panels the wood is made into splints and woven. Severall of the manufacturers of high grade parlor goods and chairs have patterns designed for summer use and for the summer home. One of the high grade lines show an assortment of English

cottage furniture, simple in outlines,

not expensive and pleasing to look at.

There is said to be excellent demand this season for the summer linesbetter than in any former seasonand manufacturers say the business is growing wonderfully. A few years ago such goods were sold only for summer trade,

WHOSE COLLAR?

B. S. Stratton, 600 West Allegan street, Lansing, writes the Lansing Journal that the reason people do not buy tickets before boarding trains is that they hope by so doing to avoid the payment of their fare altogether. Mr. Stratton evidently judges other people by himself and, in this case, the wish is evidently father of the thought. The Tradesman has never heard of a man who refused to buy a ticket if he could possibly do so, except where he had a positive dislike toward the ticket agent, which is sometimes the case in small towns. People. as a rule, prefer to buy their tickets and will do it if they are given an opportunity, but it is a physical impossibility for everyone to buy a ticket Monday morning at the Union Depot in Grand Rapids. It is a physical impossibility to buy a ticket where the ticket agent is asleep and refuses to come out of the Land of Dreams. It is a physical impossibility to buy a ticket where the passenger arrives at the depot just as the train is pulling out, as sometimes happens through no fault of the passenger.

On the other hand, people are very seriously handicapped sometimes by buying tickets, only to find that their train is cancelled, on account of storm or flood or accident and they are thus compelled to wait several hours: whereas, if they had not purchased a ticket, they could have gone by some other route and reached their destination more promptly. If the railroad companies would permit ticket agents to redeem tickets which are sold under a misapprehension, in cases like this, it would not be so bad, but they throw around such transactions enough red tape to mystify the average traveler and prevent his making a change of route without serious annoyance and delay.

The Tradesman has no means of knowing who B. S. Stratton is, but it would be a good idea for the traveling men of Lansing to look him up and find whose collar he wears.

Mayor Ellis is very greatly concerned over the relation of low wages and the social evil. How about the wages he extorted from men through his gambling dens and bucket shop? Is it not as reasonable to assume that women were forced into vice by these losses as that men were forced to become defaulters to cover up the losses they sustained in the Deacon's gambling hells? The Tradesman is not disposed to defend the inadequate wages paid cash girls and women clerks, but a man who spent a dozen or fifteen years in ruining men and impoverishing women and children through the infamous methods of the wily and unscrupulous gambler is hardly the proper person to champion the cause of the "downtrodden and oppressed."

AN UNNECESSARY HANDICAP.

The State law limiting female labor in this State to 54 hours a week, and to not more than ten hours in any one day, as it applies to stores and offices, was designed to remedy conditions said to exist in some of the big department stores in Detroit and Grand Rapids. Whether the conditions calling for remedy really existed or existed merely in the imaginations of a class who are never so happy as when meddling with the affairs of other people, need not be discussed. For the managers of the department stores in Grand Rapids it may be said, however, that they are not task masters nor slave drivers, but are as careful and thoughtful and considerate of their women clerks and employes as they can be. They realize that a tired clerk is not a good asset for the store and good business unites with humanitarian principles in making conditions as favorable as possible and in not overworking. The State law applies not to the department alone, but to all mercantile establishments, the big and the little alike; to those in the small towns, villages and at the cross roads as well as to those in the cities. On another page L. A. Packer, of Lawton, describes how the 54 hour week law works in the smaller towns. In the small towns the law is a serious detriment to business, a handicap upon the merchant, and inconvenience to patrons. In the small towns dependent upon rural patronage keeping open evenings and especially Saturevenings during the summer months is not a matter of choice, but a necessity for the convenience of the farmer trade. This is true during the planting time in spring, during having and harvesting time in summer and t is also true in the fall when the farmer is getting in his crops. During these seasons in summer everybody on the farm is busy, getting off for a shopping trip to town is impossible and coming in the evening is the only way. The law puts obstacles in the way of the merchant and of his customers by placing arbitrary limits upon the number of hours his women clerks shall be employed. In the small towns the women clerks in stores have many liberties. They have many hours off when business is dull. They have afternoons off for picnics and parties. They enjoy many liberties and are regarded as "one of the fam-They do not complain of their conditions, but would cheerfully and gladly respond when business conditions call for longer hours and extra exertion, if the State law did not forbid. The 54 hour law, as it applies to business, is unnecessary, either in the city or in the smaller towns, and it should be repealed. It is not needed in the cities, for in the cities the onportunities for employment are so many and varied that the woman who does not like the conditions of her employment can easily find something else to do. It is not needed in the smaller towns and villages, for in such communities everybody knows everybody else and what everybody else is doing and public opinion furnishes ample

protection for those who work for

The 54 hour law as applied to the industries of the State is a handicap upon women who must work for a living-and it was intended as such. It was devised by the labor unions as a means of checking female employment and, instead of being humanitarian, it is essentially mean and selfish, as is everything which originates with or emanates from trades union circles. With this law in force conditions are created that makes female employment almost impossible in some industries and unsatisfactory in others. Most of the industries have their busy and their dull periods. In the candy making industry, for instance, there may be ten months of routine work to meet current demands and then comes the two months of rush before the holidays when everybody must go the limit. Under old conditions the women employes gladly availed themselves of the holiday rush to earn their Christmas money and the money they needed to carry them through the winter, but 54 hours a week is their limit now, unless they seek extra work evenings in another factory. The manufacturer during the rush season, instead of giving his regular employes longer hours and more pay, must hire inexperienced help and suffer losses and delays in his busines. In the laundries and similar industries the rush season comes in the summer and just before the various holidays and here both the employer and the employe suffer inconvenience and loss. In the knitting industry the seasons of greatest activity come in fall and spring and the law compels the employment of unskilled labor instead of letting those who know how and are willing to do the work. The same conditions apply in other industries in which women are employed. In most of these industries the pay is not by the number of hours employed, but by the piece, and the law in practical operation places a limitation upon how much women shall earn. During the dull seasons they may be employed half time or less and under this law they have no opportunity to catch up during the busy periods. In some industries where women might be emploved they are barred for the reason that they cannot under the law respond when extra effort is required to meet trade conditions. The law is an injustice to women workers of the State and a hardship to employers. serves no useful purpose that could not be dealt with in other and better ways. It was enacted in response to no other demand than that which came from the greed and selfishness of the labor unions. It ought to be repealed, that the women of the State may have equal opportunity to earn their living in the best ways they can find.

The gang of cheap politicians and botch workmen who masquerade under the name of Grand Rapids trades and labor council announces its intention of investigating the relations of low wages for women and vice, as a branch of the public morals movement now under way. It is doubtful whether the investigation will amount

to much, because the "houses" where so-called labor leaders are most in evidence are now closed. A very pertinent first step in this enquiry might be the effect of the 54 hour law in closing the doors to opportunity to earn an honest living for women who must work.

UNFORTUNATE SELECTIONS.

The ticket for the annual election of officers and directors of the Association of Commerce, to be held the second Tuesday in February, as reported by the nominating committee, is as follows: for President, Carroll F. Sweet, to be re-elected without opposition: for Vice-Presidents, two to be elected, Meyer S. May, Percival V. Garvey, Judge John S. McDonald and Benj. F. Merrick; for directors, six to be elected, D. T. Patton, Rev. A. W. Wishart, Harold C. Cornelius, Pierre Lindhout, Frank E. Leonard, Clifford H. Walker, Samuel A. Freshney, Glenn R. Chamberlain, John S. Noel, Claude Hamilton and W. C. Kirschgessner. If good citizenship were the sole qualification for membership on the official staff of this city's chief civic organization, a better choice of candidates could not be made. But how many on this list will be recognized as among the men of weight, influence and force in this community, either in business, finance or industry? In other cities the custom is to put the foremost citizens on boards of this character, men who are well known for ability, character and success and whose names give the organization strength and standing. How many of the nominees on this ticket will be recognized among the foremost citizens of Grand Rapids? From the viewpoint of usefulness to the Association an its influence three of the nominees for directors are, by reason of their connections, absolutely objectionable, and it is strange that their names should even have been considered. These are Glenn R. Chamberlain, Samuel A. Freshney and D. D. West. Not a word can be said against these men personally or as good citizens, but Mr. Chamberlain is an officer of the Grand Rapids Gas Light Co., Mr. Freshney is manager of the Grand Rapids-Muskegon Power Co. and Mr. West is the local representative of the Michigan Inspection Bureau. The city and the Association of Commerce are now having an argument with the Inspection Bureau in the matter of insurance rates. desirable that the Association should cease to be an independent and aggessive factor in this public movement by the election of Mr. West to the board? For years the Association's predecessor, the old Board of Trade, was a dead head in all matters relating to street railway traffic in this city because of the membership on the board of Benj. S. Hanchett and the directors of that corporation and the influence they were able to bring to bear. Is it desirable that the Association of Commerce should be similarly tied up in relation to the gas and the power companies by the election to the board of Mr. Chamberlain and Mr. Freshney? The Association's influence may be as much needed for these utilities as against them but

what would its influence be if these men were a part of the official organization with a voice in shaping its policies? Be it distinctly understood, no possible objection can be made to these men from the viewpoint of character or standing as citizens, but it is entirely a question of policy. Then the wisdom of electing Judge John S. McDonald to one of the Vice-Presidencies at this time may well be questioned. Judge McDonald is a splendid citizen-honest, courageous and respected-but just now he is at the head of a public movement of vast importance, movement that is everlastingly right, but which, nevertheless, is certain to create faction and arouse bitter feelings. The Association of Commerce may well stand for all that Judge McDonald represents and advocates, but is it necessary for the Association to be made a party to the fight?

The Association of Commerce, since the re-organization a year ago, has suffered from no lack of good citizenship, but it has lacked that force, strength and character which can only be obtained by having in its directorate the community's best known and most influential men. In the re-organization all the former presidents of the organization were dropped out from active affiliation except Heber Knott, and he retires this year. Most of the old directors-those who had been active in the work for years were similarly eliminated. It is true that some of these were not as active as they might be or as regular in their attendance at the meetings as they should, but was it not a positive asset to have their names connected with the organization and a part of it? The re-organization was carried too far, and the Tradesman suggests that something be done to get the veterans back into the service. Young men and new men may be well enough for action, but the Association needs the council of the silver greys and the influence which their names will help carry.

PLAY FAIR.

Little difference of opinion shoulnot be allowed to shut off profitable business relations. A manufacturer changed printers merely to satisfy his dignity in a little dispute over a dollar's worth of paper. printer was not equipped to do the work as well as the old one who had done it for years. After much loss of time and money and the loss of many customers because of a belated catalogue, the manufacturer found it to his advantage to smother his pride and return meekly to his first printer.

It is foolish to divert business from long-established and otherwise satisfactory channels just to satisfy a whim. It reminds one of the little girl who refused to play with the others because they wouldn't let her win every game.

Business is a game. Play the game fairly according to rules. Don't pout if your playmate scores one over you occasionally-that's part of the pleasure of the game.

A man never knows what he can do until he tries-or whom.

ON TO FLINT.

Stirring Appeal By a Representative Petoskey Grocer.

Petoskey, Jan. 13-Among the New Year resolutions that were adopted by the merchants of Michigan, we sincerely hope that none forgot to include as their first and most important a determination to attend the Retail Grocers and General Merchants of Michigan annual convention, to be held in Flint the last week in February. If any were so unfortunate, we hope it will be remedied and new resolutions more appropriate of the times in which we live drawn at once, that they, too, may have the privilege of returning to their homes more satisfied with their line of business and possessed of higher determination to use their future efforts for the betterment of business principles and the welfare of those with whom they associate.

One of the great business centers of our commonwealth is worthy of a visit. It contains great manufacturing and mercantile establishments of every description Its merchants are alive to every opportunity and they have contributed no small part to the rapid growth and general welfare of their beautiful city, and yet, like all true and broad business men, they are unspoiled by success and are anxious to contribute to our welfare by generous and profitable entertainment. Let us be worthy of their efforts. Their committee has prepared a fine programme and unfortunate, indeed, is the merchant who refuses to profit thereby. The city and convention hall are open to all merchants. whether members of the Association or not. Let every live merchant come. Your attendance will help to remove care and frowns from your face. The grouch will immediately depart and your happy and profitable days spent at the convention will do much to make the long weary hours spent behind your counter or your office seem shorter the' coming year. It will aid you in the carrying out of your yearly work and clerks, customers and business alike will share with you indirectly the benefits you derive at Flint.

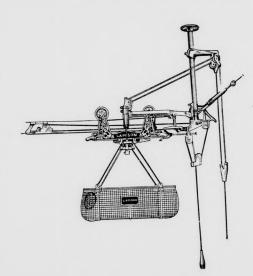
The speakers will please you. They are all men who have been successful in life. They are there to tell us how to succeed and we can safely follow their business methods. Nothing wins like success. If we win we must follow successful men. We must copy their methods. We must come in contact with them, make a study of the men themselevs, assimulate all the good we can from them and then surpass them if we can. Life is but one great improvement to the successful man. He improves not only himself, but others as well His family, clerks, business, city and all who come in contact with him feel the result of his uplifting hand. It is up to us alone to improve ourselves. We must advance or retard. We never remain stationary. Let us leave our business for a few days and feel the influence of others and, if possible, contribute a little to the success of our fellow merchant.

The question box will interest you greatly. Every possible question will be discussed—the extension of credit, profits, losses, stock, discounts, general delivery, fixtures, clerks, handling of customers and questions that seem to be aimed direct at our business will be brought up and receive a fair discussion. This alone will well pay for the expense of the trip to Flint. Let us send in questions and do what we can to make this important and instructive part of our programme a success.

In the selection of delegates, let us pick and send our ablest men; men who have been tried and have established a commercial value upon themselves; men who will prove leaders at the convention; broad minded men who, having succeeded, are willing that others shall suceed and who will do everything in their power to aid and assist a fallen or discouraged brother to the level which he himself enjoys. With good delegates selected, let us use every means to urge every merchant in our community to attend. Let us bring them with us. If they do not need us, we need them. This is a fight for the uplifting and ennobling of our chosen business and we alone receive the direct benefits. Every merchant should contribute to the success of the cause. We can not all succeed, but the hustling up-todate man stands by far the greater chance of success. The day is here when old and vague methods must pass. The people demand something better and their demand is just in many cases. Business is drifting into the hands of the young and active, who adopt new and progressive methods easily. We must keep up with public demand if we continue. This convention is but a great "institute" for our commercial education. If you were a public school teacher, how long would you expect to survive if you refused to atend the institute? The State wisely compels all teachers to attend such gatherings in order to keep up with rapidly changing times Bankers, lawyers, conditions. doctors, druggists and even farmers hold these instructive gatherings and the progressive and successful men of all classes are the men who attend. Such meetings are just as necessary to the merchant. He should take an active part in his own and his competitor's education. He should use his influence in the upbuilding of his community. Many of the merchants' rights require co-operation to secure. This Association is meant and should be used for just such problems as these and should always be controlled by fairness and honor. Remember the cause demands your presence.

"Let us meet in Flint" should be the motto of every live merchant in Michigan for the next few weeks. Let us talk about the great benefit we shall derive from our attendance to our competitors. Let us prevail upon them to accompany us. Let us write our fellow merchants throughout the State, urging their attendance. Let us contribute every bit of energy we can spare to make our meeting the most profitable to ourselves and fellow merchants; to bring out the larg-

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Lamson Cash Carriers improve your service by common-sense centralization and equal distribution of labor.

Cut out lost motion, reduce the payroll and speed up the work.

Give the cashier the quietness and isolation that ensures *correct* records.

And double-check every sale whether it be cash, charge, C. O. D or transfer.

ASK YOUR NEIGHBOR

The Lamson Company

(Bept.) BOSTON, U. S. A.

Representatives in all Principal Cities.

SERVICE

est attendance in our history; to get better acquainted with each other than ever before; to do everything within our power while there for the upbuilding of our chosen business and the firm establishment of its future upon fair, honorable and progressive principles. If this is done, our meeting will be a record breaker. The success of our Retail Grocers' Association will be assured and in a few years it can become the educational week we are justly entitled to and the uplifting derived from such meetings cannot help but do much to place us upon a firmer, safer and surer path to our just rewards.

J. A. Lake, Director.

The "Shalt Nots" and the "Shalts." Written for the Tradesman.

Ever since the first sunrise, humans have been issuing "Don'ts" to other humans. "Thou shalt not" embodies the spirit of all the laws on all the statute books of all the ages.

Billions of men have lived by the Shalt Nots and died by the Shalt Nots, and living and dying have left no mark save the passing impress of a little mound, or a handful of ashes in an urn.

In the like interval, a few men have issued to themselves the mandate, "Thou Shalt"—and have written history.

Retrace the pathway of humanity down the long ages. Those whose footprints are deeply marked in that pathway are men who, good or evil, have guided their courses by the star of positive ambition not negative resolutions.

The bad men who figure large in history carry this lesson, that even evil can win a niche of fame if it be backed by the positive purpose requisite to inspire a fight. In the teaching of this leson, even the evil serve a good and useful purpose.

The good carry the double lesson, that all accomplishment is based on positive purpose, and that positive purpose for good is the most effective antidote to evil.

I have a field. In the early springtime weeds come to life, and grow. I uproot them; yet others take their places. Again I uproot them, and again they grow. I may wage war against weeds till the autumn; yet it is not I, but the winter frost, that ultimately conquers them.

Let me plant that same field in early springtime with corn, or sugar beets, or fruit trees, and cultivate these crops. My labor is no greater. Nay, rather, it is less, for my crops help me in the battle against the weeds. When autumn comes, not only is my field clean, but as a reward for my efforts I reap a harvest that pays me well for my labor—a harvest that throughout the growing season has furnished incentive to keep up the battle.

Thus it is with all life. No man who owned a field would be content with exterminating the weeds which sprang to spontaneous life there; he would seek also, and first of all, to make the field bring forth a beneficent harvest. In like manner, these men of all ages whose fame shines white are reputed

good, not for the evil they abstained from, but for the good they did.

Eighty years ago, a soldier of the Common Good is asked how, through all these years, he kept his soul unsullied in a world full of temptations.

"I have been too busy to see temptation," he answers. "I could not spare time to do wrong."

Activity is the first principle of human life. From its first inarticulate cry, the child is busy. The bad boy who makes so much work about the house is perpetually active. The youth who seeks dissipation does so because he craves excitement.

This activity is Heaven sent. It cannot be repressed. Our task and our duty, in our schools, our churches, everywhere in fact, is to direct the natural activity of humankind into proper channels. Say to the young man and the young woman, "Thou shalt do good with all thy soul and with all thy heart and with all thy life," and we have issued the sum of all commandments, and can henceforth turn all the Shalt Nots of all the ages to the wall. William Edward Park.

Juicy Jottings From Jackson Council.

Jackson, Jan. 13—Paul W. Haefner, of the firm of Sauer & Haefner, Main street grocers, is thinking of retiring from the grocery business in the near future. He has been behind the counter in Jackson for thirty-one years and had ten years' experience before coming here This, however, will not leave him without anything to do, for he has various interests which will take his spare time, as the result of a successful career in business.

E. D. Sickles, salesman for the Harnitt & Hewitt Co., Toledo. is much pleased with the result of his business for 1912. The bonus check was the largest he has received in the seven years he has been with his firm and, from the way Gene talks, we think he is going to put part of the surplus into an automobile.

Wm. Pickell started the year by looking after his business in Jackson and nearby vicinity. As salesman for F. W. Stock & Son, millers, Hillsdale, he has built up a business of large volume, extending over three or four states. Will was Senior Counselor of Jackson Council, No. 57, in 1910 and was one of the best officers that ever passed through the chairs

Norman Jedle & Co. have purchased the retail business formerly owned by P. Sloan & Co., Dexter. Norman was connected with Sloan & Co. for years and will, undoubtedly, continue with the same success the store has always met with. Mr Sloan will look after his farms.

F. L. Day is walking with a cane. He says he went to church with his wife Sunday evening and he was reminded of those who "walk in slippery places."

Spurgeon.

Doubtful Consolation.

"Mary," complained the husband, "why do you suppose it is that people all say I have such a large head?"

"I don't know, I'm sure, John," said his wife consolingly; "but never mind, there's nothing in it"

Franklin Refinery First To Introduce Package Sugars.

The Franklin Sugar Refining Co. is the original packer of sugar in cartons, having first put its granulated sugar on the market in this style of package as far back as 1899. The style of package met with great favor from the start on account of its convenience to the retailer and because its sanitary features appealed to the consumer. Selling sugar in cartons saved the retailer the labor, loss of time, loss by overweight and cost of bags and twine, all of which fall upor him when he buys sugar in bulk and puts it in bags to retail.

The Franklin carton gives the grocer the benefit of a positive profit, instead of an actual loss in the handling of sugar on account of the very narrow margin at which this commodity is handled. Nothing else sold in a grocery store is so much in need of the protection of a sanitary carton as sugar which, when kept in open barrels and bins, is not only exposed to contamination by dust, but, as is well known, furnishes an ideal germ culture. The importance of the carton packages from the consumer standpoint is therefore easily seen.

The line of Franklin carton sugars includes all those grades of sugar which are most in demand, packed in convenient 2 pound, 3½ pound and 5 pound cartons. Among most popular fancy sugars are the one pound cartons of powdered sugar and the 1 pound cartons of XXXX Confectioner's Sugar with interlinings of wax paper which protects the contents against the action of moisture.

One way of keeping your troubles down is to keep them to yourself.

It always makes a boy hungry when he sees another boy eating.

GRAND RAPIDS BROOM CO.

Manufacturer of

Medium and High-Grade

Brooms

GRAND RAPIDS, MICH.



IMPORTANT

Retail Grocers



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

Baker's Cocoa and Chocolate

Registered U.S. Pat. off

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

MADE ONLY BY

Walter Baker & Co. Limited DORCHESTER, MASS,

Established 1780



Read any Advertisement of

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

Order of your jobber of Louis Hilfer Co. 4 Dock St., Chicago, Ill.

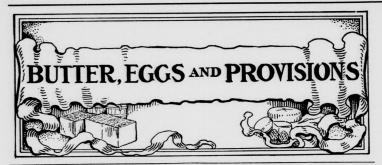
Crescent Mfg. Co., Seattle, Wash.



Tanglefoot Fly Paper

The only Sanitary and Non-Poisonous Fly Destroyer

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.



CANNED GOODS WEEK.

How to Make It a Great Public Benefit,

Chicago, Jan. 13—Four great commercial organizations have agreed to co-operate to make the first week in April, 1913 (March 31 to April 6), memorable in the history of the Canned Foods Industry, as Canned Foods Week, and probably to repeat the effort each year afterward.

The organizations referred to are the National Association of Retail Grocers, the National Wholesale Grocers' Association, the Southern Wholesale Grocers' Association, the National Canners' Association, the National Canned Foods and Dried Fruit Brokers' Association.

The canners and wholesale grocers have raised a fund to pay the expenses of the effort and with which to do advertising, and this committee just previous to Canned Foods Week, will advertise extensively in the daily papers to consumers, and in other ways to help retail grocers sell canned foods and create an active interest on the part of the general public. Will you avail yourself of this help and quadruple your regular sale of canned food during the first week in April? If you do not, other retailers will profit by your failure to do so.

It is estimated that the sale of canned foods is about one-fourth a retail grocer's business, more in some localities, less in others, and the line pays a fair percentage of profit.

The consumption of canned foods in the United States at present is only about twenty-five cans per capita per annum, or about two cans per person each month—a very small quantity indeed.

If this use of canned foods could be increased to two cans each week for each person, the business would be quadrupled. It can easily be done.

You ask how? We answer that you retail grocers are the autocrats of the public appetite. You set the style in eating and all that is necessary to be done in order to quadruple your sales of canned foods is to establish canned foods in the public confidence and their merit and economy will do the rest.

There are a great many housekeepers who do not think well of canned foods, not because of what they know about them, but because of what they don't know about them.

Don't wait for Canned Foods Week to arrive, but begin now and be sure to join in the general effort in the week March 31st to April 6th, 1913. Do these things, and you can do them with but little additional expense, none scarcely, viz.

1. Ask your wholesale grocer to get

you a copy of designs for window and counter display. This committee will furnish wholesalers with such designs for distribution. Make a handsome window display, a handsome counter display and a tasteful shelf display of canned foods, during Canned Foods Week.

Begin now, and keep it up until April 6, and afterward, to push and urge the sale of canned foods by the case and dozen or in assorted cases instead of by the can. Induce your customers to keep a good supply in their pantries. Explain to them how convenient canned foods are to have on hand and that they will keep for years without spoiling. Tell them that nothing is used in packing canned foods except heat, just plain steam heat, the fresh food being cooked in the cans and that modern canneries are more sanitary than a dainty woman's kitchen, which is the truth. Explain that the contents of the cans are largely handled by automatic machinery and that cleanliness, freshness and natural flavor is what canners constantly strive to secure and that canned foods being perfectly protected from dust, dirt, odors, and decay, by being hermetically sealed in an air tight tin can are most wholesome

3. If you do any advertising in your local papers, use it previously to and during Canned Foods Week to attract attention to your stock in that Induce your local paper in which you advertise to print some entertaining, interesting and instructive articles in relation to canned foods, their economy, wholesomeness and convenience. to this committee for such articles and they will be mailed to you promptly. Read the leaflets we send you through your wholesale grocer for general information about canned foods. Get your sales people to read such literature carefully so that they can talk about canned foods convincingly to consumers.

