



Battle-Hymn of the Republic

Mine eyes have seen the glory of the coming of the Lord;
He is trampling out the vintage where the grapes of wrath are stored.
He hath loosed the fateful lightning of his terrible swift sword;
His truth is marching on.

I have seen him in the watch-fires of a hundred circling camps;
They have builded him an altar in the evening dews and damps;
I can read his righteous sentence by the dim and flaring lamps;
His day is marching on.

I have read a fiery gospel, writ in burnished rows of steel;
"As ye deal with my contemners, so with you my grace shall deal;
Let the hero, born of woman, crush the serpent with his heel,
Since God is marching on."

He has sounded forth the trumpet that will never call retreat,
He is sifting out the hearts of men before his judgment seat;
Oh, be swift, my soul, to answer him! be jubilant my feet!
Our God is marching on.

In the beauty of the lilies Christ was born across the sea,
With a glory in his bosom that transfigures you and me;
As he died to make men holy, let us die to make men free,
While God is marching on.

Julia Ward Howe.

Near Wayne
County Bldg.



A. T. Knowlson Company

WHOLESALE

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Michigan Distributors for

Welsbach Company

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Grand Rapids

Kalamazoo



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Weather

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Horehound Candy

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

PUTNAM FACTORY
ORIGINATORS

National Candy Co.
Grand Rapids, Michigan



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

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GRAND RAPIDS, MICH.

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

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

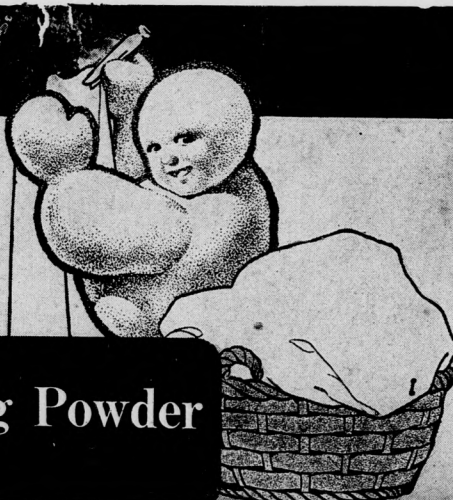
Michigan Tradesman

next time

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

Lautz Snow Boy Washing Powder

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



MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 22, 1913

Number 1531

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JUDGE AND JURY.

State Insurance Commissioner Palmer Exceeds His Authority.

The Tradesman recently had its attention called to the fact that wild-cat fire insurance was being written by local people and editorially warned its readers not to be inveigled into accepting policies in companies not authorized to do business in this State. A marked copy of the Tradesman was sent to the office of the State Insurance Department, at Lansing, which acknowledged its receipt as follows:

The Department has been aware for some time that certain wild cat insurance was being written in Michigan, but we have not as yet been able to connect with anyone acting as an agent or representative of these concerns. We secured the passage in the last Legislature of a law making it a penal offense for anyone to represent in any way, one of these unauthorized concerns, and also declaring all contracts made with them to be void from the beginning. We have given this law wide publicity and are still taking every opportunity to advise people of the situation relative to the contracts issued by unauthorized companies. If you have any definite evidence of anyone representing any of these unauthorized concerns, we would be very glad to have you lay the same before us, so that if it were possible to take any action in the matter, we might do so.

On Jan. 14 the editor of the Tradesman wrote the Insurance Department as follows:

I am interested in the general store of the DeLongh & Clouse Co., at Dorr. Mr. DeLongh was just in and I asked him if he carried any assessment insurance on our stock. He said he did not, but that John Oosting, Secretary of the Grand Rapids Merchants Mutual Insurance Co., was in Dorr this morning, urging him to change to assessment insurance by offering him a lower rate. The board rate is \$1 per \$100 on both stock and building. He offered to insure the building for 60c and the stock for 75c. He also stated in the conversation that he was the agent for other companies; that he wrote a policy on a store at Corluth, which burned out six months ago; that he wrote this policy in a company not authorized to do business in Michigan; that he did not recommend the company and that, although he had been to Philadelphia to secure an adjustment of the matter, the policy holders would never receive any returns thereon.

I feel as though it is a menace to the retail trade to have this thing go on and, if you happen to be of the same opinion, I should be only too glad to have you investigate the matter at your earliest convenience.

To this letter the Department replied as follows under date of Jan. 15:

I desire to acknowledge receipt of your communication of Jan. 14, and beg to thank you for the information therein contained. If you secure evidence in this matter, we will be glad to act upon it.

To this letter the editor of the Tradesman replied as follows:

I am in receipt of your letter of Jan. 15, requesting me to secure the necessary evidence in the matter in hand and you will act upon it.

Permit me to call your attention to the fact that Section 4, Act 148, Public Acts of 1881, makes it the business of the Insurance Commissioner to secure the evidence. I have the evidence in my possession, which I am ready to disclose any time to any accredited representative of the Department.

If the Department is sincere in the statement that it proposes to punish violations of the law, this is a good opportunity to make good.

The section to which the editor of the Tradesman referred in the above letter is as follows:

It is hereby made the duty of the Commissioner of Insurance, or his deputy, on receiving notice in writing or otherwise of any violations of the provisions of this act, to investigate the same, and, if sufficient evidence is found, to notify the Attorney General thereof, and he shall cause a complaint to be entered against the person or persons offending. The necessary traveling expenses of the Commissioner, under this section, shall be audited by the Board of Auditors and paid from the general fund.

To the letter above Commissioner Palmer wrote as follows under date of Jan. 17:

Since receipt of your first letter, also your favor of the 14th, we have investigated this matter and find that this man John Oosting reported to this Department that he had written a couple of policies of fire insurance in unauthorized companies, one of them being the case cited by you. We at once directed Mr. Oosting to appear here and show cause why he should not be prosecuted and have his license with authorized companies revoked. Pursuant to this direction, Oosting came to the Department and frankly admitted to us that he had indulged in this illegal practice.

After severely reprimanding him, explaining to him the danger he was in and hearing his expressions of regret and promises not to repeat, we let him go without prosecution.

Now it is the purpose of this Department to absolutely enforce the law in every way, but we are particularly anxious to see that our unauthorized fire law is made effective in this State and if you can give us information of a repetition of this act by this agent, or indicate to us where we can find evidence of it, we will immediately send a man to Grand Rapids to investigate.

I want you to know that we appreciate your interest in this matter and that the Department is in harmony with your ideas on this subject and I feel like asking you to publish in the Tradesman some time a brief history of the case cited, so that the people of Michigan may not do business with unauthorized insurance companies.

Section 4, Act 129, Public Acts of 1911, is as follows:

Any person who as solicitor, broker, agent or in any other capacity takes or receives any application for fire insurance in any company not duly authorized under the laws of this State, upon any real or personal property located in this State, or performs any service for any such unauthorized company, either in making a survey or examination of property for such company, making out or forwarding any application for fire insurance to such unauthorized company, delivering any unauthorized policy, or collecting or receiving the premium or any part thereof on such policy, making any endorsement thereon, taking any part in the settlement or adjustment of any loss occurring under such unauthorized policy shall be deemed guilty of a felony and shall be subject to a fine of not to exceed two hundred dollars or imprisonment in the Michigan Reformatory not to exceed one year, in the discretion of the court.

The Tradesman reproduces all the documentary evidence connected with the case to show how irregularly the State Insurance Commissioner has acted, in that he has not complied with the letter or spirit of the statute

of 1881 or the statute he himself was instrumental in enacting in 1911. In so doing he has not only exceeded his authority, but actually violated the law and rendered himself liable to removal or impeachment—possibly to prosecution for malfeasance in office. In condoning Oosting's offense, he clearly usurped the duties of the Attorney General and placed himself above the law, constituting himself judge and jury, as well as prosecutor, whereas the statute definitely states that he is to collect the evidence in cases of this character and turn it over to the Attorney General, whose duty it is to prosecute violations of the law.

In the light of these facts it is clearly evident that Insurance Commissioner Palmer is not sincere in his anxiety to enforce the law, because when he had an opportunity to secure its enforcement, he himself violated the law—and the oath he took to enforce the law—by chiding the man who admitted he had committed a criminal offense and condoning his offense.

Late State Items.

Bessemer—The new First National Bank building, just completed, is one of the city's handsomest structures. It cost about \$30,000 and is one and one-half stories high, built of terra cotta and brick.

Kent City—W. H. Dean has sold his interest in the meat stock of Wells & Dean, to O. L. Newton, recently of Middleville, and the business will be continued under the style of Wells & Newton.

Davison—The Davison Co-Operative Store for many years owned and conducted by James H. Baxter, has been transferred to his son, Arthur Baxter, who will continue the business under the same style.

Mt. Clemens—Francis P. Ullrich, dealer in boots and shoes, has merged his business into a stock company under the style of the F. P. Ullrich Co. to carry on a general retail mercantile business, with an authorized capital stock of \$16,000, all of which has been subscribed and paid in cash.

Allegan—Frank E. Stratton has purchased the interest of Mrs. J. E. Young and a half interest held by Charles Stratton in the stock of the Allegan Milling Co. The owners and those in active charge now are Frank E. Stratton, Charles Stratton, James Fairfield and Morris Harvey.

Detroit—The London Economy Store has been incorporated for the purpose of dealing in ladies' wearing apparel and engaging in the general merchandise business, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$1,000 paid in cash and \$3,100 in property.

Ludington—The retail business men of this place will hold a banquet at the Stearns Hotel Jan. 24. The objects of the organization are to secure greater unity among the retailers, to boost the town, to encourage buying at home and bring about the mutual protection of local business men.

Lansing—Frank F. Reck, of the firm of Reck Brothers, dealers in provisions and earthenware, member of the Lansing Chamber of Commerce and the North Side Commercial Club, and for thirty-five years a resident of Lansing, died last Thursday as the result of a sudden attack of brain fever. Deceased was a home loving man, to whom publicity or public office never appealed. He shouldered each day's burden without murmur and performed his charities so that the left hand knew not what the right hand did. His personality won him many warm friends, and his business acumen and general ability elevated him to a place where his advice was always well considered. He had firm faith in his home town. He believed in its investments. Its future was a daily hope.

According to the figures that come from Washington as to the use of the parcel post, 11,339 pieces were mailed in Grand Rapids during the first week it was in use, which included New Year day and Sunday. Other towns in Michigan made a proportionately large use of the new service. These figures ought to have some significance for the merchants in the smaller as well as the large towns. That the new service meets a popular want cannot be denied. That it will be extended cannot be doubted. What are the merchants doing to make this service of use to themselves in the development of their business? In this city the various department and some of the other stores have been studying for weeks how to take advantage of the cheap and quick delivery which the parcel post represents. They are still working on the problem and the progress they have thus far made is only a starter on the results they hope to secure. They are working up the rural routes, developing telephone trade and doing their utmost to get into touch with the farmers and small towns easily reached. This work is something that every merchant should take up in his own ballistics, and he should take it up seriously and earnestly. The parcel post may be helpful to the trade of the mail order houses, but it affords a splendid opportunity for every small town merchant, to extend his own trade if he will go after it right.

Enthusiasm is the leaven that makes business rise.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Jan. 14—A voluntary petition was filed by Jacob J. VanZoeren and Albert VanZoeren, co-partners as J. J. VanZoeren & Co., and, in the absence of Judge Sessions, the order of adjudication was made by Referee Wicks. Upon application of creditors William B. Holden, of Grand Rapids, was appointed receiver and his bond fixed at \$8,000. Appraisers were also appointed and the inventory and appraisal on file shows the following assets:

Men's clothing	\$1,271.12
Boys' clothing	520.87
Furnishing goods	864.97
Hats and caps	140.79
Fixtures	390.75
Book accounts	345.85
	\$3,534.35

An order was also made by the referee calling the first meeting of creditors to be held at his office on Jan. 31, for the purpose of electing a trustee, examining the bankrupts, proving claims, etc.

The total liabilities scheduled aggregate \$25,314.17, the principal creditors being as follows:

L. Alder & Co., Philadelphia	\$ 209.50
Brown & Sehler, Grand Rapids	46.25
Cluett Peabody & Co., Chicago	248.83
Cleveland Raincoat Co., Cleveland	87.50
Detroit Neckwear Co., Detroit	85.01
J. Fels & Co., Chicago	461.86
Earl & Wilson, Chicago	44.00
G. R. Dry Goods Co., Grd. Rpd.	3,038.11
Geo. H. Heineman & Co., Milwaukee	216.18
Hall Loper Co., Danbury	148.50
Hamilton Overall Co., Chicago	47.50
Ideal Clothing Co., Grd. Rpd.	200.25
A. Krolik & Co., Detroit	1,182.39
M. Klein, New York	72.00
Lamb Knit Goods Co., Colon	33.38
Larned Garter Co., Detroit	89.79
H. Leonard & Sons, Grd. Rpd.	23.82

Levy Marcus Co., New York	57.88
Mills Paper Co., Grand Rapids	11.03
Niagara Overall Co., Buffalo	77.63
Oppenheimer & Cohen, New York	45.00
J. P. Platte, Grand Rapids	42.54
Resnick Shapiro Co., New York	32.75
Straus Eisendrath Co., Chicago	399.50
Star Knitting Co., Grand Rapids	113.00
Sapiro Levy Co., Indianapolis	115.00
Schlitz Brewing Co., Grand Rapids (rent)	120.00
Straus Brothers, Chicago	342.30
P. Steketee & Sons, Grand Rpd.	25.00
Weimer Cap Co., Grand Rapids	54.50
M. Wile & Co., Buffalo	2,114.62
Herman Wile & Co., Buffalo	98.50
Cohn & Co., Buffalo	67.00
Otto Webber & Co., Grand Rapids	25.00
Kampner & Micheal, Chicago	102.50
D. Baert, Zeeland	81.00
J. Robinowitz, New York	131.00
H. N. Dosker Co., Grand Rapids	360.00

Personal Loans	
John DePree	250.00
F. J. Dyk	100.00
M. B. Langelier	90.00
James Leenhouts	237.75
N. Essebagger	250.00
William Connor	2,630.00
N. Koning	2,756.00
W. Koning	265.00
Mrs. J. J. Van Zoeren	3,711.15
Mrs. A. VanZoeren	750.00
Zeeland Bank, Zeeland	150.00
B. A. Beneker	50.00
William Struik	101.00
O. Bramer	90.00
C. DeBonde	300.00
E. J. Camp	150.00
Ed. Fluene	100.00
P. Lancaster	100.00
A. Freicks	150.00
S. S. Bacon	250.00
Kent State Bank	525.00
Michigan Exchange Bank	250.00
City Trust & Savings Bank	250.00
Holland First St. Bank, Holland	300.00
G. R. Savings Bank, Grd. Rpd.	125.00
Peter Meeuwsen	300.00

A voluntary petition was filed by William A. Hoult, a traveling salesman of Grand Rapids and, in the absence of Judge Sessions, the order of adjudication was made by the referee. An order was also made by the referee calling the first meeting of creditors to be held at his office on February 4, for the purpose of electing a trustee, if desired, examination of the bankrupt, proving claims, etc. The only assets scheduled are household goods

and which are claimed as exempt. The following creditors are scheduled:

Joseph S. Hart,	500.00
Friedman & Brothers, Chicago	300.00
Jacob Kahn, New York	80.00
A. S. Palmer	250.00
American Picture & Novelty Co., Chicago	30.00
A. N. Albee	45.00
Barclay & Howe	38.00
Will Herzog	30.00
Sintz-Wallin Co.	15.00
John Hoult	400.00
Luce Furniture Co.	344.00
Wisconsin Furniture Co., San Francisco	200.00

\$2,232.62

Jan. 15—In the matter of Charles Johnson, bankrupt, of Ludington, a special meeting of creditors was held. The first report and account of C. C. Wing, trustee, of Ludington, was considered and approved, and a first dividend of 25 per cent. declared and ordered paid to general creditors.

Jan. 16—In the matter of Fowler & Fowler, bankrupt, formerly merchants at Fremont, the final report and account of T. I. Fry, trustee, of Fremont, was filed, showing a balance of cash on hand of \$305.09, and an order was made by the referee calling a final meeting of creditors to be held at his office on Jan. 28 to consider such final report and account for declaring a final dividend for creditors. Creditors have also been directed to show cause, if any they have, why a certificate recommending the bankrupts' discharge should not be made by the referee.

In the matter of the Manister Watch Co., bankrupt, of Manistee, the final meeting of creditors was held. Objections to the allowance of certain claims were filed by the trustee and decision as to the trustee's final re-

port and account and declarations of dividend was reserved, and the final meeting adjourned to Feb. 6.

Jan. 18—In the matter of Lotan C. Read, Jr., bankrupt, of Grand Rapids, the first meeting of creditors was held. Creditors failing to elect a trustee the referee appointed Chas. V. Hilding, of Grand Rapids, and fixed his bond at \$100. Practically the only assets not claimed as exempt are some old book accounts. The bankrupt was sworn and examined and the first meeting then adjourned, without day.

Jan. 20—In the matter of Glenn Newland, bankrupt, formerly, merchant at Butternut, the trustee, Chas. H. Lillie, of Grand Rapids, filed his supplemental report showing compliance with the final order of distribution, and an order was made closing the estate and discharging the trustee. No cause to the contrary having been shown by creditors, a certificate was made by the referee recommending that the bankrupt be granted his discharge.

In the matter of the American Carving and Manufacturing Co., bankrupt, of Grand Rapids, the first meeting of creditors was held, and by unanimous vote of creditors present Francis D. Campau, of Grand Rapids, was elected trustee and his bond fixed at \$10,000. Maynard A. Guest, Wm. H. Gilbert and C. Roy Hatten, all of Grand Rapids, were appointed as appraisers. The first meeting was then adjourned to Feb. 11 and the officers of the bankrupt ordered to appear.



The Karo Demand is Increasing Everywhere

Karo sales are jumping. Effective advertising in the magazines, newspapers, bill-boards and street cars is proving a powerful sales maker.

It is influencing millions of housewives to use more Karo than ever—telling them about the great food value of Karo, its purity, its nourishment, the energy it supplies and what's all important, its economy.

With the cost of living so high, these Karo facts strike home with double force, they are increasing sales quickly.

Karo is the great household syrup—the syrup of known quality and purity—specially wholesome and delicious, and of highest food value.

Your customers know it—they know that the Karo label stands for highest quality, best flavor, and full net weight. Stock generously with Karo. It sells quickly, is easy to handle and pays a good profit.

Corn Products Refining Company

New York

TIMELY TOPICS

Presented By Michigan Federation of Retail Merchants.

Lansing, Jan. 21—With the great monetary system in the hands of a few, with the control of the staple commodities in a still smaller group, with selling merchandise drifting in to chain stores and big business hands, how on earth can you sit still and allow these conditions to grow worse every year, your business fast leaving you, your home and surroundings in danger, your children in danger of drifting towards serfdom by the organization of wealth to control everything but the air you breathe. Do you know that the enormous wealth of this Nation is now in the hands of less than 4,000 people? Do you realize that this has come by opportunity of the rich and indifference of the poor to growing conditions? Do you know that the Roman empire when it fell was controlled by the wealth of less than 1,800 people. Note the small margin to work on. Do you know that only a few short years at the present ratio will place our own loved country in the same condition as Rome? Just look around you.

Ask yourself why coal is almost impossible to get and why you have to pay more than last year? Nature furnishes coal without cost except the manual labor required to bring it to the surface and transport it to your home. Why is this? Ask yourself. How much more do the miners receive per ton than they did twenty, thirty, or forty years ago? Who gets this difference, then? Do you? No, of course not, but the railroads and a few greedy mine owners who have secured a corner on his product of nature.

You, Mr. Merchant, are charged with causing the high cost of living, but you know this is wrong. Your cost of doing business is more each year with sales less, and why is it not plain to be seen that it is not the merchant who is to blame, but that the country is contributing millions each year to make the few richer and the masses more in their power.