4. You probably have a Retail Grocers' Association in your city and no doubt belong to it. Go the next meeting and get the Association to endorse National Canned Foods Week and get all members to co-operate in making it a big success.

5. You doubtless sell goods to some hotels, restaurants, public institutions, boarding houses, etc. Induce them to put on a canned foods bill of fare or menu during the first week in April, 1913, and to head the bill of fare National Canned Foods Week and sell them a supply to back up the bill of fare.

6. Call up the secretaries and presidents of your Women's Clubs. either civic or domestic or church or social, and get the clubs to invite you to de-

liver brief public welfare lectures on canned foods at the next meetings. You will be surprised to know how easy it is to so arrange and what deep interest the women take in such practical subjects. Arrange to open samples of canned foods at your store Monday of Canned Foods Week and invite Women's Clubs to be present and sample them.

7. Join us heartily in this movement. Let us educate the people as to canned foods. Let us drive away the mists of ignorance and prejudice which surround and mislead many people toward such foods.

We do not ask you to push any especial brand of canned foods. Just push any brand you have found satisfactory. You will not only be serving and promoting your own business interests in doing so, but you will be fulfilling the mission which is yours, that of a guide and friend to the public appetite, health and welfare; for canned foods are meritorious, economical, wholesome and enjoyable. An increase in the use of Canned Foods is a sure guide to "The Low Cost Of Good Living." John A. Lee, Managing Director.

Defends Cold Storage.

John F. Ankenbauer, a commission man of Cincinnati, Ohio, in an address before the Ways and Means Committee of the Cincinnati Chamber of Commerce, recently, defended the cold storage system, claiming it was a means of lowering the cost of living.

"The real facts in the case are," said Mr. Ankenbauer, "that if products were not stored by us they would go even higher. Take eggs, for instance. Suppose there was no means of storing them. They would have been so cheap this summer that the people would have been tired of eating them, and then in winter, if there were no eggs in storage to put on the market, they would be worth \$1 a dozen.

"We, in our business, conserve the product, distribution them over the year, instead of dumping them all onto the people at one time when they can't be consumed.

"Handling a large variety of lines, we can reach the retailer on a cheaper average selling cost than the manufacturer handling but one line or variety. So by distributing the products of the South among the people of the North and vice versa, we handle these products far cheaper than if the producer tried to reach the consumer direct."

A girl can be sentimental even about the way she eats pickles.

Chief Rawl, of the Dairy Division of the United States Department of Agriculture, gave a talk at the recent Minnesota State Buttermaker's Association that set everybody to talking-and the comment coming from some quarters has been not only warm but quite hot, indeed. There are, perhaps, abuses of the quotations made in the various markets. But this abuse, we feel, is scarcely as wide-spread or as damaging to the creamery interests as the chief imagines. Mr. Rawl proposes selling organizations for the creamery interests that, while probably ideal, are, we fear, scarcely practical. The commission man and broker have their legitimate places in our scheme of marketing, and will serve this trade with ability for a long, long time to come.

Buying Poultry Right.

L. P. Albright, of Richwood, Ohio, advertises in the local paper as follows: "During the past it has been customary to buy poultry without regard to the condition or quality of the fowl. Eastern markets are now so discriminating that it is necessary to change our methods of buying, on account of the wide range of values on different grades of poultry. In the future we will buy poultry at what it is worth, paying a good price for good poultry and less money for the poorer grades. This is the way all poultry should be bought, just as other farm products, such as hogs, cattle, etc., are sold."

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.

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.

ALEXANDER ST. PETER.

Excentric Character Who Lived On the Muskegon.

That was the name of an eccentric character who flourished in the Muskegon woods something over forty years ago

Like Joseph Troutier, the first merchant on the river, St. Peter was fully as noted, although in an altogether different line of endeavor. While Troutier, or "Truckee" as he was more familiarly called, had from his early boyhood been a dealer, first as a traveling purchaser of furs to the finality of a considerable store on the Muskegon, located at a place called The Dam, this other man was in nothing like him, since he was an inveterate hunter and trapper, than whom no better struck foot in snow on trail of a wounded deer or bear.

St. Peter was better known as Alixy, Alexsee or Lixy for short.

He was a power among the Indians, an interpreter of no mean powers, and in native shrewdness the equal of the smartest white man on the river.

His father, a little Frenchman, his mother a Potawatami squaw, his mixed blood gave him the fleet foot of the Indian, the scheming brain of the Frenchman.

A sort of rivalry grew up between St. Peter and the merchant Troutier, a rivalry that was, however, in the main of a friendly nature.

The one most concerned in the reputation of Lixy was his father, who saw the growing popularity of Troutier among the settlers, and rather resented it because of his, as he believed, more accomplished son.

"Look at dem boys," said he, addressing a stranger from the mouth of the river. "Fine lookin' chaps, eh?"

Lixy, small of stature, keen-eyed and muscular withal, sat on a log with his rifle between his knees, silent and reflective. A little way off stood Troutier, tall, straight as an arrow to above six feet, with a noble head of Websterian design and the air of a statesman. The later was conversing with one of the prominent white men of the

"Yes, nice looking," agreed the stranger, eyeing the tall form of Troutier with ill concealed admiration. "That man looks like a senator."

At this slight put upon his son, the little Frenchman ejaculated, with arms gesticulating his feelings: "Dat are Truckee tinks him big man. Ugh! No good, no good!" contemptuously. "Him stan' round all day, tálk on polidick-" Then, with a sweep of his hand toward the little halfbreed with the gun, "Dere's my boy. Look a heem; my Alexsee; he de boy, he kill de deer!"

St. Peter dressed in semi-civilized costume, always, however, clinging to the moccasins of his mother's race. He moved with a cat-like tread, was ever on the alert, and had he chosen to enter the Union army at the time of the war would have made a hit as a scout.

Very few cared to clash with Lixy in the field of hunting sport. In those days there was no law forbidding the night hunting of deer and at this sort of sport Lixy was an expert. His small ashen canoe could be seen gliding along

the shore of the Muskegon just before as the leaves of the trees, would be twilight, equipped with jack and gun.

Invariably the next morning he would appear at the settlement near which he lived with several venison hams which he sold for a quarter dollar apiece, the regular price, be the hams great or small. Afterward the buckskin was made into moccasins which retailed for five shillings a pair.

The slaughter of deer at that time was something fierce. It was no uncommon thing for a single hunter to bring down half a dozen deer in a single night, for whose carcasses there was no sale. A few hams were disposed of, the slaughter being for the sake of the hides and the modicum of sport afforded.

It was Lixy who first suggested to the writer the desirability of a law for the purpose of protecting the deer. Even he saw in the immediate future the sure result of this inconsiderate and useless slaughter.

The old Frenchman might well be proud of the hunting and trapping prowess of his son. Neither the old man or Alexsee mixed in the "muddy pool of politics," yet both were in demand at election time by the white office-seekers, who sometimes found that by the Indian vote alone were they able to squeeze out a victory.

In war days Lixy was thoroughly loyal to the Union, and tramped many miles on occasions to obtain news of the great battles. He would sit on a nail keg in the settlement store for an hour at a time, listening to the reading of the war news.

In the main the Indians of Western Michigan voted the Republican ticket at National elections. Thomas White Ferry of Grand Haven was the idol of the lake shore Indians for many, many moons, and he received their solid vote, which was at that early date not inconsiderable. In an evil hour, however, reports were current that Ferry had voted against the Indian interests and of course the opposition took advantage of this to make a desperate fight to win over the redmen.

A prominent Muskegon lumberman was nominated against Ferry, after which the work of proselyting among the up-shore Indians began. St. Peter, who felt sore over what he deemed an injustice on the part of Ferry to his race-unlike Troutier he made no pretentions to being a white man-determined to use his influence for the defeat of the Grand Haven man.

It was a battle to the finish all right, and Lixy was in the midst of it. He was called into the councils of the Democrats, rigged out in a brand new suit of clothes, including a pair of fine boots, something the halfbreed had never worn before, and of which he was correspondingly proud.

The campaign waxed fast and furious, Lixy putting in his time visiting his friends from Muskegon up as far north as Grand Traverse. He fared well, living on the fat of the land, returning home on the eve of election, confident of victory for Ferry's opponent. As a boy I listened to the halfbreed's account of how he had gone to every redman's house, arguing for his man, and how the votes of these, thick

cast against White Ferry.

The partisans of the latter were uneasy over the prospect, and worked under a shadow of impending defeat during the day of voting. That was before the day of the Australian ballot, so that it was comparatively easy to know how every man voted. What then was the surprise of the leading Republicans to find John and Antoine, Lixy's two grown sons, voting the straight Republican ticket.

"Democrats'll be out them clothes," chuckled Antoine.

Which proved true, since Ferry was re-elected by his usual majority, and the Muskegon Democrats, who usually counted on the supposed Indian defection to elect their man, had to stand for no end of good natured roasting.

Back in the war time St. Peter was supposed to have done a good turn for the white settlers of Northern Michigan by his influence among his kind against an uprising for the massacre of the whites. This was at the time of the horrible atrocities of the Sioux in Min-

Wild stories were set afloat regarding the intentions of the Michigan redmen. Some of the wisest of the whites actually feared such an uprising, and St. Peter was delegated to go among the Indians and counsel them against such foolhardy work. Lixy was shrewd. He accepted the role of peace-maker and no doubt did his work well, since his kindly advice and warnings prevailed against the hotheads of his own race.

There was no uprising of the reds in Michigan, although the border settlements were so worked up over the scare as to appeal to the State Government, which sent a stand of fifty muskets to Newaygo, weapons which were afterward used one Fourth of July in a parade of "Horribles" captained by Levi Trott.

St. Peter died some twenty or more years ago, beloved and respected by every member of the white race who Old Timer. knew him or his sons.

In trying to carve his fortune many a man uses poor tools.

When She Would Return.

"I saw your mother going to one of the neighbors just as I crossed the street," said the lady caller to her friend's little son. "Do you know when she will be back?"

"Yes'm," answered the truthful Jimmy; "she said she'd be back just as soon as you left."

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

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Michigan

All Kinds of

Feeds in Carlots Mixed Cars a Specialty

Wykes & Co., Grand Rapids Mich. State Agents Hammond Dairy Feed

Hart Brand Canned Goods

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

Michigan People Want Michigan Products

G. J. Johnson Cigar Co.

S. C. W. El Portana Exemplar Evening Press

These Be Our Leaders

WE CARRY A FULL LINE. SEEDS WE CARRY A FULL LINE.

Can fill all orders PROMPTLY
and SATISFACTORILY. 5. 5.

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.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.



Have What Your Customer Wants.

It may be the custom of the average storekeeper to pack up his remainders of the season's stock and store them away until the months roll around again and bring back the demand. Not every merchant can close out all his summer stock before September 1st, or his winter goods prior to Easter week. Even the mark-down, bargain and clearance sales fail to close out the fag-ends.

A celebrated store in Boston so regulates its stock that a certain fixed diminution in price is made after the goods have been in the store a stated period, and as the weeks proceed the prices drop to 75, 50 and 25 per cent., and what are left after these reductions are given to some deserving charity.

But the average clothing merchant doesn't make enough profit on early season sales to warrant such a policy. He may be willing to stand some loss on the remainders and odd lots, but he cannot afford to give away much which can be sold at a moderate price the next recurring season.

And what does he do with these goods? That is the subject which is worth consideration. Probably they are packed up in cases and stored where they will be safe for the intervening six months, possibly a prey to heat, dampness or moths, and when they are unpacked may or may not be found of merchantable value.

But there is one phase of this outof-season question which was brought forcibly to the writer's mind by a little item in a Boston daily a few days ago. It said:

"A friend of the Looker-On started out last week to buy a new office coat. He went first to a store where he has an account, and asked to see the goods. He was attended by a tiredlooking, well-fed clerk, who demurred, saying that the light office coats were 'all put away.' Pressed with the question whether or not he was willing to go and get one, he walked off in silence, brought back two or three coats, and wandered away, leaving the customer to do as he chose. The customer chose to walk out. He went to another store, where he had often traded. The clerk there also seemed too bored to sell goods, or even to talk about them. No sale.

"The Looker-On's friend thereupon happened into a store where he had never bought anything before. He was waited on with immediate courtesy and interest. He was in doubt about the coat. He was told to take it to his office and try it—and told to bring it back if he didn't want it.

There'd be no argument about the refund.

"He bought the coat, exchanged it the next day for one of larger size, bought two shirts and now reckons himself a permanent customer of that store—and has crossed the first one off his list.

"The Looker-On suggests that there is a moral in this."

Yes, there certainly is a moral in this, perhaps two or three. Passing over for the present the indifference of the salesmen, even though there may be a sermon in such a text, and disregarding the question of store policy in the treatment to satisfy customers, let us consider the advantage of having what the customer wants when he wants it.

Summer coats make good office coats, and many a man takes the final wear of his unlined flannel summer coat in his steam-heated winter office. The writer went to five clothing stores in January to get an office coat, other than a black alpaca, and he got a blue serge, which was undoubtedly a part of the previous summer's stock. Once when he was preparing for a trip to the tropics he scoured the city over for white duck coats and trousers, and he found them at last among the packed-away goods at a big clothing establishment, where the salesman was willing to hunt up the suits which were in storage.

The writer only yesterday talked with a friend who starts next week on a trip of several months in the Orient of Africa. He told of a similar difficulty in securing such warm weather outfits as he would need.

Now these are only a few cases, three, in fact, which have come to the personal notice of one man. There certainly are others. People don't start for the tropics every day. They don't go on world tours every week, but there's a regular call for office coats, and some call for neglige suits for those who like to doff their worka-day clothes and be comfortable in their steam-heated houses in the evening. There is always some call for light-weight clothing, and if such a want is stimulated by advertising, some of the stock now packed away in the storage lofts might be sold at a profit.

Certainly it would be unwise to hold all the fag-ends of last summer's stock on your tables. That would work to the disadvantage of the stock and your standing as an up-to-date merchant. But if you can so pack away such stock that it is available, and if you have an inventory of that stock, this casual customer can find

what he wants, and will decide that your store is one which will fill all his requirements fully and promptly.

A leading clothing establishment in Boston made a big hit a year or so ago by advertising light-weight clothing and straw hats in January and February, to catch the trade of society people who usually go to Florida and Southern California in those months. Doubtless most of the lines offered were the next season's advance styles, but what's the reason the average clothing merchant cannot use the scheme to get rid of some of the holdovers of the previous season?

Pack the stock away, perhaps, but not too far away to be non-get-at-able and adopt the volicy of "Everything you want in the clothing line when you want it."—Clothier and Furnisher.

How Friends May Limit Us.

A man is sometimes harmed more than helped by his friends, especially if they hedge him in with their notions of what he ought to do. Whenever he tries to step outside those limits he runs into their admonitions and is turned back into the ruts.

Some years ago," said a successful business man, "I got down in the world. I had given up a line of business that was unsatisfactory as a life work and did not lead anywhere. In the year or two that followed I was searching for some line that had a future in it for me. When I discovered that what I had was not the right thing I lost no time in looking for something else. My friends did not understand my plan at all and saw only the changes I had made. They began to advise me to settle down, stick to what I had and work up from there. They did not throw any light on my problem, but only confused me with their positive advice. After a period of unusually hard luck I came to the conclusion that the main trouble was too much advice-good, kind, sympathetic advice, but pernicious in its effect on my career. So I resolved to make a bold stroke and get out of the reach of my friends. I moved to a distant city and began anew according to my own standards, unhampered by what others thought I was fitted for. I have prospered steadily from that day to this."

Bi-Product of The Postage Stamp.

Many of the most gigantic industries of the country to-day make their entire profit by systematic utilization of every possible bi-product. Did you ever try to apply this principle to your own business. Did you ever stop to figure that the two cents expended in carrying each letter you write will do more than carry that letter? It will also carry additional matter about equal in weight to the letter and en velope. This extra penny's worth of postage can be utilized by enclosing in with your letters neat circulars or folders advertising your business which, if strikingly gotten up, will often gain more attention than if mailed separately. Try this experiment once with the right kind of printed matter and you will be convinced.

Right Way to Open a Clothing Store.

There are few forms of trade which bring greater satisfaction and rewards than the sale of high grade ready made clothing, and there are few which rehigher standards. The consumer of to-day demands style and quality in a larger measure than ever before, and the merchant who can offer the right merchandise and sell it in the right way is assured of success.

Before launching in the business a young man should have two elemental things—experience and capital. There have been cases where young men started with limited capital and scored phenomenal successes. but such a start has so many speculative features that the examples should not be alluring to the young man of to-day. The percentage of failures due to ignorance and lack of capital is so large as to discourage a venture without knowledge and money in fair measure.

The amount of capital depends vpon the size of the city and upon the volume of trade that the young merchant undertakes to do. No clothing business should be started with an available capital of less than \$4.000 to \$5,000, and if the merchant expects to sell more than \$20,000 to \$25,000 in a year he should have more capital. A fairly safe rule is about 25 per cent. as much capital as the volume of trade will equal. It is obvious that the only place to open a store with this amount of capital is in a small town.

What He Can Do on \$5,000.

To embark in the loop district in Chicago, where there are innumerable stores, and where business is highly competitive, requires a large amount of money. There probably is no store of importance within the loop that is operating on less than \$75,000 to \$100,000, and the amounts, in the case of the large stores, run up to a million or more.

Let us suppose that a young man of the right business training has \$5,000 and plenty of ambition. If he wants to start in a large city he must find a partner with the necessary additional capital. Assuming that he prefers to embark for himself in a smaller center, his first problem is to find a location. By getting in touch with a reputable wholesale house he can obtain information as to openings, with facts as to the character of the trade, their buying



OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS



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



power, and the prospects for growth. The next step is to obtain a lease on a good store, well located. His rental should be from 3 to 5 per cent. of the business he hopes to transact, depending on the size of the town.

Fixtures will cost about \$1,000; a store must be so equipped that it will attract people; the young men's patronage is especially important; young men are a fastidious class of buyers. There is a tendency to overdo fixtures, but the amount here suggested is in keeping with the extent of the capital.

Pitfalls in Buying.

Now comes the buying, and right here let us erect this sign, " Beware of pitfalls." A merchant must get the right kind of goods and must buy the right amount. Many young merchants are tempted into buying too much and of too poor a quality by some apparent inducement which only glitters but is not real. The young merchant who overdoes his buying pays a penalty that may retard his progress for years, if it does not overwhelm him. After he gets his stock he needs his energy for selling and for constructive work in the development of trade; he should not expend it in worry over the financial end of the business. The finances should be arranged to take care of themselves.

The man with \$5,000 spends \$1,000 for fixtures and has \$4,000 for merchandise. If he is going to open his store on March 1 he will have several weeks to pay for the goods, and in that period he will sell some; he is justified in placing orders for about \$5,000 worth of merchandise.

His first interview will be with the credit man, who reads his letters of introduction, especially the one from the bank stating that he has on deposit the amount of money represented by his capital. The credit man will suggest that the merchant pay part cash for the first order; the money would otherwise be temporarily idle, and to pay about one-half cash means the earning of some extra discount, which represents a little profit in the first transaction.

If the merchant is to open in an Illinois town, for example, a salesman will be called who waits upon trade in that locality and knows from years of selling the kind and character of goods consumed. The house and the salesman are anxious for the success of the merchant. His success means a continued outlet for their merchandise; they will give him their best advice and assistance.

Advertising Reflects Store's Policy.

On March 1, the date for opening his store, the merchant has paid for his fixtures and for half his stock; he has \$2,000 in the bank and is ready to make sales.

The next step is to let people know he is in business. Formerly merchants hung out their signs and depended on the magic of their names to bring in buyers. Now the sagacious merchant will handle a line of goods that has become, through advertising, well known to the public at large for its quality and style. The merchant in announcing this line immediately directs to his store the force of the reputation of these well known goods.

Advertising is a business by itself; it reflects the character and policy of the store, and unless it is done right a wrong impression will be given which only time and change can eradicate. An advertisement in a local newspaper is a salesman talking to many people at once and if done poorly it creates a worse impression than a poor clerk who comes in contact with only a limited portion of the public.

The accepted mediums of advertising are newspapers, booklets, personal letters, street cars, etc. Show windows are often called advertising, but the word really means those forms of publicity addressed to all the people, including those who do not pass the store or come in contact with the men who conduct it.

A merchant can afford to spend about 4 per cent. of his sales for advertising. On a capital of \$5,000 and annual sales of \$20,000 his outlay should be about \$800 per year. He should not try to thinly cover the whole field of mediums; better concentrate on a few and cover them well.

If the capital employed is \$10,000 the rental, advertising expenses, etc., suggested above can be multiplied by two; if \$20,000, by four, and so on up.

A merchant may have ample capital, excellent location, attractive store, good merchandise, and good advertising, but all these will not bring success. They must all be backed up with a broad policy of dealing with the public. One eminent merchant has "service" as his slogan and service means thinking first of the customer in every transaction.

When the buying public once has learned that this policy is faithfully carried out it will stand as a continual stimulus and men will be brought to trade in such a store through the word of mouth advertising of its customers. There is no harder thing for a merchant to thoroughly learn and practice than a broad policy of dealing and none so essential to success. If goods are guaranteed-and no other kind should be carried-the guaranty should mean exactly what it says. There always will be some customers who will impose upon a store with such a liberal policy, but give the customer the benefit of the doubt every time. It speaks well for average honesty that most people are sincere in their claims and com-

The office end of a business should be kept carefully in hand. A merchant must know stock, sales, profits, expense, and indebtedness at all times, unless he has this information he does not know how his business is tending. It is easy to eat up profits by too much expense and unless a merchant knows how he is running the safety of his business may be imperiled.

Credit may be extended to desirable trade, it helps to make business, but the young merchant must exercise care, otherwise too much of his capital will be tied up on his books. A good rule is to pick your own credit customers as far as you can instead of letting them pick you.

Getting Over Slow Months.

After the first season in business comes a test. The stock of goods which began at \$5,000 has been filled in from

time to time; this must be done to keep up an assortment. At the end of the season come the slow selling months and business can then be stimulated by sales at special prices for the purpose of clearing out old goods and making a place for fresh merchandise Sept. 1 in the fall and March 1 in the spring the season's stock should be reduced to the lowest possible point and the new goods brought in.

On the opening bills the merchant paid part cash and with his early sales had the money to discount the remainder. On the next season he should find himself in a position to continue discounting. Unless he does this, profit is sacrificed and the merchant's credit is impaired. The system of interchanging information and the reports from one source or another are such that the credit man in the wholesale house knows at once whether a merchant is a discounter with all his houses. A merchant should never permit himself to be indexed as "slow."

As business increases capital is increased by adding to it the profits of the year but temporary capital may be obtained in another way. When a merchant finds his business so good that it requires a larger stock of merchandise, he gets in touch with his banker. Banks exist for the purpose of assisting legitimate business and if not utilized for this purpose their functions would be defeated. A merchant borrows in the spring or fall when he needs money to discount his bills. The discount saved is always more than the interest paid to the banker. After the bills are discounted the banker is paid out of the money that comes from subsequent sales.

Every merchant will do well to keep in close touch with his principal wholesale house. Men of affairs and experience are at the head of such houses and their judgment is valuable. A really bright merchant will convert himself into a sponge whenever he comes in contact with other business men and absorb everything be can. He will follow up the process by doing a lot of hard thinking for himself.

Why Some Fail.

Only a small part of the merchants who fail cause a loss to their creditors; most of them lose their own capital, sell out, pay up, and quit; some die in the harness and their estates barely pay out.

The fundamental causes for these failures are few:

1. Lack of managerial capacity. Most merchants make money when the business is small, they do most of the work themselves and watch every penny of expense. When the business gets bigger and some of the important work must be done by employes the weaknesses of the manager become apparent. Here a genius for organization is necessary.

2. Ignorance of the facts about the business. Instead of knowing every day all about the size of the stock, expenses, profits, they guess at such things.

3. Lack of concentration. Many a good merchant is spoiled by a little success. Instead of sticking to the business which gave him his first taste of prestige he permits himself to be dazzled by other things, such as real es-

tate speculation, political honors, and other outside ventures. Some men make them pay; more do not.

4. Underestimating opportunities. In most towns there are too many mediocre stores and too few really good ones. Merchants are prone to be too quickly satisfied, thus making room for new and more lively competition.

5. Spreading out too much. Not infrequently an early success will tempt a merchant to try to run two or three stores in different cities. This requires great ability for organization, and while a few have displayed it, ninety-nine out of a hundred discover that a division of their capital and energy is a losing game.

M. W. Cresap.

The Wrong Kind.

A strapping German, with big beads of perspiration streaming down his face, was darting in and out among the aisles of a department store.

His excited actions attracted the atention of all the salespeople, and they hardly knew what to make of it. A hustling young man of the clothing department walked up and asked:

"Are you looking for something in men's clothing?"

"No," he roared, "not men's clothing; vimmin's clothing. I can't find my wife!"

All's Fish for the Doctor's Net.

"Why, the size of your bill," cried the angry patient to the doctor, "makes me boil all over!"

"Ah!" said the eminent practioner calmly. "That will be twenty dollars more for sterilizing your system.

Lowest

Our catalogue is "the world's lowest market" because we are the largest buyers of general merchandise in America.

And because our comparatively inexpensive method of selling, through a catalogue, reduces costs.

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago St. Louis Minneapolis Dallas



Profit-Yielding?

Written for the Tradesman.