Men of commerce, you have brains, you have intellect and why do you sit idle? Why do you act so indifferent. Why do you allow such conditions to grow? You who are the backbone of commerce, you who pay the price, you who have been paying more than the tithe of olden times to such criminal methods as exist today?

I wish to God that I had that power of eloquence that I might rouse you from your slumber, rouse you to the work that the field now opens to you through the power of organization and association to help yourselves by the unification of individuals into a power for the right and justice, as an off-set to the great centralization of wealth in the hands of a few.

Do you realize that our money kings have gone money blind and now the strife among them is to see who can add the most units to their

wealth? Here in free America the home of the free and the land of the brave, where your grandfathers fought for freedom to give you a country for their children and posterity to enjoy for coming generations. Are you making the best use of their sacrifices in blood by allowing yourself to get blind to facts that surround you?

Now, that we have this centralization of wealth, are you still going to sit still and allow this money power to make slaves of your children or wake up and be a leader in your community to bring the units of individualism together in a one move, through education and organization to keep America a land of freedom a land of progress and united in the one principle of justice to all. The only way any government can survive.

You have been a merchant. You have tasted the bitter and the sweet. You have ignited the power that could help you. You as a business man are recognized as a leader in your community. Why not now make a little sacrifice for your home, your business and the community around you to unite all under one banner, "Our Town, one for all and all for one," and work for that end by the means at hand?

It is up to you to rule or be ruled.

The Michigan Federation of Retail Merchants was formed not to fix prices or in any way run your business, but to bring together in concrete form the power that is in our hands for good all the interests now engaged in the retailing of merchandise and to secure such legislation as will benefit all and repeal such as have heretofore been put through for the classes instead of the masses.

An honest advertising law hurts no one and should have a severe penalty to make it effective. A peddler's license law with a penalty that is severe, will destroy a lot of undesirable business. A workingman's compensation act that fits all classes is right and fair, but it is not right to place it on one class and not another. Do you know that if you, as a merchant, employ one man you are amenable, but a farmer may employ fifty men, but does not come under the act? Is this not class legislation. The oleomargarine law makes a poor man's butter cost him a direct tax of ten cents per pound and in no way lowers the price of the genuine article. It is right to protect the consumer in causing a stamp to be placed on same that a consumer may know what he buys. It is right to have the ingredients known, but it is not right to make those who use it pay a tax of ten cents per pound for eating it.

Do you know that some of the strongest financial mutual insurance companies organized to carry merchants' insurance for members of an association are excluded from our State as outlaws, while others, who, while they may have millions have not as many dollars per \$100,000 of risk by from 40 to 100 per cent. are allowed to come in? Is this not class-legislation in the interests of

old-line insurance that allows this?

Now that you have parcel post, you can look over the Sunday papers and magazines and see the great advertisements for everything from a spool of thread to an electric light bulb at a price delivered to consumer's door and you—entitled to mail service at cost—are paying for such with your first-class mail, both for carrying the papers and magazines and the delivery of goods.

We could go on and point out some of the conditions, but in this article want to first wake you from your indifference and then help you get busy in your home town.

The Michigan Federation has engaged a lecturer, who has for years been a student of conditions, has been a merchant and is now at your service for the asking. His name is Roman I. Jarvis, of Benton Harbor, who will be pleased to address you on any of the following subjects without cost except a good attendance:

Good roads and their value and how to build them.

Our financial system and how it taxes business, for the interest of a favored few.

The law of supply and demand and cause of the high cost of living.

The press, its power and influence for good or evil.

The benefits of co-operation and federation of all retail merchants.

The railroad problem, the solution of Government ownership.

Penology; Our prison convicts and how to utilize their labor and not compete with honest business.

Crime and the cause and who are the criminals of to-day?

Is it best to centralize all wealth in the hands of a constantly decreasing class?

The aim and object of good government and its power for good or evil.

The monopoly of natural resources and the land question.

Henry George and his single tax system and its results in Canada.

Do you want to hear the man who has spent his life in a study of the rise and fall of empires?

We shall be pleased to give any gathering of business men a date and you can select a topic for him.

F. M. Witbeck, Sec'y.

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

Buffalo, Jan. 22—Creamery butter, fresh, 30@35c; dairy, 22@27c; poor to good, all kinds, 20@24c.

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

Eggs—Choice, fresh, candled, 25@26c; cold storage, candled, 18@20c.

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

Beans—Red kidney, \$2.25@2.50; white kidney, new \$3.15; medium, new \$2.40@2.45; narrow, new \$3.10@3.20; pea, new, \$2.40@2.45.

Potatoes—55@60c per bu.

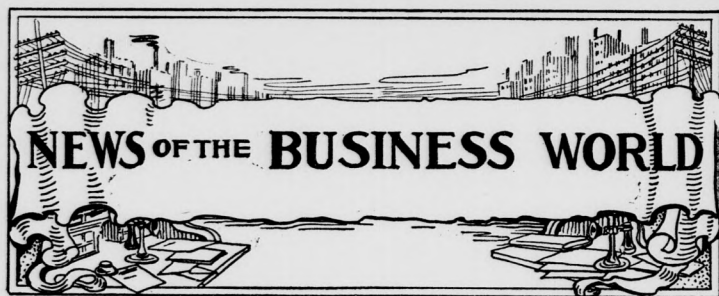
ROYAL



BAKING POWDER

Absolutely Pure

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.



Movement of Merchants.

St. Clair—George Hornberger will open a shoe store here Feb. 1.

Chelsea—J. B. Cole has opened a hardware store in the Klein building.

Manistee—John Kruse will engage in the grocery business at 269 Sixth street, Feb. 1.

Marquette—Anderson & Bennett have opened a clothing store in the Vierling block.

Saginaw—The Derry Lumber Co. has increased its capital stock from \$15,000 to \$25,000.

Sandusky—G. V. Black, recently of Pigeon, has engaged in general trade in the Trerice block.

Bainbridge—D. Wood, recently of Eenton Harbor, will engage in general trade here Feb. 1.

Perry—Mr. Monroe, recently of Owosso, has opened a fruit store in the Halsted building.

Otsego—Fred E. English, recently of Sturgis, succeeds G. A. Tracy in the restaurant business.

Kalamazoo—Jacob Donker succeeds Taylor & Bowman in the grocery and meat business.

Kalamazoo—Cutting & McMahon are succeeded in the fuel and feed business by Edward S. Wicks.

Coldwater—J. D. Corless has sold his grocery and meat stock to B. E. Hall, who has taken possession.

Northport—J. F. Mathews and S. A. Keyes have purchased from H. Power the Leelanau County Bank.

Hillsdale—The capital stock of the Hillsdale Lumber & Coal Co. has been increased from \$12,000 to \$17,000.

New Lothrop—Fire destroyed the restaurant of Ernest Smith Jan. 19. Loss about \$1,100, with \$300 insurance.

Escanaba—E. Hoffman has sold his shoe stock to the Boston Shoe Co., which will consolidate it with its own.

Reed City—H. R. Niergarth has sold his shoe stock to Stanley Voelker, who will continue the business at the same location.

Cadillac—Jacob Anspach, dealer in dry goods, has assigned his stock to J. P. Wilcox. Liabilities, \$26,180.42; assets, about \$24,000.

Howell—Fred Patterson has sold his millinery stock to Miss Margaret McDonald, formerly of Alpena, who has taken possession.

Linwood—A new bank has been organized under the style of The State Bank of Linwood, with an authorized capital stock of \$20,000.

Ishpeming—H. B. Silverman, who recently closed out his stock of clothing, will open a shoe store in the Kennedy block about Feb. 1.

Yale—L. H. Leslie, recently of De-

troit, has purchased the John Paxton grocery stock and will continue the business at the same location.

Allegan—Miner & Elliott have completed the addition to their bakery and installed an oven with a capacity of 216 loaves of bread.

Bancroft—W. F. Simonson & Son, clothiers, are adding lines of merchandise and remodeling their store building into a department store.

Cadillac—E. H. Leiphart has sold his interest in the drug stock of E. H. Liephart & Co. to A. H. Woolpert, who will continue the business.

Manistee—T. A. Kenney, for fifteen years an employe of the Max Baumann Cigar Co., has purchased the stock and will continue the business.

Cadillac—Fire damaged the stock of the Cadillac Grocery Co. Jan. 19 to the extent of about \$300. The damage was fully covered by insurance.

Ionia—A. G. Bedford has sold his jewelry and photo supply stock to F. A. Mason, formerly of Charleston, S. C., who will take possession Feb. 1.

Atwood—Skow & Bergma, dealers in general merchandise, suffered a loss of about \$1,500 by fire Jan. 15, which was partially covered by insurance.

Coldwater—B. E. Hall has sold his interest in the Stokes Mfg. Co., to his partner, Charles J. Carlisle, who will continue the business under his own name.

Kalamazoo—N. C. and W. A. Tall, recently engaged in the jewelry business at South Haven, will open a similar store in the Burdick hotel block about Feb. 1.

Ovid—James Packard, who has conducted a meat market here for more than twenty years, has sold his stock to John McCreery, who has taken possession.

Negaunee—F. Braadstad & Co. is closing out its stock of dry goods, clothing, shoes and furniture and will occupy the room with the grocery and meat stock.

Kalamazoo—The Johnson-Howard Co. are making plans for the erection of a store building and elevator at the corner of Portage street and South Park avenue.

Detroit—The T. B. Handle Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Port Austin—The Port Austin Bank has been merged into a state bank under the style of the Port Austin State Bank, with an authorized capital stock of \$20,000.

Mason—The Mills Dry Goods Co. is closing out part of its stock and will remove the balance to Lansing and consolidate it with the stock of the same company there.

East Jordan—Paul Schnelle has sold his interest in the grocery and meat stock of Milford & Schnelle to his partner, who will continue the business under his own name.

Fenton—The Williams-Lamberton Co. has engaged in business to deal in produce, with an authorized capital stock of \$5,000, which has been subscribed and \$2,500 paid in in cash.

West Branch—Albert Walker has sold his interest in the grocery stock of Walker Bros. to J. T. Wynne, and the business will be continued under the style of Walker & Wynne.

Jackson—W. F. Cowham, manager of the Peninsular Portland Cement Co., which has plants in various parts of the country, died at his home Jan. 13, following a paralytic stroke.

Mason—Walter Ketchum is closing out his stock of paint, wall paper and stationery and will devote his entire attention to the management of the local Bell telephone exchange.

Battle Creek—The Keet-Davis Co., Inc. has engaged in the undertaking business, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Brighton—E. F. Gambel and H. C. Lown have former a co-partnership and purchased the G. J. Baetcke hardware stock and will continue the business under the style of Gambel & Lown.

Ionia—B. F. Hutchins, who has conducted a grocery store here for the past twenty-nine years, has sold his stock to O. E. Decker, recently of Greenville, who will continue the business.

Kalamazoo—F. E. Bryant, who has conducted a bakery on West Main street for a number of years, has sold his stock to W. M. Neumeister, recently of Sandusky, who has taken possession.

Durand—F. A. Derham has sold his interest in the clothing stock of Freeman & Derham, to his partner, who will continue the business at the same location under the style of A. B. Freeman & Co.

Traverse City—Arthur Rosenthal, conducting a department store, has merged his business into a stock company under the style of the Rosenthal-Coplan Co., with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and paid in in cash.

Marshall—Milton E. Stewart, recently of Albion, has purchased a half interest in the furniture and undertaking stock of Frank B. Snyder and the business will be continued under the style of Snyder & Stewart.

Kalamazoo—George B. Pigott has purchased a half interest in the La-Mode Cloak House, at 117 South Burdick street, owned and conducted by Louis B. Garlick and the business will be continued under the same style.

Grand Ledge—Campbell & Chapell, are going to compete with the mail order houses through the medium of the parcels post, and are now arranging to mail a very com-

plete catalogue of their stock to everyone within the radius of their selling territory.

Frederic—Kling Bros., who are conducting a general department store here, have instituted a \$10,000 damage suit against the bankers of this place, charging that they had misrepresented them to their creditors.

Sault Ste. Marie—D. K. Moses & Co., conducting a department store, has merged its business into a stock company under the same style, with an authorized capital stock of \$60,000 all of which has been subscribed and paid in in property.

Traverse City—E. L. Edwards, who has been with the People's Savings Bank from the time of its organization ten years ago, has resigned his position to take the position of Assistant Cashier in the First National Bank of Ludington.

South Haven—J. E. Snobble, jeweler, has admitted to partnership Henry A. Williams, recently of Kalamazoo, and purchased the Tall Bros. jewelry stock. The business will be continued at the same location under the style of Snobble & Williams.

Pigeon—A. Hirshberg & Son, dealers in dry goods, clothing, shoes and groceries, have merged their business into a stock company under the same style, with an authorized capitalization of \$15,000, all of which has been subscribed and paid in in property.

Detroit—The E. S. Knox Co. has engaged in business to provide a purchasing administrating, operating and managing service for department, general clothing and other stores, with an authorized capital stock of \$25,000, which has been subscribed and \$7,000 paid in in cash.

Saginaw—Mautner & Krause, dealers in clothing and men's furnishings, have merged their business into a stock company under the style of Mautner & Krause Co. with an authorized capital stock of \$40,000, which has been subscribed, \$7,500 being paid in in cash and \$32,500 in property.

Charlotte—There came to the First National Bank of this city, a few days ago, a draft for payment which was drawn September 1, 1882, by A. H. Munson & Co., at that time well known and prominent hardware dealers of this city, but long since retired from business and two members of the firm, A. H. Munson and William Munson, a son, having died a number of years ago. The draft was drawn on the American Exchange Bank of New York and during the thirty years it has floated around the country, the draft has acquired a large number of signatures. A. J. Ives, father of F. A. Ives, the well known furniture dealer here, was Vice-President of the local bank at the time the draft was drawn and his name is attached to the draft. The document is much the worse for its many miles of travel and as a grim reminder that the country was still paying tribute to the government because of the Civil war, an internal revenue stamp was still attached to it. The draft has been returned to the last endorser for a guarantee.



The Produce Market.

Apples—Northern Spys, \$3 per bbl.; Greenings and Baldwins, \$2.75; Russets and other good varieties, \$2.50.

Bananas—\$2.25 per 100 lbs.

Beets—60c per bu.

Butter—There has been a little weakening in the butter market and prices during the first half of the week declined about 1c per pound on creamery extras, which are selling at from 3 to 4 cents per pound below last year's quotations. Reports from the East are to the effect that quite a surplus is shown in some of the grades and the markets are really in an unsatisfactory condition. Fany creamery is steady at 34c in tubs, 35c in cartons and 32c 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—\$1.25 per box for home grown.

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

Eggs—Receipts are increasing in both number and volume. The consumptive demand is good, absorbing the arrivals each day. The weather for the next two months will control the market. The stock of storage eggs is still a drag, and most holders would be willing to take a heavy loss if they could unload now. The demand for this grade of eggs, however, is very poor. Local handlers pay 22c for strictly fresh, and the price is more likely to decline than to advance.

Grape Fruit—\$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—California Navels, \$3.50 @4 per box; 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 pounds 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 Jer-

seys, \$5 per bbl.; Delawares in bushel hampers, \$1.50.

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

Shoe Factory Goes Under New Management.

Coldwater, Jan. 22.—At the annual meeting of the Tappan Shoe Manufacturing Co., the following officers were elected:

President—R. E. Clarke.

Vice-President—J. B. Branch.

Treasurer—Herbert A. Close.

Secretary—E. R. Root.

Manager—Walter Kennard.

Mr. Kennard is not only a practical shoe manufacturer, but he understands the sales end of the business as well. He severed his connection with the company a year ago last May on account of his health, but during the time he was with the concern he became well acquainted with the plant.

Convention of Secretaries Association.

Port Huron, Jan. 20.—The third annual meeting of the Secretaries Association of Michigan will be held at the Masonic Temple, at Flint, on Monday evening, Feb. 24, at 7 o'clock. We urge every association to send its secretary to this meeting, as it is the means of getting information that will help every association to keep abreast of the times and learn what other associations are doing for their members. Such matters as state wide credit rating, dues and how to finance the locals, collecting systems for associations and many other subjects will be discussed. Please notify Secretary George V. Rowe, 1067 12th street, Detroit, of your intention.

J. T. Percival, Pres.

Bean Market Quiet and Declining.

The bean market for the past two weeks has been quiet and declining. The demand for white beans is confined to small jobbing requirements, with very few strictly choice hand picked pea beans being offered in Michigan. Most of the stocks is soft and off color and is being sold on sample at low prices which has a tendency to lower values.

There is little or no demand for the colored and fancy varieties.

The receipts of foreign beans since September 1 are more than seven times those of last year during the same period.

E. L. Wellman.

The high cost of living is making the farmer rich. See that he spends his money at home.

If you follow all the advice you get you will not arrive home in time for supper.

The Grocery Market.

Sugar—Federal and Arbuckle are holding at 4.55. The other Eastern refiners are asking 4.60 Michigan refiners are quoting at 4.40. There appears to be no possible reason at the present time why sugar will not be lower during the months of February and March than it is now, as the bulk of Cuban sugar will be arriving during these two months and refiners will be more anxious to sell. It is possible from now on that beet prices will follow cane more closely, as the large surplus of beet supplies are gradually cleaning up.

Tea—Japans remain firm and there is a good local demand for the better grades. Ceylons and Indias are in good demand and prices reasonable. The first crop of China teas from all districts was short in supply and the style of leaf not good. Good prices were, however, realized for the better grades, Flowery and Pekoes being in strong demand at prices quite 5c above the previous year. Common grades were not wanted. All the finer kinds of Congous are in short supply and are bringing high prices. It is reported that there is some agitation on the prospects of imposing a duty on tea, particularly by the Western interests, and that sentiment is being sounded in that direction.

Coffee—Rumors continue to gain currency in regard to what may be done with valorization coffee, which is supposed to be stored in New York, but it is the belief of some roasters that the whole amount has already been sold. The sales of most grades of coffee are of about usual size for the first month of the year. The market is firm, and green coffee has advanced in price a few points over quotations of a week ago.

Canned Fruits—Apples are unchanged. It is possible that the market on canned fruits will be higher during the coming months on account of the recent frost which did considerable damage to the citrus fruit crops of California and is sure to cause prices of fresh fruit to advance to such a point that many customers will turn to canned foods.

Canned Vegetables—No radical fluctuation is in sight for tomatoes. Corn and peas on spot are both in moderate demand, with unchanged conditions all through. The official figures of the pack during 1912 issued by the National Cannery Association, was something of a surprise to some, as it gives quite an increase in the pack over 1911 in both tomatoes and peas. Some of the packers have named prices on tomatoes, corn and peas for 1913. Quotations of future tomatoes are exactly the same as for 1912, peas are some higher than last year, but corn is priced at 5c per dozen lower than future prices of 1912.

Dried Fruits—Raisins are dull at ruling figures. Currants in seasonable demand at unchanged prices. Other dried fruits quiet and unchanged. Prunes are unchanged, though some holders are holding for a higher price. The demand is fair. Apricots and peaches are in moderate demand at steady to firm prices. It is possible that many retailers have not realized

the great opportunity offered in dried fruits at the present time. Prices are anywhere from 1@5c per pound below quotations on January, 1912, and should be a good talking point.

Rolled Oats—It looks as if prices had about reached bottom. Quotations are lower than for many years. The decline has been much greater, however, in bulk goods than in package, but most any line shows the retailer a fair margin of profit at the present time.

Starch—Muzzy bulk and Best bulk and package have declined 5c per 100.

Syrup and Molasses—Glucose is unchanged for the week. Compound syrup has been considerably hampered by the warm weather, and is selling moderately at ruling prices. Sugar syrup and molasses are both dull and unchanged.

Cheese—Stocks are decreasing as the season advances. The consumptive demand, however, is still very light. No radical change is in sight.