This is a pertinent question. You are not in business for exercise. Can January and February be made something more than simply the space of time between the busy days of Christmas shopping and the regular spring trade, with barely enough business to pay running expenses?

Several important factors combine to make the months of January and February dull or at least unsatisfactory as to profits for the dry goods

During the weeks preceding the holidays there is a wonderful loosening of purse strings. Everybody seems flush with money. After New Years they suddenly discover that they have spent all they had and a general shortness of ready funds is manifest.

Then the dry goods business is naturally one of seasons. In the latter part of fall people buy heavily for winter. In the spring they buy for summer. A lessening of sales between these periods must be regarded as unavoidable.

The seasons are perhaps not 30 sharply defined as they used to be. Many buyers of coats and other items of winter wear now make it a point to wait for the mark-downs. This throws quite a portion of this business later than formerly, but it is the part that has little or no profit in it. The "velvet" is made on the early sales.

The large city stores liven up the quiet of midwinter by special sales. There is the pre-inventory sale immediately after Christmas, followed later by a linen sale, a white goods sale maybe, and sales of various kinds, besides those on coats and suits and other strictly winter goods. The special is valuable as an advertiser and for reducing surplus stock, even if the margin of profit is very small.

By the dealer located in a small town or village, dependent for his patronage largely on country trade, the special sale for a few hours time can not be used so effectively at this time of year as by the city merchant. Suppose that a linen safe is planned an I advertised for Tuesday afternoon from one o'clock until four. Bad roads, a storm, or a cold wave may make it impossible for ladies from the country to get into town. The village merchant can not depend on moving large amounts of goods during these two months by special short-time sales.

And wherever located, city or coun-

Can January and February Be Made try, the receipts of any dry goods store will be small during January and February except as they are made larger by selling goods at less than regular prices. This is inevit-You can not change January into November or December, nor February into April or May. Direct profits must be somewhat unsatisfactory during this time. It is just as well to accept this fact cheerfully. It has to be accepted.

But don't settle down and let your store take on a "nothing doing" look. Unless you are keeping altogether more help than you need, enough work easily can be found to keep all hands busy.

If you handle coats and suits, you already have them marked down. Push these lines vigorously and any other strictly winter goods that will depreciate in value by being held over summer. It is just as important and just as much a part of good business to make a thorough clean-up on these lines that you are now selling at a sharp reduction in price, as it was to push the sale during the fall when you could sell at a good profit.

Before this article reaches you it is likely that you have your inventory completed, or at least well under way. This being finished and written up, take time to study the lessons it has to teach.

As has been said, the direct profits of January and February are necessarily small and unsatisfactory. But there are indirect profits to be gained from these weeks of slackened business. Go in for these.

What does your inventory show you? When you have squared all your accounts with the parting year, take a fearless look at the results. The homely old question presents itself-Have you lived within your income? If this can be answered satisfactorily, then the other which is akin to it arises-Are you in some manner laying up something for the future, either by increasing your stock, or by paying for a home or other outside property, or by putting away money in the bank?

No dry goods merchant should be content to live from hand to mouth. If your business is not yielding you what you honestly feel it ought to yield you for your time and work and investment of capital, are there not changes you can make or economies you can introduce that will cause a better showing on the balance sheet at the end of another year?

If you are doing some credit business, do you have too much money

tied up in slow and uncertain accounts? Would it be better to shorten in on the accounts and enlarge your stock?

Look over your inventory carefully to see whether you have your stock properly proportioned. Perhaps you have too much money in some lines on which you can not hope to do much business, and not enough goods in other lines for which there is a thrifty demand. Aim to keep your money as far as possible in stock that will be turning over and so yielding you a profit.

Have the store thoroughly cleaned and everything put into perfect order. If you desire any changes in the building the coming spring, now is the time to plan them with your landlord or with your carpenter if you are the owner of your store building.

If you wish to make any changes of any kind in your business system, now is the time to set the new methods going.

Take a few days to study your advertising problem. Are you advertising enough and are you getting enough out of your advertising? Make your advertising program for the coming year. Block out newspaper advertisements to be used during the next few months, to be filled in when the time comes with details and prices.

Are you utilizing to its fullest extent the advertising power that exists in your business itself? Something of an advertising nature ought to be enclosed in every package that goes out. Plan for this. See to it that all your goods are displayed as effectively as possible and that price tickets are used all over your store.

Plan your spring buying. Some orders already have been placed and the goods are now coming in. Among thrifty housewives the practice is growing of making up summer clothing during the winter months. Be ready with the goods for those who wish to purchase within the next few weeks.

By thus making a survey of your business as a whole and a careful study of all its parts, January and February may be made to yield rich returns-profits that will come into your cash register during every Fabrix. month of the year.

Leaners Rather Than Lifters.

An employe, even one who is paid by the hour, ought to get rid of the notion that it is the hour he is paid for. He is paid not for the time, but for what is done in the time. If he did more he would establish his right to get more. If he made it his business to "fill the unforgiving minute with sixty seconds' worth of distance run" he would stand out at once with stellar conspicuousness amid a host of slipshod, careless, half-hearted slovens who dawdle through the motions of a job, kill time and break the foreman's heart as long as they are with him. For what they don't do has always got to be done by somebody else. It is easy enough to say: "Get rid of such a man or woman." But the remedy may be worse than the disease. A husband comes home to a late, spoiled dinner, and petulantly tells his wife to discharge the cook. Did he ever undertake to get a cook? The housemaid is insolent. Let's engage another. Very well-show us one who will suit. It will spare the carfare and the shoeleather of a wearisome round of the employment agencies.

The highest ambition of some men is not to be "fired"-either with enthusiasm or from the job. But almost anybody can hold down a mediocre position, merely marking time in it, content to run round in an eternal circle, with the same old tune, like the handle of an organ-grinder's instrument. It would be better to be the monkey at the end of the string-he at least, though tethered, is an aspirant for the second-story window, a precocious solicitor of the coins of the bystanders.

A Resemblance.

"Your husband says he leads a dog's life," said one woman.

"Yes, it's very similar," answered the other. "He comes in with muddy feet, makes himself comfortable by the fire, and waits to be fed."

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.



Spring Wash Goods

A well selected stock of wash goods is a mighty important factor in any Dry Goods store. Now is the time to replenish your stock if you have not already done so.

We are showing a line that is right up to the minute-large varieties of Ginghams. Percales, Prints, Voiles, Poplins, etc.

WRITE FOR SAMPLES AND PRICES

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

ENGRAVING AS AN ART.

Results Already Secured Make Outlook Interesting.

Written for the Tradesman.

In view of the importance the art of engraving has assumed in the commercial world, it has come to be accepted with little thought, either as to its magnitude or the modernness of its invention. Considering its universal development as an industry in all the important countries of the world, it is hard to realize that the basic inventions on which it depends have been in use scarcely twenty-five years.

Engraving of many kinds, of course, has long been in use. Thus the art of copper-plate engraving, in which the lines for printing were patiently cut with burins or gravers into polished copper plates and then impressed on damp paper by passing between rollers after carefully filling with ink and polishing off the surface—a slow and costly operation-originated hundreds of years ago. The demand for illustration, however, was so great that a large school of engravers grew up in the centuries immediately succeeding the invention of printing. Many of these were artists of a high order and their portraits and reproductions of the work of the old masters in painting are found in books showing an amusing crudeness in the printing and binding. Later, to secure the finest in representation where larger editions were necessary, steel was added. This is surviving in this country and Europe largely for its use in paper money and similar needs. Early in the period since the invention of printing, the use of blocks of wood printed with type began, and this developed into the widely used wood-engravings of twenty-five or thirty years ago, which are largely coming into use again for many purposes.

The modern methods of engraving are based on as positive inventions as any of the other great departures in modern life, although from their nature, either their value was not recognized or was not susceptible to patent. While new terms came into use, as in the case of the telephone, etc., these seem to have been either accidental or suggested in the manner of producing the engraved plates. Thus the most common term, halftones-strictly a misnomer-seems to have come accidentally and certainly with no thought of any trade value. The term zinc etching, the other most widely used, comes naturally from the method of producing the plate. The inventions seem to have been made mostly in this country. The one having most significance, the cross line screen, was made by a German experimenter in Philadelphia. Many other inventions were made in this country, some in Europe, but not enough to rob us of the principal cred-

Naturally, the new methods of engraving were promptly adopted in general illustration and in manufacturers' catalogues. Simultaneously the value of enamelled paper in halftone printing came to be recognized. The slow and costly wood engraving was soon displaced in the magazines and the number of these publications multiplied with wonderful rapidity. At the same

time the use of manufacturers' catalogues began the increase which is still unabated.

The new arts of engraving had been increasing a decade or so before their value came to be appreciated in the daily and weekly press. During that time no attempts were made to use the halftone in newspapers. The natural demand for outline illustration and pen portraits were made by drawing and engraving on zinc, but the possibility of thus printing halftones seems not to have been considered.

Something like fifteen years ago the New York Tribune ventured the experiment of printing halftones from stereotype plates in their daily and weekly editions. To the wonder of many the results were entirely success-It was not long before such use of halftones became universal, not only in the metropolitan press, but in the publications of all the important towns of the country. In the larger cities the demand for illustration makes it necessary to put in engraving departments.

The development in the field of newspaper illustration is something wonder ful and is still progressing. Recent causes for this increase are found in the development of reportorial photography. Along this line recent inventions in cameras, lenses, etc., have made it possible to "snap" the notables and to take photographs under adverse conditions, to take accidents, wrecks and all sorts of matters susceptible of illustration until this field is becoming of no small importance.

In the gradual increase along so many lines, the magnitude and significance of this as one of the new departures of human development is likely to be overlooked. The results already accomplished are sufficiently wonderful to make the outlook, in view of the continued progress, decidedly interesting. W. N. Fuller.

Most Useful Resolution of All.

Of course we all smile in a superior manner at the very mention of New Year's Resolutions; we pretend they are toys for children, and that we have long since ceased to regard them seriously as a possible aid to conduct. But we are such deceivers, such miserable, moral cowards, in such terror of appearing naive, that I for one am not to be taken in by that smile and The individual who that pretense. scoffs at New Year's Resolutions resembles the woman who says she does not look under her bed at nights: the truth is not in him, and in the very moment of his lying, could his cranium suddenly become transparent, we should see Resolutions burning brightly in his brain like lamps in Trafalgar Square.

The faculty that we chiefly need when we are in the resolution-making mood is the faculty of imagination, the faculty of looking at our lives as though we had never looked at them before-freshly, with a new eye. Supposing that you had been born mature and full of experience, and that yesterday had been the first day of your life, you would regard it to-day as an experiment, you would challenge each act in it, and you would probably arrange to-morrow in a manner that showed a healthy disrespect for yesterday. You certainly

once, therefore I must keep on doing The past is never more than an experiment. A genuine appreciation of this fact will make our new Resolutions more valuable and drastic than they usually are. I have a dim notion that the most useful Resolution for most of us would be to break quite 50 per cent. of all the vows we have ever made. Arnold Bennett.

How Much Did He Lose.

A Fargo grocer who is not a mathematician, has asked the police to solve a little financial problem for

well-dressed, smooth - talking young man entered his store and asked for a 5-cent jar of mustard. He gave a \$10 bill in payment and upon receiving his change remarked that he thought he had handed the grocer a \$1 bill.

'You certainly are an honest man," he said. "You might have given me only 95 cents in change and I would not have discovered the mistake."

Then the customer produced a \$1 bill, placed it with four of the \$1 bills the grocer had given him in change asked the grocer if he would mind letting him have a \$5 bill for the five \$1 bills. The grocer threw a \$5 bill on the counter.

"Here, I'm robbing you of all your change," said the customer picking up the \$5 bill and the five \$1 bills. I can do better than this. Just let me have my \$10 bill back and I'll give you this \$5 and the \$1 bills.

The grocer made the change, and the customer left the store. Later the grocer, in going over his cash, discovered a shortage. He told the policeman he was not sure, but thought he was out about \$5.05. The policeman insisted the grocer was shy \$9. and the clerk at the police station to whom the report was made figured the shortage to be \$6.-Fargo Forum.

Waiting In The Ante-Room.

Much valuable time is wasted waiting to see the men who sit in the private offices. While a great deal of

would not say: "I have done so-and-so this waiting is inevitable, a little more system on the part of the men who conduct the offices would prove a boon to callers. Not long ago I waited half an hour to see a man, and when I made enquiry I found that my card had not been sent in. The boy was so afraid of the manager that he wouldn't go in until the other caller came out. The manager, not knowing I was waiting, was having a sort of a social visit with his caller. My business could have been transacted in one minute, but it took thirtythirty times as long as it might have

> Managers ought not to have office boys who are afraid of them. They should have the cards come right in so they can see that others are waiting. If they are going to be busy a long time they should send out word to that effect, or better, step out a minute and say so. They should provide something to read-a few good papers and magazines-for those who Frank Stowell. have to wait.

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
000.						13.00
500						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 bot-tom of plate several lines setting forth who is responsible for the disto the who is responsible for the dis-tribution 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.



New Stock of Embroideries and Laces is Arriving

Our 1913 importations look good to us and consist of some exceptionally Our 1913 importations look good to us and consist of some exceptionally strong values in Embroidered Flouncings. Corset Covers. All Overs. Baby Sets. Box Lot Assortments. etc., and Laces in All Overs. Orientals. Torchons. Shadow. Plauen. Cluny. etc. We believe it will pay our customers to take a look at these lines, even though not in need of any at the present time. Our salesmen are showing samples.

GRAND RAPIDS DRY GOODS CO.

Wholesale Only

Grand Rapids, Mich.



The Problem of the Cobbler.

If the shoe retailer thinks he has been hard hit by the advances in the cost of shoes, just pause to consider the case of the average cobbler or shoe repairer, who caters to an even more exacting trade. His problem is assuming really serious proportions. If he is to any longer derive a living profit from his work, he must either demand more for it or else put in a much cheaper grade of stock.

The trouble with most shoe repair men is that they lack the courage of their business convictions They are like some of their brothers among the shoe dealers, in their hesitancy to raise traditional or "standard" prices. In other words, they are poor salesmen. The average cobbler fixes a scale of prices for various kinds of work when he first opens shop and never varies that rate, irrespective of conditions. When a customer brings in a shoe to be half soled or shoes with run down heels, the typical cobbler will name his price, generally without giving any explanation whatever. Any further conversation between him and his customer is monosyllabic.

"Now, I want these shoes by Wednesday," says the visitor.

"All right."

"You'll surely have them for me by then, won't you?"

"Yes."

Exit Mr. Customer.

Things have now come to a pass where the conversational powers of the shoe repairer must be extended. He must sell his different services in the same manner as everything else is marketed. When a customer brings in shoes to be half soled he must explain that the job will cost 50, 60 and 75 cents according to the grade of leather put into the work.

He should show samples of the different sole leathers, telling how varying grades and weights are worth more or less money as the case may be. If the cobbler does this he will find that the majority of his customers will say: "Well, I want a good job done. Give me the best leather at the higher price." Thus the cobbler would make his necessary profit and. at the same time, be assured of a satisfied customer.

The psychology of the idea is exactly the same as that employed when a customer wants shoes half soled and the repair man asks: "Do you want them sewed or nailed on." If the difference in the two processes is properly explained, the higher cost of the McKay work will not usually deter the customer from having it done in preference to nailing.

This is simple salesmanship—an explaining of the difference in quality, and the exercise of tact in making the explanation. Mere prices, it should be understood, really mean very little. The salesman can wipe out the appeal of the most attractive price by merely arguing the superior merits of other goods with his trade.

The shoe repair man must get better prices for his work if he intends to maintain the same quality of materials used in his work. The one way for him to do this is to educate his customers to the necessity of good leather. Depend upon it, a simple explanation is all that is needed, and the more simple your explanation is, the more will your trade feel that they are assured of satisfaction at your hands.—Boot and Shoe Recorder.

What Prices Do Most Dealers Get?

A Rochester manufacturer was somewhat surprised the other day when one of his salesmen told him that dealers in his, the salesmen's territory, are getting \$3.50 for shoes costing \$2.25. "Why, I supposed dealers sold these shoes at \$3," said the manufacturer, exhibiting much surprise. The salesman told him that dealers who are business-like enough to subscribe to a good shoe trade paper have taken the advice of the paper to get profitable prices, and that with the cost of doing business advancing so fast there is no money today in a \$2.25 shoe if sold at \$3.

"It costs 25 per cent. at the lowest to sell shoes," said this salesman, "and when one considers bad accounts, left-over stock and other unfavorable conditions that arise from time to time, the \$2.25 shoe if sold at \$3 does not show a cent of profit."

It would be interesting to know what prices most dealers receive on their shoes. The old theory that because Smith pays so much for a shoe he must sell it for such and such price is fast becoming a exploded theory.

The dealer must sell the shoe from the standpoint of value, satisfaction and pleasure it gives the buyer.

Value is absolutely necessary in a good shoe. Satisfaction comes through the proof of value and the appearance of the shoe when it is purchased. Pleasure, the most valuable asset that most dealers never charge a cent for, comes through the attractive appearance of the last and the comfortable fit of the shoe. Merchants who do not charge for satisfaction are giving their best assets away.—Shoe Retailer.

Life has many shadows—but most shadows are due to sunshine.

A good executive is any man who can do his work without a boss.

The Comfort of Kid Shoes.

Speaking of the limited amount of kid leather which is used in the shoes at the present time, a manufacturer said to the Boot and Shoe Recorder: "After a long experience in the cutting of kid leather and its use in the shoes we've manufactured, it seems to me very strange that so little of this stock is used at the present time in the manufacture of footwear, especially women's goods.

"It seems but a few years ago when about 75 per cent. of our product was cut from kid leather. Now it's hardly 5 per cent. Other leathers and fabrics have combined to diminish the popularity of kid, cutting down its use to almost a vanishing point in Haverhill factories, as well as those elsewhere. In fact, manufacturers of kid leather say that were it not for their export trade they might about as well go out of business.

"Yet, after all, kid leather is a most desirable stock from which to make good looking, good wearing and good litting shoes. It has a softer 'feel' than any other stock. Its flexibility lends itself readily to any style of last or pattern; takes and retains a good polish. It is cool in summer and warm in winter, and, in my opinion, is a most desirable all-the-year-round stock. White kid was formerly a very popular material for women's slippers, but other white leathers and white fabrics have taken its place.

"Because there are so many kinds of leather on the market, it's doubtful in my mind if kid will ever regain its former prominence. The dealer and the consumer want variety in their leathers as well as in their styles. Kid does not supply these requirements. There are many young people who've never worn a kid shoe and have no knowledge whatever in regard to its desirable qualities.

"I've noticed during the past season that there's been a slight increase in the call for kid shoes, but at that it's very limited. If manufacturers and dealers inaugurated a campaign for comfort combined with style in footwear, they could do no better than to use kid leather as a talking point in making sales."

Concerning Returned Goods.

"Even before Mr. Hanan became President of the National Association of Shoe Manufacturers, manufacturers voted positively not to tolerate the evil further and instructed each member, if a vote may be considered as an instruction, to grant no more unjust claims of this kind.

"At the first meeting of the Association, which it was the writer's privilege of attending after Mr. Hanan became President—some seven or eight years ago—a very decided stand was taken by the National body, both against this evil and against the evil embodied in the multiplicity of cartons.

"And yet, after ten years of positive stand on the part of the National Association, about the only progress which a fair mind may note, arises from the dissemination of knowledge by the Association regarding the extent of the evil.

"Judging the future from the past, then, about the only remedy from this source we may hope for is a cataloging of unfair customers and a spread of general information, which will aid in individual action upon individual evils."—R. D. Row, in American Shoemaking.

Get in touch with great financiers—if they will stand for the touch.

Beauty specialists encounter many hard lines.



Become a "Bertsch" and "H.B. Hard Pan" Dealer This Season

Put into your stock our "Bertsch" and "H. B. Hard Pan" shoes for men and boys. These lines cover the whole range of men's shoes from "STANDARD SCREW" work shoes in all heights, to the finer grades of Men's Dress "WELTS."

You will have the same approval and profit from the satisfied wearers that all our dealers are enjoying after their trade becomes acquainted with the fact that they have these lines.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO. grand rapids, mich.

Doing.

Written for the Tradesman.

Business men of Corunna have organized, with Cloyse Lewis as President and W. A. McMullen as Secretary. Monthly meetings will be held

The city of Battle Creek has bought two cars of coal in Detroit, compressed anthracite, at \$7 a ton, and is negotiating for more fuel.

The Board of Health of Saginaw, after investigating the smoke nuisance, advises that the ordinance be not enforced for the present until there is better understanding of the condition of boilers and of the best kind of smoke consumer. They would give the manufacturers more time to comply with the requirements.

Battle Creek is considering an ordinance requiring that illuminated signs be used in place of wooden ones, in the interest of more attractive streets.

Pontiac coal dealers dropped the price of hard coal 50 cents last week. The open winter is the reason.

Muskegon Heights is trying to secure free mail delivery.

Bay City mail for Akron, Caro and Wilmot will now go direct over the Detroit, Bay City & Western, instead of by way of Saginaw.

A reformatory similar to the Detroit institution will probably be built at Kalamazoo, the supervisors of the county having voted in favor of such

Sidewalk stands have been ordered off the streets of Detroit by the Common Council. The owners are given thirty days' notice.

A special committee of the Detroit Council, appointed last October to investigate the coal situation, has reported in favor of a municipally owned and conducted coal yard. It will not be undertaken this winter, however.

Corunna has entered into a contract with the Commonwealth Co. for street lighting. Five Tungsten lights will be added to the fourteen now in service.

The Michigan Central shops at Jackson will be enlarged in the spring and 300 men added to the operating force.

The Board of Education of Kalamazoo is endeavoring to interest a large number of workingmen in the industrial books at the public library in its scheme of promoting general educa-

Mayor Tausend, of Saginaw, in his inaugural message approves the Cooley plan of flood prevention, favors more auto engines and voting machines and suggests that the lighting system be placed in the hands of the park board. He would raise the wages of city laborers.

Over a mile and a half of new pavement was laid in Kalamazoo the past year, giving that city a total of over nineteen miles of paved streets.

A number of Italian business men of Hancock have opened a macaroni factory at West Hancock. The company has \$10,000 capital and most of the product will be sold in the Upper Peninsula.

A Boys and Girls' Corn Club has

What Some Michigan Cities Are been formed in Genesee county and corn exhibition will be held in Flint next January.

Lansing is preparing an ordinance which will provide for laying out of streets, sewer lines, car tracks and for the location of parks as the city grows.

Reporters on the police beats of Kalamazoo newspapers will be sworn in as special deputies by Sheriff Chap-

Ionia's mid-winter fair will be held the first week in February in the new factory of the Ypsilanti-Reed Furniture Co.

The Battle Creek sanitarium will be enlarged by an addition costing \$225,000.

The annual banquet of the Jackson Chamber of Commerce will be held Jan. 22.

Gleaners of Michigan will meet in Flint March 19 and 20 to form a State Federation.

The export bureau of the Detroit Board of Commerce is one of its most active and useful branches. The export trade of Detroit manufacturers is growing. Almond Griffen.

Better Sanitary Conditions in Depots and Coaches.

Lansing, Jan. 13-Some weeks ago the representatives of nearly all the railway companies in Michigan held a conference with the State Board of Health relative to railway depot and coach sanitation. At this meeting a committee was appointed, consisting of J. H. P. Hughart and J. E. Keagon, of Grand Rapids, as representatives of the G. R. & I. Railway; F. W. Brown, of Jackson, representing the M. U. T. Railway; M. C. Coile, Detroit, representing the M. C. Railway; J. L. Hodson, Port Huron, representing the G. T. Railway; G. M. Brown, Detroit, representing the P. M. Railway and Dr. A. M. Hume, Owosso, representing the Ann Arbor Railway, with Dr. R. L. Dixon, representing the State Board of Health. This committee met in the office of the State Board of Health, and formulated a most comprehensive bill which will be presented to the Legislature now in session, providing for better sanitary conditions in depots and in railway The conference was a unit upon all the features to be incorporated in the measure to be presented. The measure provides for more sanitary depots, waiting rooms and toilets and the maintenance of these; better sanitary regulations upon coaches; for individual towels, etc. The full text of this proposed law is as follows:

Section 1. It shall be unlawful for any person to expectorate upon the floor, platform or interior furnishings of a steam railroad passengers or street railway car, or upon the floor, furnishings, registers or radiators of any passenger station or public waiting room. Any person who violates any of the provisions of this section shall be deemed guilty of a misdemeanor and, upon conviction thereof. shall be punished by a fine of not more than \$25 or imprisonment not to exceed sixty days, or both such fine and imprisonment in the discretion of the court. Provided that the managements of all steam and electric

railways operating in the State of Michigan shall install conspiciously in each passenger car, station and public waiting room placards bearing the following words: "Warning: Spitting on the floor or furnishings of cars or railway stations and waiting rooms is prohibited by law. By order of the State Board of Health."

Sec. 2. It shall be the duty of railroad employes to see that every passenger coach is properly ventilated and heated.

Sec. 3. Every passenger coach shall be provided with a supply of good, wholesome drinking water. When ice is used for cooling the water it shall be kept in a separate tank. These tanks shall be thoroughly cleaned at the terminals of each trip or every 24 hours and shall be constantly covered.

Sec. 4. All toilet rooms, water closets and urinals are to be kept in a proper sanitary condition. All closets (outhouses) at railway stations shall be kept sanitary and in good repair, to be suitable at all times for the traveling public. The vaults shall receive suitable treatment with fresh lime or other approved disinfectant, and the contents removed at proper intervals, all as directed by the State Board of Health.