Provisions—Smoked meats, hams and bacon are steady and unchanged, with only a moderate consumptive demand. Pure lard is firm at the recent decline and with an improved demand. Compound is steady and unchanged, with only a moderate demand. Barrel pork is about 50c per barrel cheaper, owing to the light demand. Dried beef and canned meats are dull, the latter, however, being firm by reason of scarcity.

Fish—The market is very firm on Holland herring on account of the short pack. Smoked fish will also come in for its share of the trade during the Lenten season. The fact that Lent is less than three weeks off is causing a little increase in the demand for the different varieties of salt fish. All grades of salmon are quiet at ruling values. Domestic sardines are dull and unchanged. Imported sardines are scarce and steady to firm.

New Secretary for Sherwood Hall Co.

At the annual meeting of the stockholders of the Sherwood Hall Co., Ltd., Sherwood Hall, Horace D. Shields and Clyde E. Brown were elected managers. The managers thereupon elected the following officers:

Chairman—Sherwood Hall.

Secretary—Clyde E. Brown.

Treasurer—Horace D. Shields.

Marcus B. Brown, the former Secretary has engaged in the paper manufacturing business.

State Dairy and Food Commissioner Helme has appointed two drug inspectors Chas. A. Bugbee, of Kalamazoo and M. A. Jones, of Plymouth. These appointees will divide the State between them and undertake to cover the territory successfully and satisfactorily. Their appointment takes effect Feb. 3. Both are men of ample experience in the drug business and will, undoubtedly, discharge the difficult duties devolved upon them with credit to all concerned.

Everytime you refuse credit to a man who lives beyond his means you do him a good turn.



New Trust Company Will Adopt Novel Features.

The organization of a new trust company, long agitated, seems to be coming to a head. The new company, it is announced, will be the Grand Rapids Trust and Title Company, capitalized at \$300,000 and with \$150,000 paid in surplus. It will do a regular trust company business, handling estates, acting as trustee, assignee and in other capacities, and, in addition, will undertake lines of work heretofore not handled. One of the new lines may be the guaranteeing of real estate titles. When a piece of real estate changes hands under present conditions the buyer wants a full abstract of title back to the Government, and to make this abstract takes time and costs money. If a month later the property is sold again the new buyer goes through exactly the same performance, and every time ownership changes it is the same. The plan of the new company will be to furnish an abstract down to the date of sale and to guarantee it, and then subsequent researches need go back only to that date. There are said to be several other lines of work that could be taken up to advantage and with profit which the Michigan Trust Company has neglected or thought not worth developing. The new company will be a competitor of the Michigan Trust which has long held the field to itself, but the promoters of the new enterprise urge that the city is big enough and the interests of Western Michigan have grown to such an extent that there is plenty of room here for a second company. In view of the fact that the Michigan Trust Company showed profits last year of something like 54 per cent. on its capital stock, besides paying 12 per cent. in dividends and writing off the \$65,000 stolen by young Johnson, the contention of the promoters seems well founded. Last year may have been an exceptionally good year, but the year before the Michigan Trust showed a gain in surplus and profits of over 50 per cent. and for the last five years it has had very substantial gains above the dividends declared. Such earnings certainly invite competition, and that it has at last appeared should not cause so much surprise as that it has not come long ago. It is a question if competition will not be a good thing for the old company, as by such competition it will be stirred to new activity, new enterprise and possible to improvements in some of its methods. It has had exclusive possession of the field for many years and has prospered, and this

condition, whether applied to a trust company or a grocery or a dry goods store, is not conducive to the greatest and best development of the possibilities. The new company should put new life into the business and there is no reason why the old company should not continue to prosper while the new is making a place for itself.

For many years this city has had two financial factions known, respectively, as the Old National crowd and the Anderson crowd. In one has been the group of capitalists and financiers active in the management of the Old National, Kent State and Michigan Trust and the other of those affiliated with the Fourth, People's, and the Commercial. The Grand Rapids National City and the Grand Rapids Savings bank controls have represented a sort of midway camp, not actively connected with either, but friendly to both. During the past year or two the Grand Rapids Savings Bank has been bringing into its directorate a younger class of business men—active, aggressive and ambitious—and the signs are not lacking that we shall soon have a third "crowd" in the field that will be as sharply drawn and distinctive as the two "crowds."

The Michigan Trust Company is occupying temporary quarters while its main offices are being overhauled and refurnished. The new offices will have tile floor, marble wainscoting and pillars, and all the desks, counters, partitions and even the chairs will be of metal, making it absolutely fireproof. The new offices will be ready is it expected about March 1.

The State Bank at Freeport, J. P. Hale Kenyon, President, will build a modern two-story bank building of concrete, brick and steel, in which the bank and the postoffice will be located and the village council room above. This is gratifying evidence of prosperity for the Freeport Bank, but the Freeport Bank is not the only one in the State that makes such showing. Michigan banks can show some of the prettiest buildings to be found any where in the country and their number is increasing every year.

According to the annual report of the State Banking Commissioner Michigan has 1,332,208 depositors in the State and National banks, and the average deposit is \$350.74. This is a very good showing of thrift in Michigan, and also of financial prosperity. Making allowance for dup-

Fourth National Bank

Savings
Deposits

3

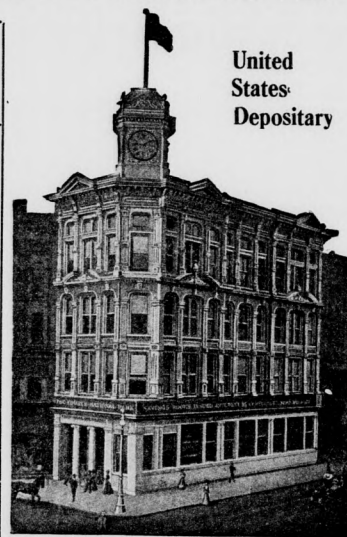
Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Capital
Stock

\$300,000

United
States
Depository



Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus
and Undivided
Profits

\$250,000

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

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

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

CORRESPONDENCE PROMPTLY REPLIED TO

We recommend

Public Utility Preferred Stocks

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

HOWE, CORRIGAN & COMPANY

Citizens 1122

339-343 Michigan Trust Building
Grand Rapids, Mich

Bell M 229

2½% Every Six Months

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

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

lications where the same individual has more than one deposit account, the figures seem to indicate that about one in every three persons in the State, men, women and children, has something laid away. The average deposit is not yet as large as in some of the older Eastern States, but an examination of the reports from year to year will show that the Michigan average has been steadily gaining, and it is only a matter of time when we will rank with the best of them. Michigan has just passed the seventy-sixth anniversary of her Statehood. The period of pioneering has been gone through, at least for most of the State, and in a large portion of the State development which takes time and money has become well advanced. We can now go forward to the accumulation of wealth and to the enjoyment of those luxuries which come from the assured income which the deposit in the bank represents. In other words, Michigan is growing old and respectable, and one of the nice things about it is that the wealth is well distributed, instead of being bunched in a few hands. The depositors increased during the year covered by the report 84,845 or about 6 per cent, and the deposits increased \$23,541,271, not including the increase made by the National banks. There are now 441 State banks in Michigan, twenty-nine having been added to the list during the past year, and, no doubt, one of the reasons for the increase in the number of depositors and in the per capita is that banks are being established in the smaller towns and thus reach a larger proportion of the people.

The gross profits of the Michigan banks last year are shown to have been \$17,947,466 and the net earnings after the payment of interest on deposits and expenses, and charging off losses to the amount of \$1,544,109, were \$3,819,241. The dividends paid to stockholders amounted to \$2,755,917, or an average rate of 10.31 per cent, on the capitalization. Such returns on the investment indicate stability, good management and something more than the average degree of prosperity.

In his report the State Banking Commissioner strongly recommends the enactment of a "blue sky law" to place the vending of investment securities under State supervision. Governor Ferris made a similar recommendation in his message to the Legislature and several bills covering this subject are now pending. The bills have been referred to the Committees on Banking and Private Corporations in the two houses and a joint meeting of the Committees will be held Jan. 29 in Lansing for a hearing. Michigan has long been a favorite range for the peddlers of mining, oil well, Cuban land, wireless telegraphy and various other routes to sudden wealth, and there is a widespread demand that the ignorant and unsuspecting be protected against them. The losers by these schemes are almost in-

variably those who can least afford to loose.

The news comes from Washington that the Treasury Department at Washington has decided to make use of the handy check in the transaction of its business, instead of requiring the cold cash. Way back in the days of Andy Jackson the Government acquired a violent prejudice against banks of any kind, requiring all Government funds to be handled by the Government direct. In war days the laws were so changed that the banks could be made use of as depositories under certain conditions, but the Treasury Department to this day has insisted that all payments into the Treasury and all payments out of it should be in real money. How this has worked is known by anybody who has gone to the custom house to pay duties on imports or to the revenue office to pay excise or other taxes. At these offices checks are not received. All payments must be made in what is known as legal money. National bank notes will not be received, but it must be gold or its equivalent in currency. In times of financial distress the exactions of the Government are often embarrassing. In the last panic, when the banks had to resort to all sorts of shifts and business houses suffered, the Government still demanded its gold. Under a recent ruling of the Department, the Government, after Feb. 1, will do business as other people do it, recognizing the bank check as a legitimate medium for the payment of debts.

Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	84	87
Am. Gas & Elec. Co., Pfd.	45½	47½
Am. Light & Trac. Co., Com.	410	415
Am. Light & Trac. Co., Pfd.	108	110
Am. Public Utilities, Com.	65	66
Am. Public Utilities, Pfd.	78	80
Can. Puget Sound Lbr.	3	3
Cities Service Co., Com.	110	113
Cities Service Co., Pfd.	88	90
Citizens' Telephone	94	96
Comw'th Pr. Ry. & Lt. Com.	68	69
Comw'th Pr. Ry. & Lt. Pfd.	90	92
Elec. Bond Deposit Pfd.	76	79
Fourth National Bank	212	
Furniture City Brewing Co.		60
Globe Knitting Works, Com.	125	
Globe Knitting Works, Pfd.		100
G. R. Brewing Co.		175
G. R. Nat'l City Bank	180	181
G. R. Savings Bank	216	
Holland-St. Louis Sugar, Com.		8
Kent State Bank	266	
Macey Co., Com.	200	
Lincoln Gas & Elec. Co.	30	35
Macey Company, Pfd.	97	100
Michigan Sugar Co., Com.		60
Michigan State Tele. Co., Pfd.	100	101½
National Grocer Co., Pfd.	91	93
Old National Bank	208½	
Pacific Gas & Elec. Co., Com.	62	63
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	22½	23½
Tennessee Ry. Lt. & Pr., Pfd.	76	77
United Light & Railway, Com.	85	90
United Lt. & Ry., 1st Pfd.	83	84
United Lt. & Ry., 2nd Pfd., (old)	84	89
United Lt. & Ry., 2nd Pfd., (new)	74	75
Bonds.		
Chattanooga Gas Co.	1927	95
Denver Gas & Elec. Co.	1949	95½
Flint Gas Co.	1924	96
G. R. Edison Co.	1916	98½
G. R. Gas Light Co.	1915	100½
G. R. Railway Co.	1916	100
Kalamazoo Gas Co.	1920	95
Saginaw City Gas Co.	1916	99

*Ex-dividend.
January 21, 1913.

Be Sure Your Bargains are Bargains.

Bargain sale season is now on. Get rid of the holiday goods which are left over. Clean out everything that will depreciate in value or that costs too much to carry. But when you call it a bargain sale be sure that that is what it is. Do not make a fool of yourself in the eyes of the people who

know better by pretending to sell them something at a reduced price when such is not the case. There is wisdom in the mentality of the public and it recognizes these frame-ups which are fake bargain sales. There is so much discussion of the subject of honest advertising there is not the opportunity to get away with frauds that existed heretofore. Anyhow they are not right, and whatever is wrong loses out in the end. Be sure your bargains are bargains and retain your good opinion of yourself.

Buy

National Automatic Music Company Stock

CARROLL F. SWEET, Pres.
CLARENCE U. CLARK, Treas.

Recommended by many prominent bankers and business men.

Never pays less than 1 per cent. monthly dividends.

Send for literature.

42-50 N. Market Avenue
Grand Rapids, Mich.

Ask for our Coupon Certificates of Deposit

Assets Over Three and One-half Million

GRAND RAPIDS SAVINGS BANK

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

The Preferred Life Insurance Co.

Grand Rapids, Michigan

Wm. A. Watts, Secretary and General Manager

The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3½ % if left a year.

United Light & Railways Co.

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E. A. STOWE, Editor.

January 22, 1913.

UP TO GOVERNOR FERRIS

Elsewhere in this week's issue the Tradesman presents an indictment of State Insurance Commissioner Palmer for malfeasance in office.

The indictment is clear cut and conclusive. No proof is necessary, because the accused admits his guilt over his own signature.

In charging Mr. Palmer with malfeasance in office, the Tradesman is actuated solely by good citizenship and an ambition to serve the business interests of the State with which it has been identified for thirty years. So long as public officials undertake to evade their duty, exceed their authority or override the laws of the State, they will find the Tradesman ready to expose their short-comings and insist on their punishment.

The Tradesman believes that the case it has made against Mr. Palmer—on his own confession—is sufficient to justify Governor Ferris in asking for his resignation or insisting on his removal. In the absence of any personal feeling, the Tradesman has a citizen's right to make this request of Governor Ferris. If he grants it, well and good. If he refuses it, the Tradesman will share with the good citizens of Michigan the disgrace of retaining a violator of the law in office until his term expires on July 1.

The matter is herewith submitted to the tribunal of Governor Ferris for consideration and action. It is up to the Governor.

FOOL FINANCIERING.

The city administration is to be congratulated upon having discovered a real philanthropist. The congratulations should be extended early, for when the bills are in the tax payers may feel different.

Coal prices this season are above the normal and for easily explained and to ordinary citizens easily understood reasons. The coal miners were on strike for three months last summer and, when they finally returned to work, it was at advanced wages. The increase in wages was naturally added to the cost of production, and this alone explains some of the increase in the price. The long strike during what should have been the season of greatest production resulted in scant stocks in sight when winter drew near. With a big demand and scant stocks, dealers had to bid up

for their supplies, and the ultimate consumer pays. This is what always happens under such conditions, whether it be potatoes, eggs, coal or labor. It is the old law of supply and demand. This city was not the only one in which coal prices were boosted. It was the same all over the land, in every city and in every state. The advance in prices here, as a matter of fact, were much more moderate than in Detroit, Battle Creek, Kalamazoo and at other points right here in Michigan.

With the advance in coal prices the city administration alleged a combine among the dealers and started an agitation for the establishment of a municipal coal yard. The leadership in this agitation was taken by Alderman Connelly of the Sixth ward. Alderman Connelly, by the way, conducts a little grocery store on the west side and there is nothing either in the appearance of his store or in the rating that the commercial agencies give him to indicate that he has the capacity to make a success even of a small grocery store. In fact, Alderman Connelly—for obvious reasons—does not do business in his own name, but hides behind his wife's skirts, like the man who had religion in his wife's name. He has no rating, no credit, no business standing and absolutely no business ability. Under such puerile leadership the Common Council has voted to establish a municipal coal yard, with the city market as a basis, and will undertake to supply Grand Rapids consumers with coal at 75 cents a ton below the current market price, delivered in the consumer's bin. With Alderman Connelly, who cannot make a success even of a small grocery, doing the figuring the city can do this and still have a margin of \$1.50 above the cost price to cover expense of handling, clerk hire, losses and incidentals. And the philanthropist—he's the fellow who is to supply the coal at a price that will make this municipal enterprise possible. This philanthropist is W. J. Scully, of Detroit, unknown to Grand Rapids or to fame until this episode arose. Detroit coal prices have been even higher than in Grand Rapids, and the shortage in supply has been more keenly felt. It he chose there is little doubt but that Mr. Scully could sell all the coal he could deliver right in Detroit and at the top price or close to it and reap a fortune. But Mr. Scully is not that kind of a man. He loves his fellow men. His mission is to do good and make people happy. Instead of accumulating treasures in this world, he hopes to lay up riches in heaven by supplying Grand Rapids with coal at a price that will give the city a profit of \$1.50 a ton and the consumer relief to the extent of 70 cents a ton. Ordinary business sense might suggest the need of a close scrutiny into the quality of the coal he is to deliver, but Alderman Connelly who has never been able to make a success of a little retail grocery store on the west side, says that the coal is all right, that Mr. Scully is all right and that the city, in entering into the deal, is getting a good thing, and on Alderman Connelly's assur-

ance the city is going into it. Reputable coal dealers in town, who for good citizenship and civic patriotism may stand almost as high in public esteem as Alderman Connelly and who have means of finding out, declare the Scully coal would be high at any price and warns the city against the proposition, but Alderman Connelly, with his vast experience in conducting a little grocery store, knows better, and the city administration knows better, and Grand Rapids will take the coal which the Detroit philanthropist offers, quite regardless as to whether the law will permit the city to engage in such a commercial enterprise. It will be interesting to know how much it will cost the tax payers, but in the mean time it may be taken for granted that the alderman figures that it will be worth all that it costs as campaign material in the municipal election next spring.

IN NEW HANDS

The West Michigan State Fair has elected Joseph H. Brewer to the presidency and is now prepared to start upon another year's useful activity. Mr. Brewer is a young man, inexperienced in the details of fair giving, but he is ambitious to succeed, has enterprise, ideas, and ideals, time to give to the work and enough money to afford it, and it is reasonable to expect that under his administration the fair will reach new and higher levels. The "old guard," those who have been so successful in fair giving the past eleven years and in making it to what it has been, stand ready to give the new President their loyal support and this should make his work easier. The change in the administration is desirable. This is not in disparagement of the old control, but just as Robert D. Graham, the retiring President, and as Wm. H. Anderson a year ago said, it will bring new men and new ideas to the service of the fair and through them greater and better success will be possible. Under the new administration a new grand stand will be erected, probably along the lines suggested by those who are retiring; a manager to give his entire time to the work will be engaged, as the old control recommend, and evening entertainments will be possible through what the old administration accomplished in having the electric service extended to the fair grounds. These will be three good starts for the new administration and important aids to its success. It will now be for the business men of Grand Rapids to rally to the support of the fair to help make it what it should be.

A pleasing incident of the annual meeting was the tribute paid Lester J. Rindge and the expressions of appreciation for his long and useful services. For eleven years Mr. Rindge was Vice-President of the fair and for a still longer period he was a member of the board. He never shirked any duty that was assigned him. He gave freely of his time, energy and means and did so not for any personal advantage but as a public service. The community owes much to Mr. Rindge and the words of appre-

ciation spoken by Mr. Anderson and George G. Whitworth at the annual meeting, expressing regret at his retirement and wishing him long life and happiness, were appropriate.

WHY NOT?

The old Board of Trade was organized November 8, 1887, a matter of twenty-five years ago. Col. George G. Briggs, who died a few days ago, was the first President and H. D. C. Van Asmus, now of Chicago, was the first Secretary. The original board of directors was made up of Daniel H. Waters, Amos A. Musselman, Joseph H. Heald, Thomas D. Gilbert, Thomas W. Strahan, John A. Covode, John W. Blodgett, Lester J. Rindge, I. C. Levi, Chas. W. Watkins, O. A. Ball, Wm. H. Powers, John Widdicomb, Henry Spring, Chas. R. Sligh, Wm. R. Shelby, Sidney F. Stevens, Elias Matter, Col. E. Crofton Fox, C. G. A. Voigt, Wm. Dunham, E. B. Fisher, M. R. Bissell, Benj. Putnam, Chas. H. Leonard, Julius Houseman, James Blair, A. B. Knowlson and M. S. Crosby. Those who lived in Grand Rapids a quarter of a century ago will recognize these names as among the city's foremost citizens of that period, foremost in business, industry, finance and the professions—men whose names are written in the city's history and who will be remembered as long as Grand Rapids has existence. How many prototypes of that original directorate of the old Board of Trade are to be found on the present directorate of the Association of Commerce or on the slate of candidates for election at the annual meeting of the Association in February? This may be an era of young men and of untried men and of men unknown in the community, but would it not be to the credit of this city's chief civic organization to have in its active management at least a few of its well-known citizens?