Sec. 5. Every passenger coach while in regular use shall be thoroughly cleansed and disinfected once in every three months, unless otherwise ordered by the State Board of Health. If a car becomes infected by being occupied by a person having a dangerous, communicable disease, it shall not again be opened for the reception of

other passengers than the ones already in; and at the end of the trip it shall be disinfected before it is again used for passenger traffic. In cases of public exposure of this kind on railway trains, it shall be the duty of the railway authorities to report the facts to the State Board of Health, giving, so far as obtainable, the name and destination of each exposed person that occupied the same car as the infected

Sec. 6. All railroads, union depots steamboat companies operating within this State are prohibited from supplying common drinking cups or common towels on railway trains. vessels or in stations or waiting rooms.

Sec. 7. The State Board of Health, through its executive officer, is hereby authorized and empowered to enforce the provisions of this act.

Sec. 8. In case any railroad or vessel company operating in this State shall neglect or refuse to carry out the provisions of this act it shall be liable to a penalty of \$100 and costs of prosecution for each and every violation of this act, to be sued for in the name of the people of the State of Michigan.

The railway managers and the State Board of Health are co-operating in this most necessary sanitation.

D. E. McClure, Ass't Sec'y State Board of Health.

The man who wants to do it right usually can.

Query-Is quail the favorite dish of cowards?

Stop, Look and Reason

Why you should buy

Hood and Old Colony Rubbers

First—Because they are the best on the market.

Second, "but not the least," is the Terms-A "special" discount of 5% will be allowed on all orders (Fall or sizing) placed between January 1st and June 1st, 1913.

On Fall order goods, paid for when shipped, another "special" discount will be allowed of 1% a month antici-

These terms are given besides the 5% for prompt payment when due.

Grand Rapids Shoe & Rubber Co.

Largest Rubber Dealers in Michigan The Michigan People



Can Mary Ellen Follow in Great-Grandmother's Footsteps?

Written for the Tradesman.

Mary Ellen's birthday is the same as that of her great-grandmother, December the thirty-first. She was given Great-grandmother's name and she chose to be married on the last evening of the old year, just as Great-grandmother did seventy years ago. "It seems so fitting that I should begin the new year and my own new year and my new life all at the same time." Mary Ellen explained.

Great-grandmother's wedding is chronicled under "Marriages" in the old family Bible in Great-grandfather's neat pothook hand: "Mary Ellen Fisher to Hiram K. Walker, December 31st, 1842. Our Mary Ellen has hers written in a beautiful blue and gold book covered with bells and cupids and with pages for the names of all the guests and the gifts and the account of the wedding journey.—"Mary Ellen Walker to Charles Ernest Livingston, December 31, 1912."

Our Mary Ellen was married with the ring service and wore a white satin charmeuse gown and carried a shower bouquet of lilies of the valley. She had four bridesmaids and received a lot of handsome presents—two or three barrels of cut glass, a full dinner set of Limoges china, and a table full of solid silver, besides pictures and bric-a-brac and her father's good check for an even thousand dolars.

Great-grandmother, according to the tradition handed down in the family, was married in an all-wool delaine, of which she herself, for she was famous at the wheel, had spun the thread. She received as presents a silver butter knife and a curiously shaped cream pitcher and sugar bowl of pewter ware. These pewter things will be our Mary Ellen's some day. Aunt Jemima says that when Greatgrandmother told about her wedding she always mentioned that it was accounted that she did "real well" in the way of presents. Her mother gave her goose feathers enough for two beds and four pillows, while her father contributed to her outfitting an excellent cow. Great-grandmother had an abundant store of quilts she had pieced and quilted, and of sheets and pillowcases for which she had spun the flax with her own hands. Thus equipped the demure little bride of seventy years ago went to her new home, which was a log cabin set in Great-grandfather's clearing in the woods, and to her new life, which was even more strenuous than the life of her girlhood.

Among the guests at our Mary Ellen's wedding was an elderly gentleman, a friend of the family, whom we always call Uncle Ezra Porter, although he is not related. Uncle Ezra, amiable old soul! is a famous champion of the past; indeed, his favorite topic of conversation is the degeneracy of these present times.

Accordingly we were not greatly surprised that he took the liberty of old acquaintance to lecture our Mary Ellen a little, and to draw some comparisons which might or might not be considered invidious, between our bride and the bride of seventy years

They were standing before Greatgrandmother's portrait, Uncle Ezra and our Mary Ellen, when the old gentleman began: "I wish you all happiness, dear Mary Ellen, but alas! in these days woman is not expected to lead the life of usefulness in which alone she can hope to find true happiness. Your most estimable ancestress here,-she was thoroughly equipped to fill her place in life. She could spin, she could dye the yarn, she could weave the cloth, she could cut and sew it into garments. My dear Miss Mary Ellen, I presume you did not-er-construct that beautiful dress you are wearing?

"Why no," Mary Ellen replied, "of course I did not make my wedding gown, but I can sew—some." Then more stoutly, "And I can cook—I have taken a thorough course in domestic science."

"You have taken a course in domestic science-you can cook. By this I suppose, Mary Ellen, you mean that by making use of canned goods and getting supplies from the bakery and the delicatessen shop you are able to get up something of a meal. But can you cook as Great-grandmother did? Can you prepare the food as well as cook it? Can you make apple butter and sausage and mince-meat? Can you care for milk and churn the cream into butter? Can you render lard? Why, Mary Ellen, your great-grandmother knew more about housekeeping in one minute than the woman of to-day ever has occasion to learn! She carried a wealth of skill in her fingers far surpassing in real value these tawdry baubles which we now consider appropriate for a bride's outfitting." Here Uucle Ezra glanced down depreciatively at our Mary Ellen's proud array of wedding gifts.

"We hear much about the increased cost of living, the decay of domestic life, and the general unrest that pervades all classes of society. These sad conditions might be remedied if women nowadays were content to spin and weave and knit and sew and do the homely useful things that they did in the time of your great-grandmother, Mary Ellen."

Uncle Ezra's diatribes are in no wise new to me, so as courtesy did not compel me to remain in his vicinity, I passed out of hearing. But the question keeps coming up in my mind, Is Uncle Ezra right or is he wrong? Is domestic life going to decay? Can our Mary Ellen be as good and as useful a woman as Greatgrandmother was? Can she serve her day and generation as faithfully as Great-grandmother served hers?

There is no denying that Uncle Ezra's gloomy views have some basis of truth. We are living in an age of luxury-an age in which not only those who can afford the outlay but very many who can not, are spending more than is good for them for dress. for automobiles, for jewels, to say nothing of extravagances of a baser nature. There is no denying that the old life of toil, hardship, privation, and enforced frugality that was lived in Great-grandmother's time had a certain tonic moral quality. People were industrious because they must be if they were to have anything, and they were good-perhaps partly because they were too busy and had too little money to be otherwise.

All the signboards pointed Great-grandmother to a thoroughly domestic life. Marriage was practically the only career open to a woman in those days, and after Great-grandmother married there was everything for her to do in her own home and little or nothing to draw her away from it. The only field in which she could hope for honor and distinction was that of wife, mother, and housekeeper.

In those times large families of children were the rule. No wonder. Most people lived on farms. It cost little to raise a boy or a girl to the age where their work would more than pay their way. Nowadays careful people of moderate means are coming to regard children as a luxury which only those who are independent of landlords can really afford.

In all candor it must be admitted that domestic life is at present having a pretty hard time of it. That it has survived in spite of all the adverse circumstances shows that is a plant of sturdy growth.

Uncle Ezra would have us believe that girls nowadays are not trained to do the work of a home. However this may be, it is not the only cause of the trouble. From among the poor and also from the great middle class whose tastes and desires are higher than their incomes, an ever-increasing number of women who have been earners before marriage continue to work after marriage. Two of our Mary Ellen's school friends have been married recently. One is going on teaching and the other holds her old position as a stenographer. For young couples better off financially the family hotel and the apartment house hold out their inducements as places of abode. Why need the young wife burden herself with the care of a house when they can board so cheaply? City living, high rents, the entrance of women into the professions and all kinds of trades and industries, the attractions and dissipations of fashionab'e society-these all are powerful forces inevitably warring against domestic life.

If our Mary Ellen devotes herself to her home as entirely as Greatgrandmother did, she will have to stem the tide of conditions, not float with it like Great-grandmother.

Granting that some of Uncle Ezra's premises are correct, the conclusions that he arrives at certainly are erroneous. Our Mary Ellen can not return to Great-grandmother's ways nor to Great-grandmother's work. Going back to the spinning wheel and home loom and dye tubs of seventy years ago would be as absurd as it is impossible. Assuming that Greatgrandmother reached a correct solution of every problem of her life, still, had she written her results down in a book like the answers in an oldfashioned arithmetic, our Mary Ellen could get little or no help for her own vexing problems by turning to the results obtained by Great-grandmother. Providence sees fit to assign new tasks to each generation.

I for one believe that our Mary Ellen can lead as good and as useful a life as did Great-grandmother, but she must use the tools of her own times. To reinstate domestic life in its former favor, under the opposing conditions that now exist—this is one of the great tasks of our Mary Ellen and her contemporaries.

Quillo.

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

NINE HOUR LAW FOR WOMEN

Wherein It Is at Variance With Justice and Common Sense.

Lawton, Jan. 15—It is a mystery to me why the legislators who voted to prohibit women from working ten hours per day in the rural districts, when they were able and desired to do so, did not at the same time pass a law requiring vehicles to run the same speed along the country roads that they do in cities; another, that all trains should run only six miles per hour in the country as well as within city limits and still another making a bounty payable on all woodchucks caught within the city limits of all cities within the State. These laws would work out just as well and be just as fair as the one now on the statutes saying that a girl shall not work over nine hours when she has, perhaps, invalid relatives dependent upon her as a means of support and when the common people in her locality demand later hours than city people.

Country Store Conditions Different.

Those of you who have been born and brought up in the country or country town know too well the conditions that exist there; know that these little places where every man knows his neighbor cannot be governed by the same set of fixed rules that are laid down for the city factory that runs twenty-four hours every day.

How many factory employers in the city of Detroit or Kalamazoo would consent to any of their girls strolling out of the building and down the street almost any time of any day in the week and taking a dish of ice cream or chat with her friend on the corner? How many of these employers pay their help for all time lost for sickness, going to "lodge" in the afternoon, to the lawn fete, to the depot to see a friend off, to the dentist and to a hundred and one other places where they do go, every day, some where, in the small towns by, and with the consent of their employer? And, mind you, they get pay for it, too. The city man will say, "I wouldn't stand for such a thing with my help if I were in the country." wouldn't you. Well, then you wouldn't have any business. Every girl in the little town has her friends, her relatives her associates who know her, who know the man for whom she works, and when three or four young girls come into his store and demand that she go down the street to have a soda, and the girl is not apparently busy, no customers in the store, and the merchant fails to let her go, that bunch "quit him." They tell their friends, and they "quit him," and after this happens three or four times that man is a grouch and a tight-wad and he may as well jump off the top of his store backwards on his head as to try for the trade of the young people. Perhaps his clerk-and, mind you, I say clerk not clerks, for he may have but the one girl as nine out of ten stores do in the little towns-may be an elderly lady. Just so. She will have her friends just the same among the church and among the lodges and the same course will come about which the merchant must get along with.

All Merchants Look Alike to the Inspector.

With the exception of one lady inspector in Michigan, I believe they all try to be fair in this work, but this one will come into your place of business and no matter how fair you have been with your help, no matter how much you have tried to use them as you would your own flesh and blood and no matter how WELL SAT-ISFIED THE GIRL IS, she will at once proceed to intimidate the girl and get her to sign a statement as to her hours of working telling her that she will have her "pinched" if she fails to do so and ending up by making a complaint against a merchant who has a reputation for kindness and consideration, on a charge of working the girl a few minutes over time. I say a few minutes, for I know of instances where this has been done. It was ten minutes over time and when the girl was brought into court she stated that she signed what she did not know was pertinent to the case, saying that the lady inspector practically forced her to sign the paper and that the statements thereon were not true. Of course, the case was dismissed, because the evidence showed that this very day the girl had had thirty or forty rutes off which the inspector in her mad haste to "get" some one and make her position more "solid" failed to bring out, in her preliminary "intimidation hearing."

For Whom Are the Laws Made Anyhow?

I believe that the laws should be made to please the people. Now, the people in cities require and are satisfied with nine or perhaps even eight hour law for help. I believe that the inhabitants of the small towns and cross roads require and are satisfied with evening store service. I further am in favor of closing stores in small towns at 6 o'clock in the winter but I am not in favor nor do I believe it will ever be feasible to close at such an hour in the summer time because farmers will demand and I believe they will GET after supper store service during haying and harvesting; and when the time comes that the merchant whose business is so small that he cannot afford to hire more than one lady clerk must close his place of business at 6 in the summer time the farmers will send away for still more goods and the merchant who is trying to keep a good store, who is trying to keep up-to-date merchandise for his patrons will become more and more obsolete until his now well assorted stock of popular selling merchandise will dwindle to the cross roads sugar and calico kind and the very girls for whom the law was intended to benefit will lose by being thrown out of employment altogether, or her wages will be cut because she cannot, though she may want to-ever so badly-work a sufficient length of time to earn for herself and her employer a compensation worthy of her ability and experience.

What We Really Want Is Justice.

There have been strong talks of an eight hour working girls law in Detroit factory districts. This may be all right there. The girls may demand it, but the girls in the little country stores do not want shorter hours. They know when they are well treated and any legislation tending to further cripple the little dealer should be subjected to the deepest investigation before completed.

The small merchant should be allowed to employ such female help for not more than sixty hours per week and not over eleven hours in any one day providing the help is satisfied with and desires to work, as is necessary to conduct his business during the summer months. This would give him an opportunity to keep open a few hours later Saturdays and other days when business demanded it. As the law now is he cannot employ them over fifty-four hours per week and not over ten hours in any one day. This brings the girl's quitting time Saturday, provided she begins at 8:30 in the morning, to 8:30 p. m. and any of you who are conversant with the rules and regulations governing the trade in a country store on Saturday night in "harvest time" can imagine what there is doing between 8:30 and 9:30 with the "girl" gone home and a dozen farmers trying to buy a corset or a pair of drawers for the "old woman" just like she got from the girl the last time, while a dozen others are in a hurry to get waited on and take to the hitching posts to talk with their neighbors. An extra girl for an hour can accomplish but little because they do not know the stock nor do they know what the individual customers want, nor do the customers "take" to a strange extra girl. They may go over to Jones' across the way who has his wife for a clerk and who is on the spot twelve or fourteen hours per day, if necessary, to wait upon the rural straggler

I have been in business for fourteen years in a town with about 1,000 inhabitants. I have tried to be progressive and keep a good store and those who seem to know tell me I have been successful. I work my lady help about eight hours now per day with ten on Saturdays. I try to use them so well that they will do all in their power to assist me in every way. My help is always loyal to me and to my business in and out of the store. This cannot be true of those who misuse their employes. I believe that I should be entitled to continue to use them this way. A law giving merchants in towns with less than 2,000 inhabitants or merchants who employ only one lady clerk, the right to employ them for not over six months in the year ten or eleven hours per day as occasions demanded, would be fair to those who were trying to do the right thing and work no hardship upon those employed by tyranical bosses. I know of merchants who, on account of the present law, have discharged their lady help and put in men. I know of others who have cut down the wages of the help to conform to the conditions, but I fail to know, although there may be those, who are working for considerate employers, who would be unwilling to help an extra hour now and then to help out on busy occasions.

L. A. Packer.



Let Us Do Your "Factory Work"

There's no more sense in handling bulk sugar, weighing it, wrapping it, tying it yourself than there would be in buying a wagon load of tomatoes to cook, peel and can for your trade. And you can't make a cent by doing it. Instead of bulk sugar paying a profit you lose the cost of bags and twine, you lose by overweight, and you waste time that could be devoted to "doing things that pay."

FRANKLIN CARTON SUGAR is ready to sell when you get it, as easy to handle as a can of corn. It pays you a positive profit and sells steadily because your customers know that "FRANKLIN CARTON SUGAR means CLEAN SUGAR."

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

FRANKLIN SUGAR REFINING COMPANY PHILADELPHIA, PA.



Michigan Retail 1. dware Association. President—Charles H. Miller, Flint. Vice-President—F. A. Rechlin, Bay Secretary—Arthur J. Scott, Marine City. Treasurer—William Moore, Detroit.

Overloading the Retailer Bad Sales-

manship.
"By jinks!" exclaimed a traveling man the other day, in my hearing. "It is a sin and a shame the way some manufacturers and jobbers overload some of the smaller merchants out through the country. I tell you some of the things I saw on my trip South this last time just made me hot.

"Take Harry Blink, in the little town of Blinkville, for example. Old man Blink, you know, isn't in the store any more. He's retired. Young Harry now runs the store.

"It never was a very large store. How could it be in Blinkville? After the bills were paid and the Blinks had taken their living out of the business the capital never was very large. Old man Blink was a careful buyer, a good collector and he always managed to keep the business in good shape. We always regarded him as good, solid, dependable friend of the house. We could always figure on about so much business every year from old man Blink, and we never, in all our dealing with him, ever had to send him a second statement.

"But young Harry does not seem to be as careful as the old man was, and it begins to look now as if some of these dinged jobbers were going to get him all balled up and done for.

"You see they've been pulling the wool over poor young Harry's eves by telling him that buying in big quantities, and buying cheap, is the stunt for this new age of merchandising; and one oily young fellow, sent out by a certain house that isn't as good as it ought to be, has simply swamped Harry with their

"Of course young Harry thought he was getting a bargain. It's wonderful how some of these fellows can make 'em think that! But it was a bad bargain for Harry; for he's now in debt to that house. He's now in the attitude of a suppliant; for he's got to get down on all fours and beg for an extension of credit.

"His situation is that of a fellow who has too much of one stock and too little of another. He needs-and really wants right now-some things in our line, but he's afraid to buy. He begins to see that it will keep him hustling for a long time to come to square himself with the other people: and he has sense enough to see that his obligations are even now a whole lot bigger than his business really iustifies.

"The trouble with Harry is that he let that house overload him. I am afraid it will be a long time before he gets straightened out. Now, I suppose that house thinks it did a clever piece of business when it put that deal through with Harry, but they will see their mistake.

"Of course I told Harry the particular category of fool I think he belongs to-informing him in such a way as to give no offense; and I told him just what I thought of the house that would get any storekeeper in that sort of a predicament. Then I said to him:

Some Wholesome Advice is Given.

"'Harry, the thing you want to do is to buy in small quantities and buy for cash. Every house likes a cash buyer. When you get your credit fully established you can buy anything from anybody under the heavens-and you can buy on reasonable

"'Don't sacrifice your liberty! Do not barter your commercial birthright! Be independent! Be able to stand up and tell 'em you'll take the goods if you want to, and if you don't want them, then you'll be hanged if you do! Let 'em know you are not tied to them in any way, shape or form. That you'll trade with them so long as your relations are pleasant, and you are getting a square deal; but when you have reason to think you are getting the worst of it, you'll drop 'em like a hot potato.

"You haven't a great deal of capital, and the thing for you to do is to keep it working. This, after all, is the secret of the successful business. This stock of left-over goods means that you are going to sustain some heavy losses-and all because you listened to some bad advice The volume of your turn-overs is the measure of your profits. You can not get your profit on goods until the goods are sold.

"'Now, you have a whole lot of goods here in certain lines, more than you need; and in other things your stock is down. You can not buy a lot of goods you actually need simply because you've bought a lot of stuff you haven't any use for.

"'A lot of this stock is going to deteriorate. Some of it is already unseasonable, and you'll have to carry it over and sell it for less money next year. In the meantime you've got to

"'Now, I tell you, Harry, this thing of opening your mouth like a young robin and taking in everything your traveling boy says to you isn't a "sane and safe" thing to do under the sun. Get it into your noggin

that this lad with the grip is just an ordinary human being, subject to the temptations that beset all mankind: and he is apt to want to book the very biggest order he can. If he finds he can talk you into buying the goods, he'll be pretty apt to load 'em

"'But don't you let him do it. It is a whole lot easier to buy a bill of goods than it is to sell the goods at retail, wrap 'em up in neat parcels, hand 'em over the counter and secure, in exchange therefor, good. negotiable coin of the realm. You are not a specialist in job lot goods and there isn't any jobbing market down here. Everything you sell must be sold at retail. This takes time

"'And don't forget that we have telephone and telegraph wires whereEstablished 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.
Street Grand Rapids, Mich.

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



Switzer Glass Sales Jars

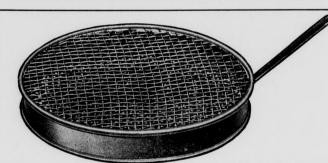
For five years have helped 10,000 up-to-date retailers sell bulk pickles, oysters, pickled and fancy meats, peanut butter, etc.

Jars, clearest tough flint glass.

Hinge cover attachment of non-rusting aluminum metal.

Cover, polished plate glass. Always in place, easily removed and stays tilted when raised.

Send your jobber an order to-day for prompt shipment or we can supply you. O. S. SWITZER & CO., PATENTEES Chicago



The APEX BREAD TOASTER

THE BEST TOASTER MADE

FOR USE OVER GAS, GASOLINE AND BLUE FLAME OIL BURNERS Retails at 25c with a Good Profit to the Live Dealer

A. T. Knowlson Company,

Foster, Stevens & Co. Wholesale Hardware



10 and 12 Monroe St.

31-33-35-37 Louis St.

Grand Rapids, Mich.

on speedy messages may be sent, if you should happen to want something in a hurry. Uncle Sam is still on the job. If you want anything right off the reel my house, or any other house for that matter, will be more than pleased to hear from you and attend to your needs promptly.

"'I hate to miss this business, for I've counted on it, and the house will be expecting it; but I will explain to them just what has happened. I hope you'll get out of this mess just as soon as you can. It is going to cost you some money—a whole lot more, perhaps, than you think now. But it will be a lesson for you. Don't you ever again let them overload you.

"'Business competition is all right. There is competition and competition. The competition that seeks to get a dealer's business by involving the dealer in all kinds of trouble, cutting down his profits and filling his shelves, with a lot of stale, unsalable goods, isn't the kind of competition I relish. It's a losing game. I don't practice it. My house doesn't believe in it, and we haven't a very high opinion of the concern that recommends it as a policy to their men on the road.'

"Now," said the salesman, in conclusion, "do you wonder that I was hot under the collar?"

I didn't. Do you?

Watch Representative McBride.

The Tradesman has had its attention called to the fact that I. N. Mc-Bride, of Owosso, has introduced a bill in the House of Representatives at Lansing, which provides that all persons boarding trains must purchase tickets and, if they fail to do so, they must pay 10 cents additional as a penalty. This action on the part of Representative McBride will stand watching, because he is evidently in the Legislature for a purpose. The traveling public prefer to buy tickets where the tickets can be obtained without too much sacrifice of time and trouble. It is not possible, for instance, for everyone leaving Grand Rapids on the Monday morning trains to purchase tickets. If they waited long enough to procure tickets they would be left behind to go on the next trains. The same is true in many country towns. Three weeks ago the editor of the Tradesman was in Kalamazoo and undertook to purchase a ticket from the night man at the depot to take a train leaving at 5:25. It was impossible to awaken him. In many of the depots in the small towns the agents do not put up the window until the train whistles. On account of the disparity of time or an accident to a conveyance or unavoidable delays, passengers frequently reach the depots just as the trains are pulling out. In such cases it is an unnecessary hardship to insist on their paying the extra amount. If Representative Mc-Bride wants to stand well in the eyes of the people, he will recall his iniquitous bill or forever after consent to be regarded as the servile tool of the railroad companies.

The less fit a man is to boss the job the more sure he is to want to do it.

When Letters Are Compared.

To know how to write a good business letter is a very important thing. I was in the office of a prominent business man one morning, and found him looking over his mail. He had advertised for a bright young man as assistant in one of the departments of his business.

"These tell their own story," he said, handing over for my inspection a bunch of about thirty letters. "I know I don't want to see any of these fellows, because I can tell from their letters that they don't know the first principles of good business."

"But you might find some good raw material among them, some one you could break in," I suggested.

"Perhaps I could," he said. "But why should I? Here are four good letters that show the right idea. I am going to see these young men first and, unless I am greatly mistaken, I shall find the one I want among them."

I looked again at the thirty letters. It was easy to see why he had thrown them aside. They were unbusinesslike, carelessly composed, and poorly penned. One requested an interview without answering a single question asked in the advertisement. Another gave a seven-page autobiography. One letter was on the back of a blank form. All the applicants showed more or less ignorance of how to write an effective letter, and so lost even a chance at the opportunity offered. Frank Stowell.

Dead Weight To Progress.

Suspense is one of the greatest dead weights progress has ever had to carry-unnecesary suspense, the suspense of neglect, procrastination and thoughtlessness. In the cities we often see the familiar sight of a street blockade. Street cars, trucks, wagons, carriages, automobiles-all entangled in a mass where none can move forward or backward. I have often looked at such blockades and thought of the other delays that might also be caused by the non-coming of those entangled there-the merchant and his customers waiting for goods to be delivered, the workman waiting for materials, the people waiting for friends and a thousand contingent purposes that no one might think of-all waiting for the front car to move out of the narrow passage and it waiting for the wagon broken down on the track ahead of it. In one instance I remember the men were making all possible haste to clear away the obstruction so the great procession might move on. I often think of the blockade in business affairs-not wagons and automobiles, but orders and advises and invoices and proofs and errandswhere no one is clearing away the obstruction, but all are waiting patiently or impatiently, but without turning a hand to break the blockade. Perhaps on your desk or in your pigeon-hole is the piece of paper they are all waiting for. Frank Stowell.