One marriage in American high life that will meet with hearty popular approval and the parties to which will have the best wishes of the entire American people is that of Miss Helen Gould and Finley J. Sheperd, which takes place to-day at her summer home at Tarry Town on Hudson. Miss Gould is a daughter of the late Jay Gould and inherited her share of the Gould millions. Instead of seeking the glamour of "society" or following the ways of the smart set, Miss Gould has devoted herself to works of philanthropy and has found her pleasure in making others happy. She has been especially active in promoting the railroad, the naval and the army Y. M. C. A. and through this channel has helped infinitely to uplift the young men in these services and to give them the wholesome influences which they would have had at home. Instead of finding a husband among the fortune making rakes of Europe, as did her sister, Miss Gould's choice is a good American citizen who has won his way by hard work on his own merits. In the life she has lead and the marriage she has made Miss Gould has furnished a splendid example for American girls and American women and all America will unit in wishing her happiness.

THE END OF THE WORLD.

The "end of the world" is an expression frequently used. By various religious writers and speakers it is employed to refer to the time when, according to the numerous Scripture prophecies and references, the inhabitants of this earth are to be summoned to the bar of the Divine and Supreme Judge and held to answer for the deeds done in the body.

The ancient Hebrew prophets and the writer of the New Testament book of Revelations describe the tremendous and terrible events that are to characterize that grand consummation, while the holy seer of the Revelations, and the prophet Daniel, depict the overpowering splendor of the Almighty Judge seated on His great white throne, attended by His myriads of angels, when the books of record in which lives of all men are inscribed, and out of which they shall receive judgment, are opened.

But the astronomers and other physical philosophers do not concern themselves with these spiritual mysteries, and when they talk of the "end of the world," they mean that the solid substance of our earth is either to be consumed by fierce fires to a black and desolated cinder, or that it will come into violent collision with some swift-moving and titanic planetary body rushing through space and be crushed and ground into atoms, which will drift in the ether until they shall be drawn into the fierce fires of some terrifically flaming sun. In this sudden and overwhelming debacle of our earth, its human inhabitants will be scattered like chaff before a hurricane and no consideration will be given to them and no place will be found for them within the limitless expanse of the entire universe.

The astronomers tell us that there are vast masses of dead and burned-out matter that were once magnificent worlds, but are now black cinders, floating in the regions of space so dark that they could not reflect the light, and therefore invisible. Nevertheless, they can be restored to their former condition by coming in contact with watery nebulae that are said to exist in those distant and illimitable expanses.

The former seas, lakes and rivers of those burnt-out worlds had their waters decomposed by the fierce heats of the conflagrations they had suffered, into their constituent gases of oxygen and hydrogen and these could no more be recombined into the watery fluid, but those masses of cinder having regained water from the vast floating nebulous watery wastes, have their sea and lake basins refilled and so the processes of evaporation and rain recommence operation. All the materials remaining after the conflagration are decomposed and dissolved, refurnishing soil and all the elements necessary to the setting up of the rehabilitated world in business. And so the planetary bodies once burned in the fires of divine judgment are started on their new careers, since all that God has created for His eternal purposes can never be wholly destroyed or exterminated.

But those of us who are neither as-

tronomers with our gaze constantly searching into the mechanical organization and movements of the celestial bodies, nor geologists delving in the bottoms of mines for nature's secrets, should be vastly more interested in discovering the day and the hour when the whole of the human race then living shall be brought before the bar of the Divine Judge. We are not able to work out the beginning or the end of the prophet Daniel's period of 1,260 years, nor of the "time, times and a half time" set by Daniel and repeated in the Book of Revelations.

The Savior of mankind has declared that as it was in the time of Noah up to the day when the Deluge fell upon the earth, there were marrying and giving in marriage and the ordinary business of the world went on as usual, so shall it be when the Son of Man shall come to judge the world and the people with equity. He also declared that there shall be wars and rumors of war and earth quakes in divers places, but since there have been from of old constant repetitions of such social and physical convulsions, there is no sign given man by which he shall know beforehand the time of the end.

Among the opinions put forth by the searchers for the time of the end, is one based on the declaration by the Psalmist and by the Apostle Peter, that a day with the Lord is a thousand years, and a thousand years as one day, and that the total period of human labor and travail is embraced in a week of which each day is a thousand years, and that the first six days of sin and suffering are embraced in six thousand years from the fall of man and his banishment, and at the end of that period is to come the millennium of peace and charity and love, which will be the Sabbath day of the week of human destiny, during which time Satan shall be bound and restrained from working evil and unrighteousness among men.

But we are as much in the dark about times and seasons as we were in the beginning, since we know not the day nor the hour in our reckoning of time when the tremendous drama of the fall of man occurred. Men have been groping for that date from the earliest times, but there has never been any agreement on the subject. Among the recent searchers into the records of time and human chronology is Butler Jack, of New York, who for thirty years has been working at the puzzling problems of the world's chronology, endeavoring to fix the date of the fall of man and the expulsion from Paradise. He has worked it out at 4069 B. C. Adding to these 4,069 years before the Christian era enough years Anno Domini to make up the 6,000 years of human travail and tribulation, we have Anno Domini 1931, just eighteen years away in the future when the supposed six thousand years of human probation will expire and the seventh thousand or the millennial Sabbath will be ushered in.

There have been and shall be down to the end attempts to prophesy the day of doom, and these figures may

mean nothing more than innumerable predictions that have gone before, but at any rate they are the offering of a profound and devoted student of the mysteries of recorded time.

CREATING A HOME.

Very good advice to the young man is to buy a home. Buying a home is a proposition upon which the young man and his young wife can work together and it is one of the best possible incentives to thrift, economy industry and good habits. It is often the stepping stone to that larger and better success which finds its foundation in stability and character. The young man may be content to remain all his life in the first home he pays for, but usually, as his family increases and his resources improve, he wants something better or larger or in some other and more desirable neighborhood, and so often is this want realized in one way or another that it may be regarded as usual. As important a part of the home as the roof, itself, is its furnishings. The young man just starting in life may be very comfortable with furnishings which are neat but not costly, with medium or even cheap tables, chairs and other necessities that will serve every purpose and not make too big a hole in the pocket book. This furniture will do very well to begin with, but should not every young man and his wife begin early to look forward to that time when they shall have a better and bigger house and to make preparations accordingly? High grade furniture, the artistic reproductions of what the greatest artists in furniture have left to the world is expensive, and exactly the pieces that may be desired are difficult to find. If the pieces can be picked up one at a time, as opportunity offers, however, the expense can be spread over a series of years and never be felt. When the choice bits are gathered and the time has arrived to move into the new home, why not have the new home built around the furniture, instead of following the usual plan of letting the architect have his way and then try to fit the furniture to his creation? The average architect has a very hazy idea of furniture or furniture styles. He works along traditional and conventional lines, with little regard as to the size of the fine old sideboard you may have picked up or the old fashioned desk or chest of drawers you may have purchased or inherited. With your furniture already secured you can compel the architect to make things your way, instead of in his own and then your home will be what you want it to be and your treasures will be its adornment instead of a misfit combination. In following the plan it would be well to bear the harmonies in mind. If a room is to be furnished in Sheraton, do not buy Mission odd pieces, because the styles will clash. If it is to be in old English, do not try to graft on the French patterns, for they will not hitch. It is not necessary to have any two pieces exactly the same design or pattern, but there should be enough similarity to preserve the peace. No set rules can be laid down, but good sense and good

taste are the best guides. The aim should be to produce a beautiful and restful effect and the homelike appearance.

It pays to buy the best furniture that can be found in the market—the best material, workmanship and design. Some have a hobby for antiques, but the more modern reproductions are better, unless the antiques have a history or associations that give them a personal interest. The reproductions are better in construction, material and finish, the design is the same, and the cost is less. These reproductions will under your own roof in time gain age and can be handed down to children and grandchildren as heirlooms with the assurance that they will be just as beautiful, as artistic and as pleasing a hundred years hence as they may have been a hundred years ago when the originals were brought out by the masters of the furniture art. There is satisfaction, pride and pleasure in the possession of fine bits of furniture and they help wonderfully to make home happy.

WEIGHT OF PERSONALITY.

It has been said that there are three elements in salesmanship: the man who offers the goods, the man who wants them and the price and quality of the merchandise. Each has an importance, yet there are various degrees in the comparative values, depending upon the situation. If some one really wants a certain article, wants it badly and can find it for sale, he is not going to scrutinize the face of the seller to note whether his hair is red or only auburn. If the demand is urgent, he will even put up with a substitute with fairly good grace. But if one or both of the elements impelling are lacking, the personality of the dealer has much weight in the success of the sale.

Cordiality opens the way to the very best intercourse. The attendant who reluctantly comes forward, as though hoping some one else would relieve him, loses ground on the start. You have all known the one whose face is beaming with pleasure and good will, who has the "Glad to see you" air, even though he never saw you before. Such a person has half made the sale before he ever found out what you wanted.

You expect the owner of such a face to be in earnest and are rarely disappointed. You feel instinctively that he will do his best to serve you. He wants to please, even more than you want to be pleased. He wants the satisfaction to be permanent—for how could he come to you next time you call with such a whole-souled greeting, knowing that the last deal was just a bit "off." It would stamp him as a hypocrite of the most pronounced type. The man whose personality counts puts his customers at ease; he proves himself at home in his field; and he equally proves his willingness to make others at home.

Preferred the Healthy Kind.

"Do you wish the cured bacon?" asked the butcher of the young bride. "Well, no," she answered; "I'd rather have some that has never been ill."



How to Arrange a Furnishing Goods Trim.

Merchandise Required.

- 2 doz. Shirts (various patterns).
- 1 " Neckties.
- ½ " Work Shirts.
- 1 " Collars.
- Three Umbrellas.
- 2 doz. Canvas Gloves.
- 1 " Nightshirts.
- 1 " Underwear.
- 1 " Hose.
- 1 " Garters.
- 1 " Gloves.
- ½ " Suspenders.