How He Managed It.

They were entertaining the minister at dinner, and after the dessert had been eaten little Johnny sail:

"Won't you have another piece of pie, Mr. Hobbs?"

The minister laughed. "Well, Johnny," he said, "since you are so polite I believe I will have another slice."

"Good!" said Johnny. "Now, Ma,

remember your promise. You said if it was necessary to cut into the second pie I could have another piece."

There is always a big demand for a thing that cannot be had.

H. EIKENHOUT & SONS

ROOFING MATERIAL AND BUILDING PAPERS

A Complete Stock Always on Hand

GRAND RAPIDS, MICH.

SUNBEAM TANK HEATERS

Feed Cutters, Fur Coats, Sleigh Bells

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.



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.



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 Conductor—M. S. Brown, 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. Devereaux, Port Huron.
Directors—H. P. Goppelt, Saginaw;
J. Q. Adams, Battle Creek; John D.
Martin, Grand Rapids.

Wafted Down From Grand Traverse Bay.

Jan. 12—Grand Counselor John Q. Adams and his deputy expect to make Petoskey Council an official visit Saturday evening, Jan. 25, and we understand that the Petoskey boys will have a large class to confer the work on.

While we favor our readers with more or less council news in these columns, it is not under the auspices of any U. C. T. council and therefore we are free to use such items as we may select which may be of interest to our many readers.

Last but not least, our long-time friend O. J. O'Reilly has left us and taken up his work in the interests of the National Cash Register Co., covering the territory around Grand Rapids, and expects to make that city his home. Well, O. J., we dislike very much to see you go, but assure you that all the boys wish you and yours all the success there is due you, and we know the Graud Rapids boys will use you well.

I. K. Jacobs, of Kalamazoo, will take up the work of O. J. O'Reilly in this territory and will make this city his home and we welcome you with open arms, and wish you all kinds of success. Mr. Jacobs is at present confined to his bed with illness in Kalamazoo and we hope for a speedy recovery.

Wm. E. Bennett has returned to our city after spending a week in Detroit in the interest of the Mutual Life Insurance Co., of New York, which he claims is the oldest, largest and the best. Bill took in some of the shows while in our metropolis.

Wm. S. Godfrey now carries a grip for the W. P. Canaan Co., of Grand Rapids, and will cover Southern territory and make his home as usual Grand Rapids. Stationery, postal card and novelties are his line. May success be yours, Bill. Our old friend, Bill Zylstra, was seen in these parts this week and, to say the least, Bill is certainly looking fine and the rural life seems to agree with him. Bill and Godfrey both boost for the same concern.

Wallie Wendell, the boy who put the "B" in bananas, was also seen up here and reports that he has fully recovered from his experience at White Cloud after trying to catch a train.

Since the women of New York are wearing watches on their ankles. They must figure on time stepping along some.

We are all indebted to our friend, Joe Major, of the Kuppenheimer Cigar Co., of Grand Rapids, for a good smoke, La Valla Rosa brand. Joe still wears the smile that don't come off.

Cadillac Council, No. 143, to date holds the record for the largest membership gain in this jurisdiction this year. If every council had done as well, we could report a net gain of 525 at our next Grand Council meeting. Come, now, let's all get busy.

Chas. Hall and James Flaggert, who about a year ago organized the Queen City Bottling Works, have moved into their new and more spacious quarters on East Front street and now are in a better position to supply their trade with soft goods. Their plant is a very modern one, installed with the latest machinery. We all wish you continued success.

Traverse City Council will hold its next regular meeting Saturday evening, Jan. 25, and expect our usual large attendances, as we will have work in the seventeenth degree.

Fred N., the son of Wm. Morford, spent the holidays with his parents here after attending the Detroit Medical College for some time. Bill says it seems good to have the boy at home

W are in receipt of a booklet entitled "The Value a Traveling Man can be to his Customer," with compliments of U. P. Council of Marquette. This tomelet contains the address given by Col. C. W. Mott manager of the Upper Peninsula Development Bureau, at the banquet of United Commercial Travelers at Marquette last September and we must certainly congratulate U. P. Council in this movement to advertise "Cloverland" and its many good features.

The Hotel Seiting, at Kalkaska, is meeting with the right kind of support. Rooms nearly all occupied every night and it certainly seems good to enjoy a good warm room with all modern conveniences. John Seiting says he is meeting with bet-

ter success than anticipated. We are all with you.

Nearly all of the U. C. T. councils are showing increases in membership which goes to show that we are in a class by ourselves and I will try and state a few facts concerning our order which may be of interest: The order was incorporated under the laws of Ohio in January, 1888, for the purpose of uniting fraternally all eligible men for their greater social advancement and the protection of mutual interests; but is not a commercial traveler's union. It to-day consists of one Supreme Council at Columbus and twenty-eight grand councils and about 525 subordinate councils covering the entire United States and four western provinces of Canada with a total membership of 65,613. We are initiating annually about 800 members. The Michigan jurisdiction consists of twenty-one subordinate councils, with a membership of 2650. The cost of joining our order is \$10, which is divided into two fees, \$5 being the application fee and \$5 the initiation fee. The average cost thereafter cannot exceed \$14 per year. maintains a widow and orphan fund for the relief of the beneficiaries of deceased members and provides for the education of the orphan children of members up to their 16th birthday. A dependent widow is entitled to \$5 per week as long as she remains a widow and an orphan the same amount until it reaches the age of 16, and all claims are handled by the local executive committee who are always in a position to know the actual facts concerning these conditions. For the relief of widows and orphans there is being paid out annually in Michigan about \$1800. Besides the above feature, which no other accident insurance company has-the widow and orphans fund-the order insures its members against total loss of time resulting from injury in the sum of \$25 per week for a period not exceeding 104 weeks and for partial loss of time resulting from accidental means \$10 per week for a period not exceeding five weeks, and for the accidental loss of eyes, hand and feet as follows:

For the complete severance of both hands or both feet or loss of both eves, \$10,000.

Loss of one hand and one foot, \$2,500.

Loss of one hand, \$1,250.

Loss of one foot, \$1,250. Loss of one eye, \$1,000.

In case of accidental death the order pays \$6,300 as follows: \$5,000 in one check at proof of death and \$25 weekly for a period of fifty-two weeks thereafter. The order pays out in claims in Michigan about \$22,000 annually. Now you say that you can join other accident insurance companies at a cost of about \$9 per year and also if you should be killed on a train propelled by steam they will pay your beneficiary \$10,000, but now just let me have your attention for just one minute longer. The order of United Commercial Travelers of America paid out in claims in three months \$128,582.4' and there was included in the above eleven death claims and not one caused by riding on a train of any kind. The U. C. T. paid the beneficiaries whose loved ones were killed on a train \$69,300, wherein the \$9 companies would have only been obliged to pay \$55,000; therefore we piad \$14,300 more than the \$9 company. The beneficiaries received 26 per cent. more from us than from the other company. Now just add 26 per cent. more to the \$9 cost and they would be obliged to charge you \$11.32 for the same insurance that we are charging you not to exceed \$14 and we are giving you the benefits of the widows and orphans feature for only a small charge not to exceed \$2.68 and you have the privilege to frequent social affairs given by the local and grand council which keeps the traveler in touch with social life both at home and while he is covering his territory.

The order of United Commercial Travelers of America is the only fraternal association of commercial travelers in the world and you should be proud to wear the button.

Fred C. Richter.

Liberty or Unionism-Which?

The Supreme Court of Pennsylvania, in the case of Erdman agains: Mitchell, asserted the freedom of labor in the following words—which did not conceal their meaning:

"The right to the free use of his hands is the workman's property as much as the rich man's right to the undisturbed income from his factory, houses and lands. This right of acquiring property is an inherent, indefeasible right of the workman, to exercise which he must have the unrestricted privilege of working for such employer as he chooses, for such wages as he chooses to accept. This is one of the rights guaranteed him by our Declaration of Rights. It is a right of which the legislature cannot deprive him, one which the law of no trades union can take from him and one which it is the bounden duty of the courts to protect. The one most concerned in jealously maintaining this freedom is the workman himself. Trades unions may cease to work for reasons satisfactory to their members, but if they combine to prevent an employer from employing others by means of a strike, they combine to accomplish an unlawful purpose, a purpose as unlawful now as it ever was, though not punishable by indictment. Such combination is a despotic and tyrannical violation of the indefeasible right of labor to acquire property which courts are bound to restrain. It is utterly subversive of the letter and spirit of the Declaration of Rights. If such combinations be in accord with the law of the trades unions, then that law and the organic law of a free commonwealth cannot stand together. One or the other must go down."

No More Children.

Little Mary's father had denied her a pleasure which she had confidently expected to enjoy. That night, when she said her prayers at her mother's knee, she concluded with this petition:

"And please don't give my papa any more children. He don't know how to treat those he's got now."

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, Jan. 13-We are pleased to note that Art Cox, formerly with the Musselman Grocer Co., at Sault Ste. Marie, but now of Billings, Montana, made a Christmas visit to his people at Petoskey and while there visited many of his old friends and associates at the Soo, Newberry and Marquette. He left for Billings again early in the week. He gives very glowing accounts of the West and reports that the opportunities for young men in Montana are excellent. However, all the boys in this neck of the woods think that Montana would have to "go some" to Beat Cloverland.

That prince of good fellows, that never tiring worker, the ever popular Tom Waddell, is working the Cloverland territory at present in the interest of the Independent Stove Co., of Detroit and Owosso. The growth of this comparatively new enterprise is simply marvelous, but we know the reason. It is because there is as large a percentage of honor as there is of iron in every piece of construction that it produces. That's the way its general manager, Bob Waddell, is built. His name is a household word in every hardware store in Michigan, as he traveled for eighteen years for the Michigan Stove Co. Tom is his brother.

We met a gentleman whose face was familiar to us on a D., S. S. & A. train last week. We couldn't place him or call him by name, but we played the game and shook hands with him. As we left the train we asked a friend what the gentleman's name was and imagine our desire to go right back on the train to have an old-fashioned visit and "talk it all over," when said friend informed us that it was Brother W. A. White, of Traverse City. Why "nell" didn't you say so, White?

Our Senior Counselor, Brother John E. Krafft, moved into his magnificent new home on Pine street this week. Now for the house-warming, John.

Brother James E. Burtless is working up a reputation for versatility which, in these parts, can only be discounted by Charlie Wheeler. We always knew that Jim was a pretty handy chap with carpenters' tools and sharpening butcher knives, in addition to his winning ways in the realm of salesmanship, but he has just scored a big victory as chief of the commissary department of the Presbyterian Brotherhood, and in such capacity he put on a roast beef supper Monday evening which, so far as the writer is concerned, will go down on the cold pages of history as the most wonderful creation in the shape of a meal that he ever tackled in all his life. There were nearly 100 of us who battled our way through it and there are about forty-one of us left to tell the story. 'Twas great. As an instance of its staying qualities, Will Osband, with a waist measure of 28, had to put on his overcoat making an excuse that he was sitting near a draft, but the preacher was the first to "get onto his game," as he caught him

slacking up "his corset strings" and, when the jig was up, he measured 44 inches by a dressmaker's tape line.

Ura Donald Laird.

News and Gossip of the Grand Rapids Boys.

Grand Rapids, Jan. 13—A very successful dancing party was held last Saturday night by the travelers. Fully fifty couples were present. Sherman Tuller, the leader of the orchestra, is certainly a winner in his line of business. The success of the parties is due in no small degree to his presence.

Mr. and Mrs. James Murray were at the party Saturday evening. Mr. Murray travels for the Grand Rapids Brass Co. and calls on the furniture dealers all over the United States. We almost got his promise to join the U. C. T. and No. 131 is hoping he will join very shortly.

Abe Peters, who formerly traveled for the Washburn-Crosby Co., is now located at Dorr and is putting in his time at the grocery business. Abe says he is always glad to see the U. C. T brothers and wants them to drop in when there. "Nothing to do but eat, work and sleep in Dorr; you can't spend any money," says Abe. Nevertheless. we wish you success.

Here are the names of two traveling men who are just about ready to join No. 131: George Gibson, cigar salesman, and George C. Taylor, salesman for the Grand Rapids Supply Co. Go after them, boys, and get their applications in time for the next meeting on Feb. 1.

We are pleased to report that our sick brothers mentioned in last week's issue are all recovering. Mr. Spurrier and Mr. Dewey are able to be out.

Many of the boys do not see why the P. M Railway took off the morning train from St. Joseph to Grand Rapids. This train was always filled with passengers when it reached Grand Rapids. We think the Association of Commerce should take this matter up with the P. M. officials and see if the train can be put back.

Saturday with his hand in a bandage. He slipped on an icy walk. Of course, George is a member of No. 131 and is amply protected for such an accident. Think this over, some of our traveler friends. Better get busy and take out a policy with the U. C. T., one of the grandest orders in the world.

Some one informed us that G. Van der Weiden will again make Grand Rapids his headquarters. For the last year or more Toledo has been his stopping place. Van sells Rumford baking powder. He is a member of No. 131. Welcome to our city. Van.

S. W. Johnson handed the writer one dollar for a subscription to the Tradesman. We are pleased, but will be more so when he hands in his name for membership in No. 131.

Bro. C. A. Young sold the first batch of flags. This consisted of two or three orders. He sold them about 4:30 Saturday P. M.

Mrs. C. D. Lawton of 1322 Hen-

rietta avenue, wife of one of our new members, Brother C. D. Lawton, will be confined to her home many weeks as a result of a fall sustained on a slippery sidewalk, Sunday. Mrs. Lawton was walking with her husband on North Eastern avenue when she fell fracturing the bones of the left leg above the ankle. She was taken to her home where she was attended by Dr. Curtis C. Wolford and Dr. A. J. Patterson. Members of 131. wish Mrs. Lawton a speedy recovery.

W. D. Bosman.

Bits of News From Kalamazoo.

Kalamazoo, Jan. 14—Harry M. Frame, who for the past four or five years has held down the district managership of the Remington Typewriter Co., at Kalamazoo, has resigned his position to accept a position as traveling representative of the American Sign Co., of Kalamazoo. Harry is a member of the Michigan Knights of the Grip and Kalamazoo Council, No. 156, U. C. T., and says if any of the boys want to know about a real live proposition, ask him.

Eighteen drummers stopped at Hotel Hartford Monday night. Half of the travelers wore U. C. T. buttons. This was a good showing for the order. Landlord Chas. C. Giddings, makes it pleasant for the boys and deserves good patronage. Mr. Giddings informed us that his order is in for the 1913 license number for his wheelbarrow-bus.

Veteran Traveling Man Dead.

Ishpeming, Jan. 13-H. G. O'Keefe, manager of the Carpenter-Cook Co.'s Ishpeming branch, has received a message informing him that L. Saxton, of Marinette, had passed away, after a week's illness with pneumonia. Mr. Saxton had been with the Carpenter-Cook Co. ever since it was organized, twenty-two years ago, and had been traveling for the concern continuously during the intervening time. Before the Ishpeming branch was established Mr. Saxton covered the same territory. Mr. Saxton was 65 years of age and is survived by his widow and two sons. The funeral was held at Marinette.

The annual dinner given the traveling salesmen of the local branch of the National Biscuit Co. by Manager Sears occured at the Peninsula Club last Saturday and was fully as enjoyable as previous occasions of a similar character. Prior to the dinner, a convention of the traveling men was held at the factory, which was participated in by all present.

Frank D. Hamilton, of Jackson is the recipient of a valuable stick pin from the Toledo Biscuit Co. whom he represents in Southern Michigan. This was sent as a token of his ability to sell Lakeside crack ers in large quantities in his territory. Mr. Hamilton has sold twice the volume of that of his nearest competitor in the sales force.

Many a good bargainer has bought himself into bankruptcy.

The fun you pay for is fun to the man you pay it to.

Chirpings From the Crickets.

Battle Creek, Jan. 13—We are pleased to report in this letter that Mrs. J. Norman Riste is recovering rapidly from her recent operation at Nichols Hospital, in this city.

Geo. V. Dykes is keeping his store at Lyon Lake open this winter. He is having a nice trade from the nearby farmers.

The recent fire at Tekonsha leaves quite a vacant spot in the business district. Claude Lawrence, who runs the livery in that town, lived in the block which was lost. He and his wife got out, but were unable to save any of their household goods. The Michigan Telephone Co. lost heavily. The Sinclair Drug Co. was a big loser.

F. B. Hart and wife, Union City, are on an extensive western trip. Mr. Hart runs the hotel at that point.

Fred Larmour, druggist at Battle Creek, has taken possession of the drug store at Fulton. Grover Burnham has charge of the store.

The parcels post has brought out some funny experiences. A R. F. D. carrier at Homer was in a clothing store at that place a few evenings before the new service started. He made the statement in the presence of several young men that he thought it would be a long time before he would be carrying any parcels on this route. The next day some of the fellows got busy and secured the names and R. F. D. numbers of some of the people on his route. They then bought a bunch of inexpensive articles and mailed them in shoe boxes and all sorts of small packing cases. They had to hire a dray to get these packages to the post office. When the postal clerks sorted the mail, they had a pile as large as several cords of wood for one of the carriers. Mr. Carrier reported at the office with his buggy. When he saw his pile of mail, he had to go back and get a wagon with a rack. He soon found out the boys who were responsible for his load and recalled his former remarks.

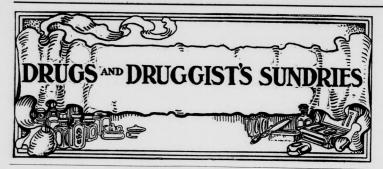
R. S. Hopkins is a successful grocery salesman out of Kalamazoo. He is an enthusiastic member of Kalamazoo Council, U. C. T. He visits Bro. C. B. Whipple, of our city occasionally and they and their wives generally play cards. Clarence Whipple enjoys cards himself, but he tells me that Mr. Hopkins has got it all over him when it comes to staying by it. Clarence had Mr. Hopkins with him New Years day. They played from 8:30 a. m. to 8 p. m. Clarence had had enough, but Mr. Hopkins was still fresh and ready for more. They say he displays this same determination selling goods.

John Q. Adams made an official visit to Bay City Council last Saturday.

The ladies of our Council will be with us at our next regular meeting, Saturday, January 18. After our business sesion we expect to have a dandy lunch and social session. We have a dandy time planned for our February meeting, too.

Some live Council, this 253, believe me. Guy Pfander.

Kleptomaniacs will take almost anything but a hint.



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, Delon; Ed. J. Rodgers, Port Huron,
January meeting—Detroit.
March meeting—Grand Rapids.

Michigan State Pharmaceutical Associa-tion.

President—Henry Riechel, Grand Rap-ids.

First Vice-President—F. D. Thatcher, Rayenna.

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' As-President—F. W. Kerr, Detroit.
Secretary-Treasurer—W. S. Lawton,
Grand Rapids.

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

Poetical Description of the Average Druggist.

Of all the wise Gazabos That roam this mundane sphere, There's one who breaks all records Of the wise ones far and near.

He puts it over Solomon, And the wise men from the East, From the price of safety razors To the rising power of yeast.

He knows when all the trains leave, And how the Giants won, And the population of Punkville, And the distance to the sun.

He's a cheerful human wonder, With the stationary smile, And hands out imformation Along with stamps and chamomile.

He works from early morning. Till the midnight curfew rings, And holds the batting average For knowing everything.

He works when the world is sleeping, He works when the world's at play, He works when the world is working-Each day is his busy day.

He tells the nervous woman Where Doctor Killem's office is, With pill mass on his fingers As he draws a glass of phiz.

He cites the man in trouble, To where to find Lawyer Bills, As he takes ten rusty pennies For a dozen C. C. Pills.

The telephone is ringing, And a girly wants to know, If he things the "Girl from Rectors" Is a really nice show.

And is a poodle dog a canine? Is a watermelon fruit? Should a minister go out calling In a last year's bathing suit?

And she bought some Baldy's Haritone, And spilled it on her face; Will it grow a bushy sideburn In the self same place?

This chap is always working-For a meager wage, alas! Giving pent up information To the millions as they pass.

He answers every question That was ever asked by man, From the birthday of Methuselah To the present age of Ann.

The minister teaches the million, Great truths with adroitness and ease, But asks our hero if Dusseldorf Is a city or a new disease.

He's good natured fellow, Else he'd rear and vamp, When we buy a penny post card And a dollar's worth of stamps.

He's hollow eyed and bony, From endless hours of work, But he knows what to give a baby, And the fare to Albuquerque.

He knows how they make tubercucide, And build the aeroplanes, And why the great Titantic sank, And Bill Smith went insane.

He's the druggist round the corner. Where the lights are always bright, And whate'er may be your question He will always steer you right.

Unheralded are his virtues; Almost unknown his name; Yet we owe him debts of gratitude That should bow our heads in shame.

He's the Plato of the present, The modern Socrates; He's a martyr to his calling; He knows no rest or ease.

He has stood for hours of piffle, From commercial false alarms; Selling everything from penpoints To wooden legs and arms. His patience is the limit Of all the human traits; He stands for imposition As a martyr stands for fate.

And when the final day comes For the rendering of accounts He should have a balance coming When he takes the final count.

The Value Of Travel.

A certain amount of travel means as much to a business man as a pinch of salt does to a piece of meat.

"I haven't had a vacation in four years," said one business man to another. "There are always so many things here that require my attention that I haven't been able to see my chance to get away from one year's end to the next."

"That's not it," said the other. "The fact is that you get in a rut and don't know it. You don't get far enough away from your work to get the right perspective. If you could go away for a few weeks you could look back and laugh at some of these little things that you have allowed to chain you down here for four years. When you get far enough away big things look little, and when you get too close to little things they look big."

"Yes, I know," said the first, "but my work is different."

"Not a bit of it," protested the other. "I used to think that myself, but once I had to take a trip for sad personal reasons and I discovered that the world really went on about the same. Since then I have frequently taken a trip and it always puts new vigor into my work. I begrudge neither time nor money spent in the right kind of travel."

Bell Batteries Going.

Many a druggist has been greated at home after a hard business day with: "The batteries are out of order and none of the electric bells will ring. Please see if you can't fix them." It is now possible to avoid all battery trouble in the household or anywhere that electric bells are used.

One of the large manufacturing companies has perfected a transformer which may be attached to the lighting circuit and connected with the bell wiring. It supplies current at the proper voltage, is very light in weight, compact in size, absolutely fireproof and practically indestructible. Possessing these valuable characteristics, it may be mounted in any out-of-the-way place, as it requires no attention whatever after its installation, and should last an indefinitely long time.

As long as the electric lights are in service, whether in use or not, the transformer may be depended on to keep the bells supplied with current. Here, then, is provided a way out of all battery troubles.

The Druggist's Conscience.

I believe I am not a pessimist, yet I believe the majority of men are in business to make money without regard to conscience or morality; otherwise the drug business would be conducted far differently than it is by the large majority of proprietors.

What proportion of stores do not seil emmenagogues, narcotics, such as morphine and laudanum, certain classes of rubber goods, baby syrups containing morphine, etc., without an order from a physician? And how many of the stores that do sell them would do so if the proprietor used his con-H. C. Blair.

Wide Field for Artificial Milk.

In these days of aviation and electrical achievement the man in the street does not regard the most incredible discoveries with the scepticism of former times. The latest wonder that has materialized in actual demonstration is the manufacture of that staple food, the sole nutriment of the infant, the sustainer of strength in sickness, the only chemically complete article of diet for all, milk.

The London Lancet reports that a number of scientific men have investigated the invention of a trio of German chemists who claimed to manufacture it from the soya bean, an easily cultivated leguminous plant, the distinguishing characteristic of which is the large proportion, as compared with other vegetables, of nitrogenous content. the chief constituent of meats. This artificial product is said to possess all the physical, chemical and nutritive properties of milk except the capacity of producing butter. Despite this drawback the cream from this artificial milk is more nourishing and the other ingredients are said to be more easily digested than the casein. etc.. of natural milk. The new product is obtained without difficulty and with uniform success now that the experiments, which have been carried on for three years, are finished.

Some advantages 'over the natural product are worth mentioning. The fluid does not come in contact with the hand as does cow's milk; it is not like the latter, gathered in places where the presence of filth is absolutely unavoidable. The milk is produced in a laboratory in which every essential of what the doctors call asepsis (impossibility of infection) may be avoided. This new milk therefore is as germ free as cow's milk at its source, and has the advantage of being kept germ free with far less effort on the part of those who dispense it commercially; it will "keep" better.

The crowning blessing of this great discovery will be that it may at present be produced in London at about six cents a quart, one-third less than the price of cow's milk, and the cheese made from it will be obtainable at a correspondingly reduced cost.

It remains to be seen if the claims for artificial milk which now appear to be sustained by scientific and practical observation will meet confirmation when the new product is subjected to the exigencies of the enormous usage to which it must be subjected, and especially the test of transportation to long distances and tropical climates, which present data appear to make possible. The important influence in diminishing diseases which owe their prevalence largely to milk infection need but to be mentioned to open up a wide field of beneficence for artificial milk .- N. Y. Sun.

Believed in Being Truthful.

He had had bad luck fishing, and on his way home he entered the butcher shop and said to the dealer: "Just stand over there and throw me five of the biggest of those trout!"
"Throw 'em? What for?" asked

the dealer in amazement.

"So I can tell the family I caught 'em. I may be a poor fisherman, but I'm no liar."

WHOLESALE DRUG PRICE CURRENT

WIIOL	LSI	ALE DRUG	PRICE	CURRENT
Acids		Cubebs	@4 50	Digitalis @ 60
Acetic 6 Boric10		Erigeron	@2 50	Gentian @ 60
Carbolic24	@ 18 @ 28	Hemlock, pure		
Citric45	@ 50	Juniper Berries	@1 25	Guaiac Ammon. @ 70
Muriatic 134 Nitric 5½		Lard, extra	85@1 00	Iodine, Colorless @1 25 Ipecac
Oxalic		Lavender Flower	s @4 00	Iron, clo @ 60
Sulphuric 134			85@1 00 3 00@3 50	Iron, clo @ 60 Kino @ 75 Myrrh @ 60
Tartaric 38	3@ 42	Linseed, boiled b	obl @ 45	Nux Vomica @ 50 Opium @2 00
Ammonia Water 26 deg 6½	@ 10	Linseed, raw bbl	s. @ 44	Opium Camph @ 75 Opium, Deodorz'd @2 25
Water 18 deg 41/2		Mustard, true .	4 50@6 00	Opium, Deodorz'd @2 25 Rhubarb @ 75
Water 14 dem 31/2		Neatsfoot	80@ 85	Paints
Carbonate13 Chloride12		Olive, Malaga,	.2 50@3 50	Lead, red, dry 7½ 0 10 Lead, white dry 7½ 0 10 Lead, white oil 7½ 0 10 Ochre, yellow bbl 1 0 1½ Ochre, yellow less 2 0 5
Balsams		Olive, Malaga,	1 60001 15	Lead, white oil 71/2 00 10
Copaiba 70	@ 75		1 50@1 65 3 50@4 00	Ochre, yellow bbl 1 @ 1¼ Ochre, yellow less 2 @ 5
Fir (Canada) 1 00	@ n=	Organum, pure	1 25@1 50	Putty 2½@ 5 Red Venetian bbl 1 @ 1½ Red Venet'n, less 2 @ 5
Fir (Oregon) 25 Peru2 40			2 25@2 50	Red Venet'n, less 2 0 5 Shaker Prepared 1 5001 50
Tolu 1 25		Deportment	00@18 00	Vermillion, Eng. 90@1 00
Berries		Sandalwood, E. I.	s 90@1 00 6 25@6 50	Whiting, bbl 10 11/2 Whiting 2 0 5
Cubeb 65		Shagaran antight	80@ 90 45@ 50	Whiting 2 @ 5
Fish 150 Juniper 60		Spearmint	6 00@6 50	Insecticides
Prickley Ash 400		Sperm Tansy Tar, USP Turpentine, bbls. Turpentine, less Wintergreen, true Wintergreen swe	4 75@5 00	Arsenic 6@ 10 Blue Vitrol, bbl. @ 6½ Blue Vitrol less 7@ 10
Barks		Turpentine, bbls.	@491/2	Blue Vitrol, bbl. @ 6½ Blue Vitrol less 7@ 10 Bordeaux Mix Pst 8@ 15
Cassia (ordinary) 25		Wintergreen, true Wintergreen, swe	52@ 58 @5 00	Hellebore, white powdered 15@ 20
Cassia (Saigon) 650 Elm (powd. 25c) 250		Wintergreen, swe birch Wintergreen, art'l Wormseed	et 2 00@2 25	Insect Powder 20@ 35
Sassafras (pow. 30c)		Wintergreen, art'l	50@ 60	Lime & Sulphur
Soap (powd. 25c)	@ 15	Wormseed Wormwood	Ø8 00	Lime & Sulphur Solution, gal 15@ 25 Paris Green 15@ 20
Extracts		Potasslur		Miscellaneous
Licorice 246 Licorice powdered 256	@ 28 @ 30	Bicarbonate	15@ 18 13@ 16	Acetanalid 30@ 35
	g 00	Bromide Carbonate	40@ 50 12@ 15	Alum, powdered and
Flowers Arnica 186	a 25	Chlorate, xtal and powdered	100 10	ground 5@ 7 Bismuth Subni-
Chamomile (Ger.) 250		Chlorate, granular	16@ 20	Boray vtal on
Chamomile (Rom.) 406	@ 50	Cyanide	300 40	powdered 6@ 12 Cantharadies powd. @1 25 Calomel 1 25@1 35 Capsicum 20@ 25
Gums	2 50	Iodide Permanganate Prussiate yellow	15@ 30 30@ 35	Calomel 1 25@1 35
Acacia, 1st 406 Acacia, 2nd 356	a) 50 a) 40	Prussiate yellow Prussiate, red Sulphate	50@ 60 15@ 20	Conmile
Acacla, 2nd 356 Acacla, 3d 306	Ø 35		1300 20	Cloves 25@ 30
	20	Roots Alkanet	15@ 20	Cassia Buds
Acacia, Powdered 356 Aloes (Barb. Pow) 226		Blood, powdered Calamus	20@ 25 . 35@ 40	Chloroform 38@ 48
Aloes (Cape Pow) 200	25	Elecampane, power	1 15@ 20	Chloral Hydrate 1 25@1 45 Cocaine
Aloes (Soc. Powd.) 406		Gentian, powd Ginger, African,	120 15	Corks, list, less 70%
Asafoetida 1 000 Asafoetida, Powd.		powdered Ginger, Jamaica Ginger, Jamaica,	15@ 20 20@ 2 5	Copperas bbls cwt @ 85 Copperas, less 2@ 5
Pure	Q1 50	Ginger, Jamaica, powdered	22@ 28	Copperas, less
U. S. P. Powd. Camphor 556	0 60	powdered Goldenseal, powd. Ipecac, powd	@6 50 2 75@3 00	Cream Tartar 28@ 35 Cuttlebone 25@ 35
Guaiac 356 Guaiac, Powdered 406	2 40	Licorice Licorice, powd.	12@ 15	Dextrine 7@ 10
Kino	2 40	Orris, powdered Poke, powdered	12@ 15 25@ 30	Emery, all Nos. 6@ 10
Kino, Powdered	ø 45	Rhubarb	25@ 30 20@ 25 75@1 00 75@1 25 25@ 30	Cuttlebone 250 35 0 25 0 25 0 25 0 25 0 25 0 25 0
Myrrh, Powdered	40	Rhubarb, powd. Rhubarb, powd. Rosinweed, powd.	75@1 25 25@ 30	Epsom Salts, less 2½ @ 5 Ergot 1 50@1 75
Opium 7 50@		Sarsaparma, Hono		Ergot, powdered 1 80@2 00 Flake White 12@ 15 Formaldehyde lb. 12@ 15
Opium, Powd 8 75@	9 00	ground Sarsaparilla Mexic	an,	Formaldehyde lb. 12@ 15
Opium, Gran 8 75@	99 00	ground	20@ 25	Gambier
Shellac, Bleached 30@	35	Tumeric, powdered	12@ 15	Glassware, less 70 & 10%
Tragacanth 1 00@	01 25	valerian, powd.	25@ 30	Glauber Salts bbl. @ 1¼ Glauber Salts less 2@ 5
Tragacanth, Pow 60 @ Turpentine 10@	75	Seeds	***	Glue, brown grd 10@ 15 Glue, white grd 15@ 25 Glue, white grd 15@ 20 Glycerine 22@ 25
		Anise	15@ 20 22@ 25	Glue, white 15@ 25 Glue, white grd 15@ 20
Buchu 1 85@	02 00	Canary	7@ 8 6@ 8	Glycerine 230 85
Buchu, Powd 2 00@	2 25	Canary Caraway Cardamon	12@ 15 60@1 75	Indigo 85@1 00
Sage, bulk 18@	25	Coriander	1000 15	Hops 50@ 80 Indigo 85@1 00 Iodine 3 75@4 00 Iodoform 4 80@5 00 Lead Acetate 12@ 10
Sage, ¼s Loose 20@ Sage, Powdered 25@	30	Fennell	100 20	Lead Acetate . 12@ 18 Lycopdium . 60@ 75 Mace 80@ 90 Mace, powdered 90@10 00 Menthol 12 00@14 00
Senna, Alex 25@	30	Flax	4@ 8	Mace, powdered 90@1 00
Senna, Tinn 15@ Senna, Tinn, Pow. 20@	20	Flax	4@ 8 6@ 10 5@ 7	Menthol 13 00@14 00
Uva Ursi 10@	25	Hemp	5@ 7 @ 50	Morphine, all brd 4 55@4 80
Olla		Mustard, yellow Mustard, black	9 50 9 12 9 9 12 20 25 15 20 91 00 6 10	Nux Vomica pow @ 15
Almonds, Bitter, true 6 00@		Mustard, powd.	20@ 25	Pepper, white 25@ 35
Almond. Bitter	6 50	Quince	@1 00	Pitch, Burgundy 10@ 15 Quassia 10@ 15
	1 75	Poppy Quince Rape Sabadilla Sabadilla powd. Sunflower	60 10 250 30 350 45	Macce, powdered 50 d1 50 menthol
Almonds, Sweet, true 80@	1 00	Sunflower	35@ 45 6@ 8	Saccharine 2 00@2 20
Almond, Sweet,		Worm American Worm Levant	15@ 20 30@ 35	Seidlitz Mixture 20@ 25
Amber, crude 25@	30	Tinctures		Rocenelle Salts 20@ 26
Amber rectified . 40@	50	Aconite	@ 60	case @6 25
Anise 2 00@	9 05	Aloes	@ 60 @ 60	less per bar @ 68
Bergamot @ Cajeput @	75	Arnica Asafoetida Belladonna	@1 00 @ 60	Soda Ash 114@ 5
Cassia 1 50@	1 75	Benzoin Compound	Ø 70	Soda, Sal 10 4
Cassia 1 50@ Castor, bbls. and cans 12½@ Cedar Leaf	15	Buchu	Ø 90	Spirit Cologne2 75@3 00
Cedar Leaf @	85 60	Cardamon, Comp.	@ 60	Sulphur Subl2% @ 5
Citronella 65@ Cloves 1 65@ Cocoanut 18@	1 75	Cardamon, Comp.	60 60 60 60 60 70 70 70 70 70 70 70 70 70 70 70 70 70	Soap, white castlle Case O6 25
Cocoanut 18@ Cod Liver 1 00@ Cotton Seed 70@ Croton	1 25	Catechu Cinchona	Ø 60	Vanila Ext. pure 1 00@1 50
Croton 700	1 60	Colchicum	@ 60	Witch Hazel 65@1 00



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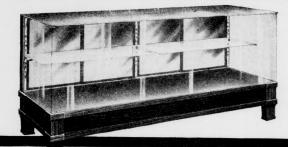
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GROCERY PRICE CURRENT

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 Flour Wheat

Index to Marke	ets	1	2
By Columns		AMMONIA	Clams
	Col	Doz. 12 oz. ovals 2 doz. box 75 AXLE GREASE	Little Neck, 17b. @1 0 Little Neck, 27b. @1 5 Clam Boullion Burnham's, ½ pt
A Ammonia	1	Frazer's	Burnham's, ½ pt2 2
Axle Grease	1	11b. wood boxes, 4 doz. 3 00 11b. tin boxes, 3 doz. 2 35 3½1b. tin boxes, 2 doz. 4 25	Burnham's qts7 5
Baked Beans	1	10lb. pails, per doz6 00 15tb. pails, per doz7 20 25tb. pails, per doz12 00	Fair
Bath Brick	1	PAKED DEANIC	Fancy @13
Brushes	1	No. 1, per doz45@ 90 No. 2, per doz75@1 40 No. 3, per doz85@1 75	Monbadon (Natural) per doz 2 4
Butter Color	1	BATH BRICK English 95	Googehannian
Candles	1-9	BLUING Jennings'.	No. 2, Fair 1 50 No. 2, Fancy 2 30 Hominy
Candles	2 2	Condensed Pearl Bluing	Standard Hominy Standard Lobster
Cheese	3	BREAKFAST FOODS	1/2 1b
	3	Apetizo, Biscuits3 00 Bear Food, Pettijohns 1 95 Cracked Wheet 24 2 2 55	Mackerel
Clothes Lines Cocoa	3	Cream of Wheat, 36-2 4 50 Cream of Rye 24-2 3 00	Mustard, 1lb. 1 8t Mustard, 2lb. 28 Soused, 1½lb. 1 6t Soused, 2lb. 2 7t Tomato, 1lb. 1 5t Tomato, 2lb. 2 8t Mushroome
Coffee	3	Egg-O-See Wheat2 75 Posts Toasties, T.	Soused, 21b. 278 Tomato, 11b. 156
Coffee Confections Cracked Wheat Crackers 4, 5	, 6	Posts Toasties, T.	Tomato, 21b 2 86
ream Tartar	6	Smail C P Bluing, doz. 45 Large, C P Bluing, doz. 75 BREAKFAST FOODS Apetizo, Biscuits 30 Bear Food. Pettijohns 195 Cracked Wheat. 24-2 250 Cream of Wheat. 28-2 450 Cream of Rye 24-2 300 Egg-O-See Wheat 275 Posts Toasties, T. No. 2 280 Posts Toasties, T. No. 3 2 80 Farinose, 24-2 270 Grape Nuts 270 Grape Nuts 270 Grape Nuts 270 Grape Sugar Flakes 250 Hardy Wheat Food 225 Hardy Wheat Food 225 Holland Rusk 320 Kellogg's Toasted Rice Biscuit 30 Kellogg's Toasted Rice Flakes 280 Kellogg's Toasted Rice Flakes 280 Kellogg's Toasted Rice Flakes 330 Kellogg's Toasted Wheat Biscuit 330 Krinkle Corn Flake 175	Hotels @ 18 Buttons, ½s @ 14 Buttons, Is @ 25
Oried Fruits	6	Grape Sugar Flakes 2 50 Sugar Corn Flakes 2 50	Cove 120 Oysters
Farinaceous Goods	6	Postma's Dutch Cook 2 75	Oysters Cove, 11b 900 Cove, 21b 1 600 Plums
Fighing Tackle	7	Kellogg's Toasted Rice Biscuit 3 30	Plums 9001 35 Pears in Syrup No. 3 cans, per doz1 56
Flavoring Extracts Flour and Feed Fruit Jars	8	Kellogg's Toasted Rice Flakes 2 80	No. 3 cans, per doz1 56
G	0	Biscuit 3 30	Peas Marrowfat @1 15 Early June @1 25 Early June sifted 1 45@1 55
Gelatine	8	Malt Breakfast Food 4 50 Maple Flakes 2 70	Peacnes
Herbs	8	Maple Corn Flakes 2 80 Minn. Wheat Cereal 3 75	No. 10 size can pie @3 25
Hides and Pelts Horse Radish	8	Ralston Wheat Food 4 50	Grated 1 75@2 10 Sliced 90@2 60
J		Kellogg's Toasted Wheat Biscuit 3 30 Krinkle Corn Flake 1 75 Malt Breakfast Food 4 75 Maple Flakes 2 70 Maple Corn Flakes 2 80 Minn, Wheat Cereal 3 75 Algrain Food 4 25 Raiston Wheat Food 2 50 Raiston Wheat Food 2 50 Shred Wheat Biscuit 3 60 Triscuit, 18 1 80 Pillsbury's Best Cerl 4 25 Post Tavern Special 2 80	Dumpkin
Jelly Glasses	8	Triscuit, 18 1 80 Pillsbury's Best Cer'l 4 25	Good 90
M		Post Tavern Special 2 80 Quaker Puffed Rice 4 25 Quaker Puffed Wheat 2 85 Quaker Brkfst Biscuit 1 90 Quaker Corp. Flokes 1 25	Fancy
Mapleine Mince Meat Molasses	8	Quaker Brkfst Biscuit 1 90 Quaker Corn Flakes 1 75	Standard @ Salmon Warrens, 1 lb. Tall 2 80 Warrens, 1 lb. Flat 2 40 Red Alaska 1 65@1 75 Pink Alaska 1 35@1 45
Mustard	8	Quaker Brast Biscut 1 90 Quaker Corn Flakes . 1 75 Victor Corn Flakes . 2 20 Washington Crisps . 1 85 Wheat Hearts 1 90 Wheatena 4 50	Warrens, 1 lb. Flat 2 40 Red Alaska 1 65@1 75
Nuts	4	Wheatena	Pink Alaska1 35@1 45 Sardines
Olivon	8	BROOMS	Domestic, 4 Mustard 2 75 Domestic, 4 Mustard 2 75 Domestic, 4 Mustard 2 75 French, 4 7014 French, 4 18023
Olives	•	Parlor 3 00 Jewel 3 70 Winner 4 25	French, 4s 7@14
Pickles Pipes Playing Cards	8 8 8 8	3 70 Winner 4 25 Whittier Special 4 25 Whittier Special 4 55 Parlor Gem 3 75 Common Whisk 1 00 Fancy Whisk 1 25 Warehouse 4 00	
rotasii	8 8	Fancy Whisk 1 25 Warehouse 4 00	Dunbar, 1st, doz1 26 Dunbar, 11/28, doz2 25 Succetash
Provisions	۰	BRUSHES	Fair
Rice	9	Solid Back, 8 in	Good
Salad Dressing	9	Stove	Tematees
Saleratus	9	No. 3 90 No. 2 125 No. 1 175 Shoe	Fancy 1 15
Salt	9	No. 8	CARBON OILS
hoe Blacking	10 10 10	No. 8	Perfection @11% D. S. Gasoline @19
Soda	14 10	BUTTER COLOR Dandelion, 25c size 2 00	Deodor'd Nan'a
taren	10 10	CANDIEC	Engine 16 @22
т	10	Paraffine, 6s 10 Paraffine, 12s 10 Wicking 20	CATCHE
Table Sauces	10 10	CANNED GOODS	Snider's pints 2 85 Snider's ½ pints 1 85
Twine	13 13	31b. Standards @ 90	
Vinegar	13	2 lb 1 50@1 90 Standards gallons @5 00	Acme @19 Bloomingdale @18½ Carson City @18 Hopkins @18
w		Gallon 2 50@2 75 Blackberries 2 tb 1 50@1 90 Standards gallons @5 00 Beans Beans Baked 85@1 30 Red Kidney 85@ 95	Riverside @18 Brick @19
Woodenware	13 13 14	String 70@1 15	Limburger @19
Y		Baked	Pineapple 40 @60 Edam @85 Sap Sago @22
Yeast Cake	14	Standard	Swiss, domestic . 213

TRADESMAN	
3	
CHEWING GUM. Adams Black Jack 55 Adams Sappota 55 Beeman's Pepsin 55 Chiclets 125 Colgan Winte Chips 60 Colgan Mint Chips 60 Dentyne 100 Flag Spruce 55 Juicy Fruit 55 Red Robin 55 Red Robin 55 Sen Sen (Jars 80 pkgs, \$2.20) Spearmint, Wrigleys 55 Spearmint, 5 box Jars 2 75 Spearmint, 3 box Jars 1 65 Trunk Spruce 55 Yucatan 55 Zeno 55 5 boxes one kind, 3c per box less.	
CHICORY 5 Red 7 Eagle 5 Franck's 7 Scheuer's 6 Red Standards 1 60 White 1 60 CHOCOLATE Walter Baker & Co. German's Sweet 22 Premium 32 Caracas 23 Caracas 23 Caracas 27 Caracas	
Premium, ½s	
CLOTHES LINE per doz. No. 40 Twisted Cotton 9. No. 50 Twisted Cotton 1 30 No. 60 Twisted Cotton 1 70 No. 80 Twisted Cotton 1 70 No. 80 Twisted Cotton 1 20 No. 50 Braided Cotton 1 25 No. 60 Braided Cotton 1 25 No. 60 Braided Cotton 2 25 No. 50 Sash Cord 1 75 No. 60 Sash Cord 1 77 No. 60 Sash Cord 80 No. 72 Jute 80 No. 72 Jute 80 No. 72 Jute 1 90 No. 60 Sisal 85 Galvanized Wire Sq. each 100ft. long 2 10 No. 19, each 100ft. long 2 10	
Baker's 37 Cleveland 41 Colonial, ½8 35 Colonial, ½8 35 Colonial, ½8 35 Colonial, ½8 35 Epps 42 Hershey's ½8 32 Hershey's ½8 32 Huyler 36 Lowney, ½8 33 Wan Houten, ½8 12 Van Houten, ½8 13 Van Houten, ½8 36 Colonial, ½8 32 Wilber, ½8 32	
Dunham's per lb. 4s, 5tb. case 30 4s, 5tb. case 29 4s, 15tb. case 29 4s, 15tb. case 28 1s, 15tb. case 28 1s, 15tb. case 28 Scalloped Gems 16 4s & 4s pails 16 Bulk, pails 144 Bulk, barrels 124 COFFEES, ROASTED Rio	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Rio 19 Fair 19½ Choice 20 Fancy 21 Peaberry 23	I I O
Santos 20	SHVEAL
Choice 25	J
Fancy 26 Guatemala Fair 25	F
Fancy 99	B
Private Growth .26@30 Mandling .31@35 Aukola .30@32 Moorha Short Bean .26@27	2·
H. L. O. G26@28 Bogota	NS
Fair	S ZPOST

Holland Extract	Sweet God
Extract Holland, ½ gro boxes 95 Felix, ½ gross	Animals
Hummel's tin, ½ gro. 85	Armada Cakes . Atlantics
CONFECTIONS Stick Candy Pails Standard Pails	Atlantics Assorted
Standard H H	Avena Fruit Cak Bonnie Doon Coo
Standard H H 8½ Standard Twist 9 Lumbo 29 th Cases	Bonnie Lassies
Jumbo, 32 tb 9	Brittle Fingers
Jumbo, 32 tb. Cases Extra H H 11 Boston Cream 11 Big Stick, 30 tb. case 9 Mixed Candy Grocers 7	Bumble Bee Cameo Biscuit, ca
Mixed Candy	Cameo Biscuit A
X L O 71%	cans Cameo Biscuit Ch
Conserve	late, cans
Royal	Cartwheels Assor Cecelia Biscuit .
Broken 834 Cut Loaf 91/	Chocolate Bar, ca
Leader 8% Kindergarten	Chocolate Bar, ca Chocolate Drops . Chocolate Drp Ce Choc. Honey Fin Chocolate Bosetto
French Cream 9 Hand Made Creams 17	Chocolate Rosette
Premio Cream mixed 14	Chocolate Rosette Circle Honey Coo Cracknels
Fancy—In Pails	Crackermeal
Boston Cream	Cracknels Crackermeal Crystal Rosettes Cocoanut Taffy Cocoanut Drops Cocoanut Macaro Cocanut Hon. Jiu Cocoanut Hon. Jiu Coffee Cakes, Ple Coffee Cakes, Ice Crumpets
Peanut Squares17	Cocoanut Macaro
Salted Peanuts12	Cocoanut Hon. Ju
Lozenges, plain11	Coffee Cakes, Ice
Eclipse Chocolates15	Crumpets
Champion Gum Drops 10	Cakes Dinner Biscuit Dixie Sugar Cook
Anise Squares10 Lemon Sours10	Dinner Biscuit Dixie Sugar Cook Domestic Cakes Eventide Fingers Extra Wine Biscu Family Cookies Fancy Ginger Wa Fig Cake Assortet Fig Newtons Fluted Coccanut F
Imperials	Extra Wine Biscu
Red Rose Gum Drops 10	Family Cookies . Fancy Ginger Wa
Auto Kisses14	Fig Cake Assorted
Molasses Mint Kisses 12	Fluted Cocoanut E Frosted Creams . Frosted Ginger Co
Old Fashioned Molas-	Fruit Lunch Lord
Orange Jellies 60	Frosted Ginger Co Fruit Lunch, Iced Gala Sugar Cakes Ginger Gems, Iced Graham Crackers Ginger Snans Fam
Old Fashioned Hore-	Ginger Gems, Iced
Peppermint Drops 70	Ginger Snaps Fam Ginger Snaps N. I
H. M. Choc. Lt. and	Round
Bitter Sweets, as'td 1 25	Square
ses Kisses 10fb. bx. 1 30 Orange Jellies 60 Lemon Sours 60 Old Fashioned Hore- hound drops 70 Peppermint Drops 70 Champion Choc Drops 65 H. M. Choc. Lt. and Dark, No. 12 11 Eitter Sweets, as td 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 1 09 Lozenges, printed 65	Square H. H. Cookies, Su Plain
Lozenges, plain 60	Plain H. H. Cookies, St. Iced H. H. Cookies, Mol Iced Household
Mottoes 65	Iced Mol
G. M. Peanut Bar 60 Hand Made Crms 80@90	Household Cookies Household Cookies Household Cookies Molasses, Plain Hippodrome Ben
String Rock 70	Molasses, Plain
Pop Corn	Hippodrome Bar Honey Fingers As. Honey Jumbles Id
Imperials	Assorted
Cough Drope	Assorted Honey Jumbles, Pla Honey Flakes Imperial Jack Frost Gems
Cough Drops Putnam Menthal 1 69 Smith Bros 1 25 NUTS—Whole Almonds, Tarragona 18	Jack Frost Gems
NUTS-Whole Almonds, Tarragona 18	Jubilee Mixed
Almonds, Tarragona 18 Almonds, Drake 17 Almonds, California	Kream Klips Lady Fingers Spor Leap Year Jumble
Progile	Leap Year Jumble Lemon Biscuit Sq
Brazils @12 Filberts @15 Cal. No. 1	Lemon Biscuit Sq Lemon Thins Lemon Wafers Lemona Color
Walnuts sft shell 171/2@18	
Walnuts, Marbot @16 Table nuts, fancy @16 Pecans, medium @15 Pecans, ex. large @16 Hickory Nuts, per bu. Ohio 2 00	Mandalay Mary Ann Marshmallow Coffe
Pecans, ex. large. @16	Cake
Ohio 2 00	Marshmallow Walr Medora
Chestnuts, New York	Molasses Cakes
Ohio 2 00 Cocoanuts	Iced Molasses Sandwich
Spanish Peanuts 81/2 @ 9	Molasses Fruit Cod Iced Molasses Sandwich Mottled Squares N. B. C. Honey Ca Iced Catmeal Crackers
Walnut Halves @35	Oatmeal Crackers
Shelled Spanish Peanuts 8½ @ 9 Pecan H.lves @75 Walnut Halves @35 Filbert Meats @30 Alicante Almonds @45 Jordan Almonds @50	Orange Sponge La
Peanuts	Cakes
Roasted 70 71/2	Cakes Penny Assorted Peanut Gems Picnic Mixed Pilot Bread
choice, raw, H. P. Jum-	Pilot Bread Pineapple Cakes
CRACKED WHEAT	Pineapple Cakes Pretzels, Hand Mad Pretzels, Medley Pretzellettes, Mac. Raisin Cookies
Bulk	Pretzellettes, Hand
CRACKERS National Biscuit Company	Pretzellettes, Hand Pretzelettes, Mac. Raisin Cookies Raisin Gems Raspberry Cakes Reveres Assorted Rittenhouse Fruit Bisquit
Brands Butter	Raspberry Cakes . Reveres Asserted
N. B. C. Sq. bbl. 7 bx. 61/2 Seymour, Rd. bbl. 7 bx. 61/2	Rittenhouse Fruit
N. B. C. boxes 614	Royal Lunch
Solda N. B. C. boxes 6½ Premium 7½ Select 8½	Rube
Saratoga Flakes13	Spiced Currant Cal
Select	Spiced Ginger Cks
Salted) Oveter	Sugar Crimp
Oyster N. B. C. Picnic boxes 614 Gem, boxes	Rube Sea Foam Biscuit Spiced Currant Cal Spiced Ginger Cake Spiced Ginger Cks Sugar Fingers Sugar Crimp Sugar Squares, larg or small Sultana Fruit Bisc Sunnyside Jumbles
Shell 8	Sunnyside Jumbles

Sweet Goods	
Animals	10
Armada Cakes	8
Atlantics	12
Atlantics Assorted	.12
Avena Fruit Cakes Bonnie Doon Cookies	10
Bonnie Lassies Brittle Fingers	.10
Brittle Fingers	.10
Bumble Bee	10
Cameo Biscuit, cans . Cameo Biscuit Asstd	. 25
cans	95
Cameo Biscuit Choco-	
late, cans	.25
Cartwheels Assorted	
Chocolate Bar cons	.16
Chocolate Drops	.17
Chocolate Drp Centers	16
Chocolate Bar, cans Chocolate Drops Chocolate Drop Centers Choc. Honey Fingers Chocolate Rosettes, cn Circle Honey Cookies Cracknels	20
Circle Honey Cookles Cracknels Crackermeal Crystal Rosettes Coccanut Taffy Ban Coccanut Drops Coccanut Macaroons Coccanut Hon, Jumb's Cocanut Hon, Jumb's Coffee Cakes, Plain Coffue Cakes, Iced Crumpets Diana Marshmallow	12
Crackermeal	6
Cocoanut Taffy Ban	13
Cocoanut Macaroons	.12
Cocanut Hon. Fingers	12
Coffee Cakes. Plain	12
Coffee Cakes, Iced	.12
Diana Marshmallow	.10
Crumpets Diana Marshmallow Cakes Dinner Biscuit Dixie Sugar Cookies Domestic Cakes Eventide Fingers Extra Wine Biscuit Family Cookies Fancy Ginger Wafers Fancy Ginger Wafers Fig Cake Assorted Fig Newtons Fluted Coccanut Bar Frosted Creams Frosted Ginger Cookie Fruit Lunch, Iced Gala Sugar Cakes Ginger Gems, Iced Graham Crackers Ginger Snaps N. B. C. Round Ginger Snaps N. B. C.	16
Dixie Sugar Cookies .	. 9
Eventide Fingers	81/2
Extra Wine Biscuit	10
Fancy Ginger Wafers	. 814 12 .12
Fig Cake Assorted	.12
Fluted Cocoanut Bar	11
Frosted Ginger Cookie	81/2
Fruit Lunch, Iced	10
Ginger Gems	81/2
Ginger Gems, Iced	91/2
Ginger Snaps Family	814
Ginger Snaps N. B. C. Round	
Ginger Snaps N. B. C.	8
Square H. H. Cookies, Sugar Plain H. H. Cookies, Sugar Iced	81/2
Plain	8
H. H. Cookies, Sugar Iced	9
11. 11. COURTES. MOISSES	,
Household Cookies	9
Household Cookies, Iced	
Molasses, Plain	8
Iced Household Cookies, Iced Household Cookies, Iced Household Cookies, Molasses, Plain Hippodrome Bar Honey Fingers As. Ice Honey Jumbles Iced Assorted	12 12
Honey Jumbles Iced	10
Assorted Honey Jumbles, Plain. Honey Flakes Imperial Jack Frost Gems	12 12
Honey Flakes	14 81/2
Jack Frost Gems	8
	81/2
Kream Klips	
Leap Year Jumbles	30 18
Lemon Biscuit Square	81/2 17
IT WELLED	11
	81/2
Mandalay	10
Marshmallow Coffee	81/2
Marshmallow Walnuts	13 18
Medora	8
Molasses Cakes Molasses Fruit Cookies	81/2
Malana a	11
	10
N. B. C. Honey Cakes	12
Oalmeal Crackers	2
Orange Gems Orange Sponge Layer Cakes	81/2
Cakes	20
Peanut Gems	814
Picnic Mixed1	11%
Pineapple Cakes1	6
Pretzels, Medlev	9
Pretzelettes, Hand Md	9
Raisin Cookies1	.0
Raspberry Cakes	1 2
Penny Assorted Peanut Gems Peanut Gems Pionie Mixed Pionie Mixed Pilot Bread Pineapple Cakes Pretzels, Hand Made Pretzels, Medley Pretzelstets, Hand M Pretzelettes, Hand M Raisin Cookles Raisin Gems Raspberry Cakes Raspberry Cakes Rittenhouse Fruit Biscuit 1	5
Rittenhouse Fruit Biscuit Royal Lunch Royal Toast Rube Sea Foam Riscuit	2
Royal Lunch	8
Rube	81/2
Royal Toast Rube Sea Foam Biscuit 1 Spiced Currant Cakes 1 Spiced Ginger Cakes Spiced Ginger Cks Icd 1 Sugar Fingers 1 Sugar Crimp Sugar Suuares large	8
Spiced Ginger Cakes	
Spiced Ginger Cakes Spiced Ginger Cks Icd 1 Sugar Fingers1	Z
Sugar Crimp	81/2
	9
Sultana Fruit Biscuit 1 Sunnyside Jumbles1	6
	-

6	7	8	9	10	11
Superba 8½ Triumph Cakes 16 Vanilla Wafers 17 Wafer Jumbles can: 18 Waverly 10	Peas Green, Wisconsin, bu. 2 30 Green, Scotch, bu 2 25 Split, lb	Less than carlots15 00 Feed. Street Car Feed33 No. 1 Corn & Oat Feed .33 Cracked corn32	Short Cut Clear 21 00@21 50 Bean 19 50@20 00 Brisket, Clear 21 00@22 00 Plg 23 00 Clear Family 26 00	Y. M. wh. hoop Milchers kegs	Moyune, fancy 50@60 Pingsuey, medium 33 Pingsuey, choice 35 Pingsuey, fancy 50@55
In-er Seal Goods per doz. Albert Biscuit1 00	East India	FRUIT JARS Mason, pts., per gro. 5 10	S P Bellies13	No. 1, 100 lbs 7 50 No. 1, 40 lbs 3 25	Young Hyson 30 Fancy 40@50
Animals	Taploca Flake, 100 lb. sacks5 Fearl, 130 lb. sacks5 Pearl, 36 pkgs 2 25	Mason, dts., per gro. 5 50 Mason, ½ gal. per gro. 7 60 Mason, can tops, gro. 1 40 GELATINE	Lard Pure in tierces11½@12 Compound Lard8¼@ 8½ 80 lb. tubsadvance ½	No. 1, 10 lbs 90 No. 1, 8 lbs 75 Mackerel Mess, 100 lbs 16 50	Formosa, rancy50@60 Formosa, medium28 Formosa, choice35
Wafers	Minute, 36 pkgs2 75 FISHING TACKLE	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	60 lb. tubsadvance 1/8 50 lb. tinsadvance 1/4 20 lb. pailsadvance 1/4 10 lb. pailsadvance 7/8	Mess, 40 lbs 7 00	English Breakfast Medium
Chocolate Wafers1 00 Cocoanut Dainties1 00 Dinner Biscuits1 50 Faust Oyster Crackers 1 00	1/4 to 1 in. 6 1/4 to 2 in. 7 1/4 to 2 in. 9 1/5 to 2 in. 9	Knox's Sparkling, gr. 14 00 Knox's Acidu'd. doz1 25 Nelson's	8 lb. pailsadvance 1 8 lb. pailsadvance 1	Mess, 8 lbs. 1 59 No. 1, 100 lbs. 10 00 No. 1, 40 lbs. 6 60 No. 1, 10 lbs. 1 25 Whitefish 100 lbs. 9 75	Ceylon, choice30@35 Fancy 45@50
Fig Newton 100 Five O'clock Tea 100 Frotana 100 Ginger Snaps, N. B. C. 100	2 in	Plymouth Rock, Phos. 1 25 Plymouth Rock, Plain 90 GRAIN BAGS Broad Gauge 18	Hams, 12 lb. av. 15½@16 Hams, 14 lb. av. 15 @15½ Hams, 16 lb. av. 14½lb15 Hams, 18 lb. av. 14½@15 Skipped Hams	50 lbs 5 25 10 lbs 1 12 8 lbs 92	Fine Cut Blot 1 45
Graham Crackers, Red Label, 10c size1 00 Graham Crackers, Red Label, 5c size 50	No. 2, 15 feet 7 No. 3, 15 feet 9 No. 4, 15 feet 10 No. 5, 15 feet 11	HERBS Sage	Skinned Hams . 15 @15½ Ham, dried beef sets 20 @20½ California Hams 11½@12	100 lbs. 4 65 40 lbs. 2 10 10 lbs. 75 8 lbs. 65	Bugle, 16 oz 3 84 Bugle, 10c 11 00 Dan Patch, 3 and 16 oz 32 Dan Patch, 4 oz 11 52
Lemon Snaps 50 Oatmeal Crackers 1 00 Old Time Sugar Cook 1 00 Oval Salt Biscuit 1 00	No. 6, 15 feet	Hops 15 Laurel Leaves 15 Senna Leaves 25 HIDES AND PELTS	Picnic Boiled Hams15 Boiled Hams23 @23½ Minced Ham12½@13 Bacon	SEEDS Anise	Dan Patch, 4 oz
Oysterettes 50 Premium Sodas 1 00 Pretzelettes, Hd. Md. 1 00 Royal Toast 1 00	Linen Lines 20 Medium 26	Green No 1	Sausages Bologna 9½ @10 Liver 7½ @ 8 Frankfort 10 @10½	Cardomom, Malabar 1 20 Celery	Hiawatha, 5c
Rykon Biscuit 1 00	Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 66 Bamboo, 18 ft., per doz. 80	Green, No. 2 10 Cured, No. 1 12½ Cured, No. 2 11½ Calfskin, green, No. 1 15 Calfskin, green, No. 2 13½	Veal	Mixed Bird 5 Mustard, white 8 Poppy 16 Rape 6½	Ojibwa, 10c
Saratoga Flakes . 1 50 Social Tea Biscuit . 1 00 Sultana Fruit Biscuit 1 50 Soda Crackers N B C 1 00 Soda Crackers Select 1 00	Bamboo, 18 ft., per doz. 86 FLAVORING EXTRACTS Jennings D C Brand Terpenless Extract Lemon	Calfskin, green, No. 2 13½ Calfskin, cured, No. 1 16 Calfskin, cured, No. 2 14½ Pelts	Headcheese 9	SHOE BLACKING	Petoskey Chief, 14 oz. 4 00 Peach and Honey, 5c 5 76 Red Bell, 16 oz 3 96 Red Bell, 8 foil 1 98 Sterling, L & D 5c 5 76 Sweet Cuba, canister 9 16 Sweet Cuba, canister 9 16
S. S. Butter Crackers 1 50 Uneeda Biscuit	Terpenless 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. 3 Taper, per doz. 1 75 2 oz. Flat, F M per dz. 1 50	Old Wool @ 30 Lambs 50@1 00 Shearlings 50@1 00	Rump, new 19 00 Pig's Feet bbls 1 00 bbls., 40 lbs 2 00	Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF	Sweet Cuba, 10c
Vanilla Wafers 1 00 Water Thin Biscuit 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00	Jennings D C Brand	No. 1 @ 5 No. 2 @ 4 Weol Unwashed, med. @ 20	1 bbl 8 00	Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43	Sweet Cuba, 16 oz 4 80 Sweet Cuba, ½ lb. foil 2 25 Sweet Burley Fo J 80 2 25
Other Package Goods Barnum's Animals 50 Chocolate Tokens2 50	Extract Mexican Vanilla No. 1 F Box, per doz. 90 No. 2 F Box, per doz. 1 40 No. 4 F Box, per doz. 2 25 No. 3 Taper, per doz. 2 20 2 oz. Flat F M per dz. 2 00	Unwashed, med. @ 20 Unwashed, fine @ 15 HORSE RADISH Per doz 90	Kits, 15 lbs 90 ¼ bbls., 40 lbs 1 60 % bbls., 80 lbs 3 00	Boxes	Sweet Burley, 8 oz 2 45 Sweet Burley, 24 lb 4 90 Sweet Mist, ½ gro 5 70 Sweet Mist, 3 oz 11 10 Sweet Mist, 8 oz 35
American Beauty Ginger Snaps 2 50 Butter Crackers. NBC family package	FLOUR AND FEED	JELLY 5lb. pails, per doz2 20 15lb pails, per pail 48	Casings Hogs, per ib	SPICES Whole Spices Allspice, Jamaica 9 Allspice, large Garden 11 Cloves, Zanzibar 27	Tiger 50 576
Fruit Cake3 00 Cracker Meal 75	Grand Rapids Grain & Milling Co. Winter Wheat. Purity Patent 5 70	30th pails, per pail 90 JELLY GLASSES 1/2 pt. in bbls, per doz. 15 1/2 pt. in bbls., per doz. 16	Sheep, per bundle 80 Uncolored Butterine Solid Dairy 12 @16 Country Rolls12½@18	Cassia, Canton	Tiger, 25c cans 2 35 Uncle Daniel, 1 tb 60 Uncle Daniel, 1 oz5 22
In Special Tin Packages. Per doz. 2 50 Minaret Wafers	Seal of Minnesota 4 75 Sunburst 4 75 Wizard Flour 5 40 Wizard Graham 5 60	% pt. in bbls., per doz. 16 8 oz. capped in bbls, per doz	Canned Meats Corned beef, 2 lb 4 20 Corned beef, 1 lb 2 20	Mixed, No. 1	Am. Navy, 16 oz 32 Apple, 10 lb. butt 38 Drummond Nat Leaf 2
Minaret Waters 1 50 Nabisco, 25c 2 50 Nabisco, 10c 1 00 Champagne Wafer 2 50 Per tin in bulk	Wizard Gran. Meal4 40 Wizard Buckwheat6 00 Rye	2 oz bottles, per doz. 3 00 MINCE MEAT Per case	Roast beef, 2 Ib 4 20	Mixed, 5c pkgs. doz45 Nutmegs, 70-8030 Nutmegs 105-110	and 5 lb. 60 Drummond Nat Leaf, per doz 96 Battle Ax 28 Bracer, 6 and 12 lb. 30
Nabisco	Lily Whtie 5 90 Light Loaf 5 30 Graham 2 40 Granena Health 2 50	MOLASSES New Orleans Fancy Open Kettle 42	rotted Ham, ¼s 50 Potted Ham, ¼s 90 Deviled Ham, ¼s 90 Deviled Ham, ¼s 90 Potted Tongue, ¼s 50 Potted Tongue, ½s 90	Pepper, Black 15 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian	Boot Jack, 2 lb 86 Boot Jack per doz
CREAM (ARTAR Barrels or drums 33	Gran. Meal	Choice	RICE Fancy 6 @61/2	Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 25 Cassia, Canton 12	Climax, Golden Twins 48
Boxes 34 Square Cans 36 Fancy caddies 41	Graham 4 60 Voigt's Crescent 5 50 Voigt's Flouroigt 5 50 Voigt's Hygienic 4 60	MUSTARD 1/4 lb. 6 lb. box 16	Japan Style 5 @5%, Broken 4 @4%	Ginger, African 18 Mace, Penang 75 Nutmegs, 75-80 35 Pepper, Black 16 Pepper, White 35	Climax, 7 oz
DRIED FRUITS Apples Evapor'ed, Choice bulk 7 Evapor'ed, Fancy pkg. 8½	Voigt's Royal 5 90 Watson-Higgins Milling Co.	OLIVES Bulk, 1 gal. kegs 1 05@1 15 Bulk, 2 gal. kegs 95@1 10 Bulk, 5 gal. kegs 90@1 05	Rolled Avena, bbls4 35 Steel Cut, 100 fb. sks. 2 25 Monarch bbls 4 10	Paprika, Hungarian45	5 Bros., 4 lb. 65 Four Roses, 10c 90 Gilt Edge, 2 lb 50 Gold Rope, 6 & 12 lb. 58 Gold Rope, 4 & 8 lb. 58 G. O. P., 12 & 24 lb. 36 Granger Twist, 6 lb. 46 G. T. W. 1014 & 21 lb. 58
Apricots California 12@14	Tip Top Flour 5 10 Golden Sheaf Flour 4 80 Marshall's Best Flour 4 85 Worden Grocer Co.	Bulk, 5 gal. kegs 90@1 05 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 35 Stuffed, 14 oz. 2 25 Pitted (not stuffed)	Monarch, 90 lb. sacks 1 90 Quaker, 18 Regular 1 45 Quaker, 20 Family 4 00 SALAD DRESSING	STARCH Corn Kingsford, 40 lbs	G. T. W., 10½ & 21 lb. 36 G. T. W., 10½ & 21 lb. 36
Corsican	Quaker, paper 5 30 Quaker Buckwheat bbl 5 40 Quaker, Buckwheat, 5 50	14 02	Columbia, 1 pint 4 00		Gr. T. W., 10½ & 21 lb. 36 Horse Shoe, 6 & 12 lb. 45 Honey Dip Twist, 5&10 Jolly Tar, 5 & 8 lb 40 J. T., 5½ & 11 lb 35 Kentucky Navy, 12 lb. 32 Keystone Twist 6 lb. 45
Imported, bulk 91/4 Peaches Muirs—Choice, 25 lb. b 9	Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/4s 5 10 American Eagle, 1/2s 5 00	Queen. Mammoth. 28	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	Silver Gloss, 40 1lbs 734 Silver Gloss, 16 3lbs 634 Silver Gloss, 12 6lbs 814	Kismet, 6 lb 48
Muirs—Fancy, 25 lb. b 10 Fancy, Peeled, 25 lb. 18 Peel Lemon, American 12½	Spring Wheat. Roy Baker Golden Horn, family4 75	OZ 5 75 Olive Chow, 2 doz. cs, per doz 2 25 PICKLES	Packed 60 lbs. in box. Arm and Hammer3 00 Wyandotte, 100 %s,3 00	48 11b. packages 5 16 31b. packages 478 12 61b. packages 6 501b. boxes 314	Nobby Spun Roll 6 & 3 58 Parrot, 12 lb 34 Parrot, 20 lb 38
Orange, American12½	Wisconsin Rye 3 75	Medium Barrels, 1,200 count7 75 Half bbls. 600 count 4 38	SAL SODA Granulated, bbls 80 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs 1 25	SYRUPS Corn Barrels	Peachey, 6-12 & 24 lb. 40 Picnic Twist, 5 lb 45 Piper Heidsick, 4 & 7 lb. 69
Cluster, 20 cartons 2 25 Loose Muscatels 3 Cr 5½ Loose Muscatels 4 Cr 6 L. M. Seeded, 1 lb. 7@7½ California Prunes	Ceresota, ½s	5 gallon kegs 2 00 Small Barrels 9 50 Half barrels . 5 25 5 gallon kegs . 3 00	SALT Common Grades 100 3 lb. sacks2 40	Half barrels	
90-100 251b. boxes.@ 6 80-90 251b. boxes.@ 6½ 70-80 251b. boxes.@ 7 60-70 251b. boxes.@ 7½	Wingold, 1/8 cloth 5 50 Wingold, 1/8 cloth 5 40 Wingold, 1/8 cloth 5 30 Wingold, 1/8 paper 5 35 Wingold, 1/8 paper 5 35 Bakers Patent 5 15	Barrels 14 50	60 5 lb. sacks 2 25 28 10½ lb. sacks 2 10 56 lb. sacks 40 28 lb. sacks 20	Blue Karo, No. 10 2 00 Red Karo, No. 2 1 1 1 Red Karo, No. 2½ 2 40 Red Karo, No. 5 2 35 Red Karo, No. 10 2 25	Scrapple, 2 & 4 doz. 48 Sherry Cobbler, 8 oz. 32 Spear Head, 12 oz 44 Speer Head, 1424 oz.
50- 60 251b. boxes@ 8 40- 50 251b. boxes@ 9 FARINACEOUS GOODS		5 gallon kegs	Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20	Pure Cane Fair	Spear Head, 7 oz 47 Sq. Deal 7, 14 & 28 lb. 28 Star, 6, 12 & 24 lb 48 Standard Navy 71/
Beans Dried Lima 7 Med. Hand Picked 2 45 Brown Holland 2 75	Sleepy Eye, ¼s cloth 5 50 Sleepy Eye, ¼s cloth 5 40 Sleepy Eye, ½s cloth 5 30 Sleepy Eye, ¼s paper 5 30 Sleepy Eye, ¼s paper 5 30	PIPES Clay, No. 216, per box 1 75 Clay, T. D., full count 60	Solar Rock 56 lb. sacks 25 Common	Choice	& 30 lb
Farina 25 1 lb. packages 1 50 Bulk, per 100 lbs 4 00 Original Holland Rusk	Bolted	Cob	Granulated, Fine1 05 Medium, Fine1 10 SALT FISH	TEA Japan	Scrap All Red, 5c 5 76
Packed 12 rolls to container 3 containers (36) rolls 2 85 5 containers (60) rolls 4 75	Wheat Red 1 10 White 1 10	No. 15, Rival, assorted 1 25 No. 20, Rover, enam'd 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808, Bicycle 2 00 No. 632, Tourn't whist 2 25	Cod Large, whole @7½ Small, whole @7 Strips or bricks .7½@10½	Sundried, medium24@26 Sundried, choice30@33 Sundried, fancy36@40	Am. Union Scra p. 5 40 Bag Pipe, 5c 5 88 Cutlas, 2½ oz 26 Globe Scrap, 2 oz 30
Pearl, 100 lb. sack 2 00 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50	Oats Michigan carlots 36 Less than carlots 38 Corn	POTASH	Pollock @ 4½ Halibut Strips 15 Chunks 16	Basket-fired medium 30 Basket-fired, choice 35@37 Basket-fired, fancy 40@43 Nibs	Honor Comb Comb Co. 30
Imported, 25 lb. box 2 50 Pearl Barley Chester	Carlots	PROVISIONS Barreled Pork	Holland Herring Y. M. wh. hoop bbls. 12 00 Y. M. wh. hoop ½bbl. 6 50 Y. M. wh. hoop kegs 72	Siftings 10@12 Fannings 14@15 Gunpewder Moyune, medium 35	Honey Comb Scrap, 5c 1 55 Mail Pouch, 4 doz. 5c 2 00 Old Songs, 5c 5 76 Old Times, ½ gro. 5 76 Polar Bear, 5c, ½ gro. 5 76 Red Band, 5c ½ gro. 5 76 Red Man Scrap 5c 1 43
0 15		Clear Back 22 00@23 00	1. M. Wn, hoop kegs 72	Moyune, choice 83	Red Man Scrap 5c 1 43

SPECIAL PRICE CURRENT

12 13 Scrapple, 5c pkgs. . . . 48
Sure Shot, 5c, ½ gro, 5 76
Yankee Girl Scrp 2 oz 5 76
Pan Handle Scrp ½ gr 5 76
Peachy Scrap, 5c
Union Workman, 2½ 6 00 All Leaf, 2¼ & 7 oz. 30
BBB, 3½ oz. 60
BBB, 7 oz. 12 00
BBB, 14 oz. 24 00
BBB, 14 oz. 24 00
BBB, 14 oz. 24 00
BBB, 14 oz. 15 02
BBadger, 7 oz. 15 152
Banner, 8 oz. 1 60
Banner, 8 oz. 1 60
Banner, 16 oz. 30
Belwood Mixture, 10c
Big Chief, 2¼ oz. 60
Big Chief, 16 oz. 30
Bull Durham, 15c 15 90
Bull Durham, 15c 18 48
Bull Durham, 15c 18 48
Bull Durham, 8 oz. 67
Buck Horn, 15c 15 76
Buck Swan, 14 oz. 3 56
Black Swan, 14 oz. 3 60
Black Swan, 14 oz. 3 60
Brotherhood, 16c 19 00
Brotherhood, 16c 10 00
Brotherhood, 16c 10 00
Brotherhood, 16c 10 00
Clegar Clipg, Seymour 16chity, 3 61 oz. 30
Clarival, 3½ oz. 30
Carnival, 3½ oz. 30
Carnival, 36 16 oz. 570
Corn Cake, 7 oz. 1 45
Corn Cake, 7 oz. 1 45
Corn Cake, 7 oz. 1 45
Corn Cake, 7 oz. 1 56
Cuban Star, 16 oz. 918 37
Chips, 10c 10 70
Dillis Best, 1½ oz. 77
Dillis Best, 1½ oz. 77
Dillis Best, 1½ oz. 77
Dillis Best, 15 oz. 10
Fr A, 3 oz. 4 95
Fr F A, 7 oz. 11
50
Fr F A, 7 oz. 11
50
Fr F B, 10c 10
Fr F B, 10c 10
Fr Bros., 10c 10
Fr G B 10c 11
Four Roses, 10c 10
Fr G B 10c 11
Four Roses, 10c 10
Fr G B 10c 11
Four Roses, 10c 10
Fr G B 10c 11
Four Roses, 10c 11
Suptice Clark Suptice 1 12 in. 14 in. 16 in. TWINE

Cotton, 3 ply 22

Cotton, 4 ply 22

Jute, 2 ply 14

Hemp, 6 ply 13

Flex, medium 24

Wool, 1 lb, bales 6 VINEGAR
White Wine, 40 grain 8½
White Wine, 80 grain 11½
White Wine, 100 grain 13 Oakland Vinegar & Pickle
Co.'s Brands.
Highland apple cider ..18
Oakland apple cider ...14
State Seal sugar12
Oakland white pickling 10
Packages free. Willow, Clothes, me'r

Butter Plates
Ovals.

14 lb., 250 in crate ...
1 lb., 250 in crate ...
2 lb., 250 in crate ...
3 lb., 250 in crate ...
5 lb., 250 in crate ...
5 lb., 250 in crate ...

Wire End.

1 tb., 250 in crate
2 tb., 250 in crate
3 tb., 250 in crate
5 tb., 250 in crate

Churns
Barrel, 5 gal., each
Barrel, 10 gal., each

Clethes Pins Head. 5 gross

14 Case, medium, 12 sets 1 15 Faucets
Cork lined, 8 in.
Cork lined, 9 in.
Cork lined, 10 in. Mop Sticks
Trojan spring ... 90
Ecilpse patent spring 85
No. 1 common ... 80
No. 2 pat. brush holder 85
Ideal No. 7 ... 85
121b. cotton mop heads 1 45 Pails
 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
 Birch, 100 packages Mouse, wood, 2 holes
Mouse, wood, 4 holes
Mouse, wood, 6 holes
Mouse, tin, 5 holes
Rat, wood
Rat, spring 22 45 70 65 80 75 Rat, spring

Tubs

20-in, Standard, No. 1
18-in. Standard, No. 2
16-in. Standard, No. 3
20-in. Cable, No. 1
18-in. Cable, No. 2
16-in. Cable, No. 3
No. 1 Fibre 1
No. 2 Fibre
No. 3 Fibre
Large Galvanized
Medium Galvanized
Small Galvanized
Washboards Washbeards
Dewey
Double Acme
Single Acme
Double Peerless
Single Peerless
Northern Queen
Double Duplex
Good Luck
Universal Wood Bowls
13 in, Butter 1 50
15 in. Butter 2 70
17 in. Butter 3 75
19 in. Butter 6 00
Assorted, 13-15-17 3 00
Assorted, 15-17-19 4 25

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 4
Cream Manila 2
Wax Butter, short c'nt 13
Wax Butter, full count 20
Wax Butter, rolls 19
Wax Butter, rolls 15
Sunlight, 3 doz. 1 15
Sunlight, 1½ doz. 50
Yeast Foam, 3 doz. 1 15
Yeast Cream, 3 doz. 1 15
Yeast Cream, 3 doz. 1 00
Yeast Foam, 1½ doz. 58

AXLE GREASE AXLE GREASE



1 lb. boxes, per gross 9 00 3 lb. boxes, per gross 24 00 BAKING POWDER



10c size .. 90 47b, cans 1 35 6 oz. cans 1 90 121b. cans 2 50 % 1b. cans 3 75 37b. cns 13 00

15 CIGARS 16

17

S. C. W., 1,000 lots\$1 El Portana88

Worden Grocer Co. Brand Ben Hur

Old Master Coffee



Old Master San Marto. Pilot..... 33 TEA
Royal Garden ½, ¼ and 1 lb. 40

THE BOUR CO. TOLEDO, O.

Roasted Dwinell-Wright Co.'s B'ds



White House, 17b. White House, 27b.

Excelsior, Blend, 11b. Excelsior, Blend, 21b. Tip Top, Blend, 11b. Royal Blend Royal High Grade

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. ner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., To-

COCOANUT Baker's Brazil Shredded



10 5c pkgs., per case 2 60 36 10c pkgs., per case 2 60 16 19c and 38 5c pkgs.,

VITCHEN LENZER

The only 5c Cleanser Guaranteed to

equal the best 10c kinds SAFES

Full line of fire and burglar proof safes kept in



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

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

SOAP
Lautz Bros. & Co.
Acme, 30 bars, 75 lbs. 4 00
Acme, 25 bars, 70 lbs. 3 80
Acme, 25 bars, 70 lbs. 3 80
Acme, 100 cakes3 00
Big Master 100 bars Acme, 100 cakes ... 3 00 Big Master, 100 blocks 4 00 German Mottled ... 3 15 German Mottled, 5 bx 3 15 German Mottled, 5 bx 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 ck 5c 4 00 Marseilles, 100 ck toll 4 00 Marseilles, ½ box toll 2 10

Proctor & Gamble Co. 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

Soap Powders Snow Boy, 24s family

Pearline 3 75

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

Enoch Morgan's Sons

Sapolio, gross lots ... 9 50 Sapolio, half gro. lots 4 85 Sapolio, half gro. lots 2 40 Sapolio, hand ... 2 40 Scourine Manufacturing Co Scourine, 50 cakes ... 1 80 Scourine, 100 cakes ... 3 50



We Manufacture

Public Seating

Exclusively



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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK BOSTON

PHILADELPHIA

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.

For Sale—An up-to-date outfit of drug store fixtures and fountain complete. G. Van Arkel, Muskegon Heights, Mich.

For Sale—A general merchandise stock and fixtures, invoicing \$5,000. Doing a business of \$18,000 a year. In a hustling little town, surrounded by rich farming country. Address No. 691, care Tradesman.

country. Address No. 531, Cate 11691

For Sale—80 acres fine farming land for \$3,000 Good buildings, school house on farm. Good orchard. Small store building on farm. Stock invoices \$500. Cream station in connection. Address No. 692, care Tradesman. 692

For Sale—221 acre Illinois farm well located, good soil. Fair improvements. Price \$125 per acre. Would take a stock of groceries as part pay. Watts Grocery Co., Clinton, Ill. 697

For Sale—80 acres in Central Indiana. Good soil, well located. Price \$100 per acre. Would take a stock of dry goods as part pay. Nagely Bros., Clinton, Ill. 698

For Sale—Drug store. Wisconsin, part

For Sale—Drug store, Wisconsin, part cash; sales \$10,000 year. Address Sharon Pharmacy. Sharon, Wis.

Pharmacy, Sharon, Wis. 663

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

way. Cleveland, Ohio.

For Sale—For health reasons, will sacrifice well located, long established shoe store. Stock about \$6,000. Address Childs, Muskegoń, Mich.

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 Bidg., Cleveland, Ohio.

Wanted—Interest in good established farm implement business, Indiana or Southern Michigan. L. F. Case, Sharon, Wis.

For Sale—Drug stock in Western Wich.

Wis.
For Sale—Drug stock in Western Mich-gan. Trade established over ten years. Address No. 696, care Michigan Trades-696

For sale or exchange for farm, modern 30 room hotel or rooming building. Cash value \$10,000. J. Hanselman, Manistee, Mich.

For Sale—A stock of general mercandise, building and fixtures. Invoice about \$6,000. Quickly reduced, Good reasons for seiling. Write Lock Box No. 14, Six Lakes, Mich.

Owing to ill health, I offer for sale my general stock inventorying about \$18,000. Location exceptionally good. Will sell at inventory, discount for cash. Address P. O. Box 328, Lebanon, Oregon. 688

Wanted—To hear from owner who has

inventory, discount and property of the proper

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 G. R. & I. R. R. Can reduce stock to suit buyer. Call quick or someone else will get ahead. Address No. 679, care Tradesman.

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

naw. Mich.

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.

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 sick-ness. Will sell at inventory. Address Box 214, Yale, Mich. 672

Business Wanted—I am looking for a good opening for cash; agents and speculators need not answer; give full particulars in first letter. Address M. Tradesman, Box 1261, Cherry Valley, Ill. nois.

For Exchange—Modern 8 room house with garage. First-class repair. Seven room house, neat home, both in Filint, Mich. 160 acres unimproved land, 5½ miles from Marion, Mich. Nice level piece land and will make fine farm when improved, ½ mile from school and on public road. Will excange all the above for stock goods or improved farm. Address 899 W. 2nd St., Filint, Mich. 671

Farm For Exchange—Will trade a nice farm for stock of merchandise. Describe, with particulars. Porter Phillips, Man-chester, Tenn. 669

City twenty thousand, has no department store. Can furnish best building, best business block. H. E. Dakin, Hanibal, Mo.

best business block. If. E. Barn, 1668

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 casy payments. Address No. 667, care Tradesman.

For Sale—\$4,000 stock general merchandise, consisting groceries, dry goods, shoes, rubbers and furnishings, located in one of liveliest towns 800 population, Central Michigan. Rich farming country. Good reason for sellings. An exceptionally fine business. Will sell at inventory. Address No. 666, care Tradesman.

666

For Sale—Stock of general merchandisin a thriving country town. I have made money and have good reason for selling. Address No. 651, care Trades-

Store equipped with Middleby oven. Fine location opposite post office. Or will sell oven, used three years. J. Hansel-man, Manistee, Mich.

For Sale—Well improved farm in Michgan. Will consider part trade for hardare, \$3,000 to \$5,000. Box 136, Saybrook,

Drug and book stock, location Cen-al Michigan. Sacrifice sale by reason 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.

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, 483 Houseman Bldg., Grand Rapids, Michigan

gan. 665

For Sale—Al drug store in the most beautiful resort town in Northern Michigan. No competition. The nearest drug store ten miles away. A fine proposition for the right party. Owner has other interests. Address Harvey M. Arndt, Indian River, Mich.

Indian River, Mich.

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, Benzie Co., Mich. 652

W. H. Smith Wallin, Benzie Co., Mich.

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. Cheaprent. Would sell good residence. Am Postmaster, office in store. Address Drug Man. Paris, Mich.

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 1½ acres of strawberries. Inside corporation of Plainwell. Enquire Mrs. Chas. A Brown, Plainwell, Mich. 647

For Sale—Chair and furniture factory.

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, Ore-

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, Pan-ama, Okla.

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

Grand Rapids, Mich.

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 190,000 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 Scattle, investigate and learn our methods for himself. Address Hoyt's, Scattle, Wash.

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.

morocco bound.

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.

Merchandise sale conductors. A. E.

Merchandise sale conductors. A. E. Greene Co., 135 Grand River Detroit. Advertising furnished Write for date, terms, etc. 549

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

man.

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

134

HELP WANTED.

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242
I bring buyers and sellers together. Write me if you want to buy, sell or exchange any kind of business or real estate anywhere. Betablished 1881. Frank P. Cleveland, 1261 Adams Express Bldg.. Chicago, Illinois. 357
Salesman Wanted — Especially those making small towns, to handle specialty as a side line, on commission basis, for various territories throughout United States. Write to-day to National Display Stand, St. Johns, Mich. 690
Want ads. continued on next page.

You have had calls for

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

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

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

Meeting of Michigan Retail Hardware Association.

Gratifying progress has been made in carrying out the plans for the big convention of the Michigan Retail Hardware Association to meet in Detroit on February 11, 12 and 13. The business programme promises to be more interesting than those arranged for any previous convention for in addition to having the two leading officers of the National association present. viz., President L. C. Abbott, of Marshalltown, Iowa, and First Vice-President Chas. A. Ireland, of Ionia, some exceptionally interesting speakers have been secured to talk on practical subjects of vital interest to every retail hardware man

The first session of the convention will be in St. Andrews Hall. Congress street, just east of Brush, and will be an open meeting at which manufacturers, wholesalers and traveling men will be cordially invited to be present.

On Tuesday evening there will be a theater party, the delegates having their choice between tickets for the Temple, where there will be a good vaudeville programme and the Lyceum. where Thurston, the magician, will be the attraction.

On Wednesday there will be a morning and evening session in the ordinary at the Hotel Cadillac. the evening meeting being devoted entirely to the Question Box. This feature will be in charge of National experience in convention work is a President Abbott, whose extensive guarantee that a full expression from the membership will be brought out on the various questions that come up for consideration.

On Tuesday morning the exhibits will be open in the Light Guard Armory and again on Wednesday and Thursday afternoons. On Wednesday night the exhibits will be open to the public upon invitations extended by the Detroit retail hardware men

Thursday morning the last business session will be held at the Hotel Cadillac and Thursday night the delegates will participate in the annual ball given by the Detroit Retail Hardware Dealers' Association.

A large number of exhibitors have already contracted for booth space at the Armory but there are still some very desirable locations available full information in regard to which will be promptly furnished upon request by Mr. O. J. Darling, exhibit secretary, 372 Kirby avenue West, Detroit.

A Buyers' Contest is to be conducted and the member who purchases goods from the largest number of exhibitors will receive a handsome traveling bag.

All members who place orders with ten or more exhibitors will receive a "Valuable Paper Wallet" made of brown baby alligator leather with strap and buckle and containing the member's name stamped in gold. These wallets will be appreciated by any business man. They contain a number of sections large enough to hold papers as big as an insurance policy, each section being classified so that its owner can turn readily to his contracts, notes, deeds, insurance papers and other similar matters at a moments notice.

All members who place orders with three or more exhibitors will receive a "Valuable Paper Wallet" made of seal grain leather.

A souvenir programme and Year Book is being prepared and will be nailed to every hardware man in the State, ten days prior to the conven-

The Association has enjoyed a healthy growth in membership during the past year and the officers and committee members are confident that the convention in Detroit will prove to be the largest in attendance and the most interesting ever held by any similar association anywhere.

Official Call for the Flint Convention.

West Branch, Jan. 14—On February 25, 26 and 27, the fifteenth annual convention of our Association will be held in the city of Flint and an urgent invitation is hereby extended to each local association and to the individual memers and also to all merchants who are not members to be well represented at that time.

This is the first time that our convention has met in the city of Flint and the merchants of that city are preparing to make the occasion one which will long be remembered by the delegates.

In arranging the programme first consideration has been given to the important work that lays before the Association.

It is admitted that never has there been a greater need for organization work among retail merchants than at the present time and if the individual retail grocer and general merchant is to continue to be a factor in the community he must join with the others in this line of business to overcome unjust trade practices. He can not longer expect the best results in a business way from depending entirely upon his own resources.

At the Flint convention, in addition to the discussions which will be participated in by the delegates, there will be addresses by prominent speakers and we have been assurd by Governor Ferris that he will honor us by being present.

Every minute of the three days will be pleasantly and profitably spent by those who participate and the fact that Fred Mason has promised to be with us this year will of itself be a sufficient inducement to insure a very large attendance.

The per capita tax of local associations will be payable at the time of the convention, as well as the dues from individual members who are located in cities where there is no association.

The State Secretary is anxious to hear from all those who contemplate attending the convention and, consequently, as soon as delegates are appointed, their names should be forwarded to the Secretary and hotel arrangements should be made through the Committee on Transportation and Hotels at Flint, of which Chas. W. Grobe is chairman.

A. C. Neilson, President.

The weakest men are obstinate, arbitrary and self-centered.

THE MORE THE BETTER.

The Chicago to Mackinaw boulevard for automobile tourists is worthy encouragement by all possible routes and as many of them as possible. The original proposition was to have the route by way of South Bend, Dowagiac, and Kalamazoo to Grand Rapids, and thence north, closely following the line of G. R. & I. to Traverse City and thence to Charlevoix and Petoskey to Mackinaw. When the promoters of this route met in this city last week a strong delegation from around Greenville appeared with the earnest desire that the route swing eastward from Rockford to Greenville, and thence north to hit the straight route again at Cadillac. This proposition could not be entertained and the Greenville delegation seceded to organize an association of their own to carry through their plan any way. A day or two later another meeting was held at Muskegon to promote the building of a Chicago to Mackinaw boulevard to hit all the lake shore towns from Benton Harbor north to Traverse City. This meeting was enthusiastic and, with all the local interests at work, there is good prospects that this route will be made practical for automobile tourists the coming season.

The advocates of the different routes should not waste time nor energy in lamenting that there are others in the field. On the contrary, that there are rival routes should be an encouragement to all of them and an incentive to harder and better work. It should be taken as an evidence of an awakening interest in good roads and in good roads that go somewhere. There can be no conflict between the different routes because each will have to depend upon local activities and contributions. but there can be friendly rivalry as to which shall have the most attractive and the best kept drive, and there can be a generous exchange of encouragement and cooperation. When we have one, two or three routes from Chicago to Mackinaw, let us have others from Mackinaw to Saginaw, from Grand Rapids to Saginaw and to Detroit and to as many other points in the State as possible. The more good roads we have the more our own people will tour the State and the more tourists from other states will come to Michigan, and this will be helpful to everybody.

Bad Outlook for the Creditors.

The J. J. Van Zoeren Co., which has conducted the dry goods and clothing business at 1404 Plainfield avenue for several years, has filed a voluntary petition in bankruptcy. J. J. Van Zoeren and Albert Van Zoeren comprise the company. The action is brought through Attorney C. G. Turner, who represents the alleged bankrupt concern. According to the schedule the debts of the company aggregate \$25,314 and the assets amount to about \$9,000, of which \$6,000 is represented in the stock, \$2,000 in fixtures and \$1,000 in accounts. Among the local creditors and the amounts due them are: Grand Rapids Dry Goods Co., \$3,038; William Connor,

\$2,630; N. Koning, \$2,756; Mrs. J. J. Van Zoeren, \$3,715. Several banks having amounts due from \$125 to \$750 are among the list. These are: Kent State, Michigan Exchange, City Trust and Savings, Holland First State, Grand Rapids Savings and the Zeeland bank. There are about seventy-five creditors in the list.

Appointed on the State Board of Pharmacy.

Muskegon, Jan. 14 - Charles S. Koon, who has been appointed to serve on the State Board of Pharmacy by Governor Ferris, had the indorsement of practically all the prominent Democrats in this country, although he has never been identified with that party. He voted for Ferris eight years ago, but until the recent election was always identified with the Republican party. Last fall he voted the Progressive National and state ticket.

Mr. Koon is a capable and successful pharmacist and will make a valuable member of the Board of Phar-

The Has and the Are. The Has and the Fig.

The rather be a Could Be
If I could not be an Are;
For a Could Be is a May Be,
With a chance of touching par.
I'd rather be a Ha's Been,
Than a Might Have Been, by far,
For a Might Have Been has never been;
But a Has was once an Are.

—G. W. Kelly.

It naturally affords the Tradesman much pleasure to be able to make the first official announcement regarding the construction of the Grand Rapids & Northwestern Railway. which is to run from Grand Rapids to Ludington. This road will prove to be a most important factor in the growth and development of the jobbing trade of this market. It will not only put Grand Rapids in direct communication with Ludington, which is one of the best cities in Michigan, but it will give her more direct communication with Fremont and Hesperia and also result in the establishment of new towns along the line, which will, necessarily, draw their supplies very largely from this mar-

Battle Creek-The new machine capable of wrapping and tying 2,000 loaves of bread an hour, made by the Seator Mnufacturing Co., will be placed on the market about March 1.

Escanaba—The Republic Cedar Co. has engaged in busines with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

BUSINESS CHANCES.

BUSINESS CHANCES.

TO EXCHANGE FOR A STOCK OF GOODS.

160 acres heavy virgin timber close to railroad in Wisconsin. Will cut 1,400,000 feet of maple, birch, hemlock, ash, elm, basswood, etc. Good farming land, level, no waste. This is a first-class investment for someone who wishes to retire from business, as it will surely double in value in the next ten years. Price 55 per acre. Incumbrance \$2,500. Don't write unless you are willing to give value for value. Address No. 700, care ITradesman.

For Sale or Exchange—Jewelry and lazarar stock. Also brick building. Address W. A. Burling, Adm., Muir, Mich. Too Sale—Store building and a general

For Sale—Store building and a general merchandise stock, in a good locality. Address R E. Anslow, R. F. D. No. 8, Ionia, Mich.

Ionia, Mich.

For Sale—A good paying candy factory in the best city in Micigan. We have good reasons for selling. Address Mascott, care Tradesman.

699

This is One of Our Ni Chrome Shoes



It's printed black but its color is brown. It's a firm. plumb. soft. pliable leather. A combination of good style and hard service. Retails at a price within every man's reach with a satisfying profit to you. Made also 8. 12 and 15 inches high.

On request we will mail you a sample of this leather and you can feel how good it is.

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



The One Universal Cereal Food

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

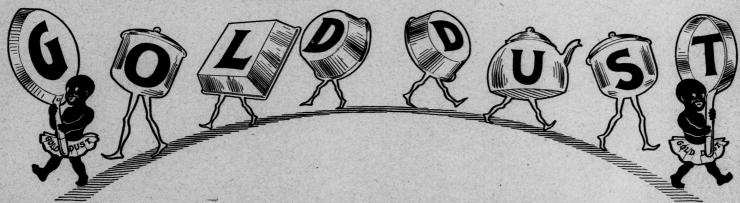
Shredded Wheat Biscuit

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



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

The Shredded Wheat Company Niagara Falls, N. Y.





Women are usually hard to please, but GOLD DUST never fails to satisfy. Shining pots and pans make the housewife happy-hearted and she returns to *your* store for *more* GOLD DUST. Pleased customers and extra profits go hand in hand.

"Recommend GOLD DUST—Every sale means another"



Let the Gold Dust Twins do your work



CHICAGO



First Among First Quality Rubbers



TRADE GLOVE CO. MARK

Brand

First in style, First in fit, First in service

Your rush orders during the sizing season will have special attention

Hirth-Krause Co.
Grand Rapids, Mich.



Let the Other Fellow Experiment

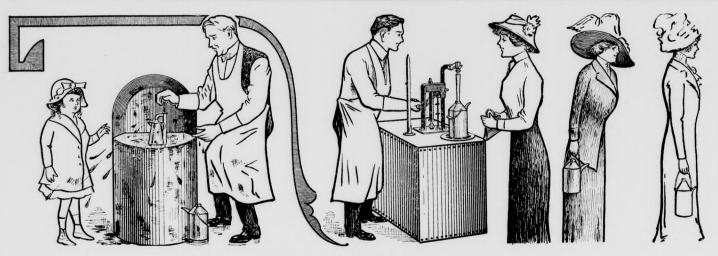
Twenty years' experience in building Computing Scales,

is a service that is handed you when you buy a Dayton Moneyweight Scale. There's as much difference in Dayton Scales and "The Other Kind," as there is between a Swiss Watch and a "Dollar Watch."

Buy a Scale with a System
Buy a Scale with a Record of Good Service
Buy a Scale with a Ten Year Guarantee
Buy Dayton Computing Scales

Moneyweight Scale Company
165 North State Street Chicago, Illinois

Have you had our booklet of Store Systems. "The Bigness of Little Things?" It's free, ask for it.



There's only one RIGHT way for a grocer to handle oil and that is with a

BOWSER SAFE SELF-MEASURING OIL TANK

The BOWSER way is right because it is CLEAN and PROFITABLE. The old oil tank splashes oil on customers—you lose their trade; it lets oil drip away and you lose your profits. You get oil on your hands from the measure and funnel and it taints sensative foods. The BOWSER gauge does away with measure and funnel but shows you just how much oil to charge for when filling odd measures. It shows how much oil is left in your tank. The BOWSER automatic stop prevents dripping. Write for our FREE catalogue and learn the advantages of the BOWSER outfit. Don't delay because you lose money every day you are without it.

S. F. BOWSER & CO., Inc.

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Branches: Atlanta, 260 Peachtree St. Chicago, 249 Fisher Bldg. Dallas, 248 Lane St. Denver, 989 G. & E. Bldg. Minneapolis, 1143 Hennepin Ave. New York, 89 Church St. St. Louis, 1180 Olive St. San Francisco, 651 Howard St. Toronto, Box A C T

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, self-registering pipe line measures, oil filtration and circulating systems, dry cleaning systems, etc.

ESTABLISHED 1885