Fixtures Required.

- Three wooden boxes, 30 in. high.
- Two strips of wood six feet long.
- One strip of wood, 2 feet long.
- Six strips of wood, 15 inches long.
- One Metal T-stand.
- Pins.
- Plenty of price tickets.
- Two wooden boxes, 1 ft. high.
- Two halves of barrel hoops
- Five rolls yellow crepe paper.
- Nails.

This class of trade is harder to hold, in a way, than the other. A man buys in a hurry and does not hesitate so much in the matter of price. When he wants a thing he wants it. Neglect him and he may be an enemy of your store forever. Get his confidence, please him, and the chances are you will have a valuable patron as long as you sell merchandise.

This is why it pays, particularly in a small town, to make a good display of men's goods. A window devoted to furnishings alone in place of half-way attempts at showing this line, is sure to make a good impression and pull trade your way.

It is a good plan to supplement your special window advertising with special advertising in your store paper or whatever other medium you use. Make all your advertising work together in harmony if you would get the most good out of it.

Cover the window background with yellow crepe paper. Arrange the fixtures for the center unit as shown by the drawing. One of your tall boxes

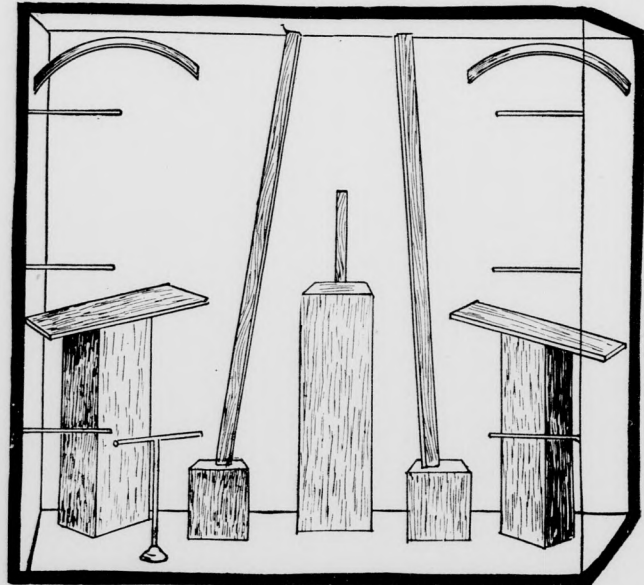
strips put three more shirts and some suspenders in the manner shown by the photograph.

To the small strip at the back of the center box pin a shirt on which has been placed a collar and two neckties. Fasten the collar to the shirt and then arrange a tie four-in-hand style. Push this into the collar, pinning it in place. Bunch up another tie carelessly and put it on top of the shirt inside the collar. Drape four more shirts on the center box, putting on top of them a four-in-hand tie.

A Unique Attraction.

A unique window display which was the attraction of many people and one which produced tremendous sales on toilet articles was effected by a Southern California drug store.

A pyramid built of red, green and yellow glycerine soap held the central place in the window. A flashing electric light, which is commonly used in the display of an optical goods window, was installed in the pyramid, and every few minutes it would light up, and as quickly van-



Drawing of the Fixtures.

Barrel Hoops Help In Display.

Next, nail the two halves of barrel hoops in the position shown by the drawing, and on each put three suits of underwear.

The left unit is made of a box 30 inches high and a board 2 feet long. Nail a strip of wood two feet long to the back of this box in the center and a foot strip to the right of this. Open out a shirt and pin it to the box neck downward, and on top of the shirt pin a four-in-hand tie. Pin two shirts, two ties and a collar to the tall strip in the manner shown by the photograph. To the short strip pin two work shirts and a pair of suspenders.

Nail three small strips of wood next to the glass on the left side for side-arms. On each of these pin a shirt and two ties.

The right unit and the right side-arms are arranged in the same way, although the merchandise does not have to be the same.

For the floor plan begin at the left. On the T-stand (or a small box if you don't have the T-stand) drape two work shirts.

Umbrellas, Collars and Neckties.

Next comes three umbrellas tied together in a tripod shape with some collars laid over the top and three neckties extending down to the floor. Then there is a pile of canvas gloves and a bundle of hosiery.

Right next to the glass on the left there is a box of garters. In the center drape two pairs of hose over a small pasteboard box. At the extreme right put another box of garters or any other small article of dry goods or notions.—Butler Way.

ish, this feature itself being the drawing card. Upon coming nearer the window, towels and washcloths, arranged in a half confused, half orderly order, were to be seen, with their tiny price cards. Notwithstanding its simplicity, this display was surrounded all during the evening, and was the envy of all other stores in the vicinity.

Marguerite Marion Jackson.

Window Cards as Cheap Advertising

Every business man who advertises would like to feel that his advertisements educate and "lead" the public, but a deterrent is often found in the fact that this way of advertising is very expensive when a campaign has to be mapped out and pushed to the end.

It is not every enterprising retailer who is rich enough to carry out such a campaign of advertising on extensive lines, so it behooves that man to look around and find a substitute. A very fitting substitute is at hand in the shape of window cards and posters.

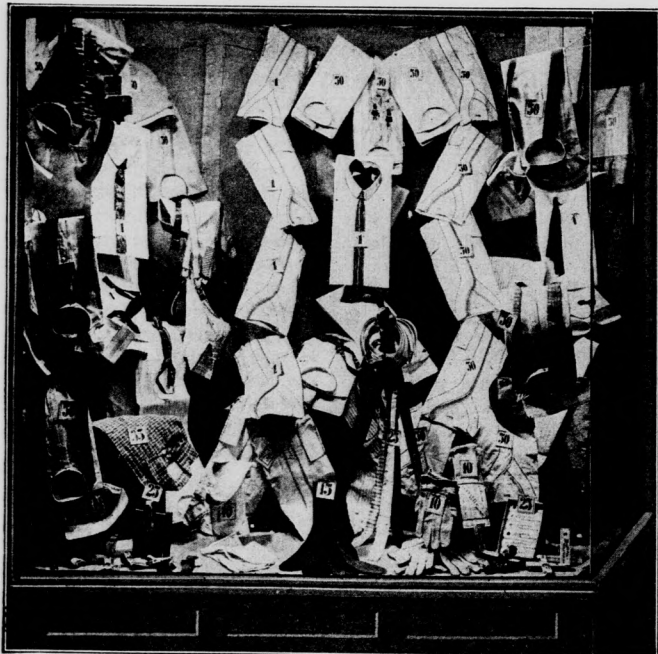
Every dealer uses window cards, little or much, but not everyone realizes that all that has been said and written about educative advertising can be applied equally as well to window cards. It is open to any man to test it, and prove it, and do so at a minimum cost.

No Help Needed.

"What would you do if I should kiss you?" asked the young man.

"Do?" said the girl. "I'd scream for help."

"Oh, don't bother," said he. "I can do it without any help."



The Display Photographed.

Have you been giving your windows a chance to show what they could do for you in the way of selling men's furnishing goods?

Merchandise well displayed is a long way toward being sold. Try it with this class of merchandise and see how well it works.

You hear a great deal about the necessity of catering to the women's trade. Every word of it is true. But don't think you can neglect the men.

with a strip of wood nailed to the back should be placed in the center. On either side of this put a small box. On these put strips of wood long enough to reach to the top of the background. The boxes and strips should be covered with yellow crepe paper.

Drape two shirts over each of the small boxes and pin four more to each of the upright strips. At the top of the background, between the two

HOTEL SANITATION.

Full Text of the Proposed Legislation Measure.

Section 1. Every building or structure kept, used as or maintained as, or held out to the public as an inn, hotel or public lodging house, or place where sleeping accommodations are furnished for hire to transient guests, whether with or without meals, in which ten or more rooms are used for the accommodation of such guests, shall, for the purpose of this act, be defined as a hotel and wherever the word hotel shall occur in this act it shall be construed to mean every such structure as is described in this section.

Sec. 2. Every hotel that is more than three stories high shall be equipped with an iron fire escape on the outside of the building connecting on each floor, above the first, with at least two openings, which shall be well fastened and secured, with landings not less than six feet in length and three feet in width, guarded by an iron railing not less than three feet in height.

Such landings shall be connected by iron stairs not less than two feet wide and with steps of not less than six in tread and not more than eight inch rise, placed at an angle of not more than forty-five degrees and protected by a well secured hand rail on both sides and reaching to within twelve feet of the ground with a drop ladder eighteen inches wide reaching from the lower platform to the ground.

Such fire escapes shall be sufficient if a perpendicular ladder shall be used instead of the stairs, provided such iron ladder is placed at the extreme outside of the platform and at least three feet away from the wall of the building and provided said ladder is equipped with iron rounds not more than fifteen inches apart.

The way of egress to such fire escapes shall at all times be kept free and clear of all obstruction of any and every nature. Storm windows and storm doors shall be considered an obstruction for the purpose of this act and such way of egress shall at all times be kept unlocked.

There shall be posted and maintained in a conspicuous place in such hall and each guest room, except the halls and rooms on the ground floor, of such a hotel a printed notice in characters not less than two inches high calling attention to and directing the way to such fire escape.

Sec. 3. Each and every hotel shall be provided with at least one sufficient chemical fire extinguisher for every twenty-five hundred square feet or less of floor area, which such extinguisher or extinguishers shall be placed in a convenient location in a public hallway outside of the sleeping rooms and shall always be in condition for use.

Sec. 4. Every hotel that is not over three stories in height and which is not provided with such fire escape as is described in Section 2 hereof, shall provide in every bedroom or sleeping apartment on the second

floor and third floor a manila rope at least five-eighths of an inch in diameter and of sufficient strength to sustain a weight and strain of at least five hundred pounds. Such rope shall be securely fastened to the joists or studding of the building as near the windows as practicable and shall be kept coiled in plain sight at all times, nor shall such rope be covered by curtains or other obstructions. Every hotel shall provide and maintain in a conspicuous place in every bedroom or sleeping apartment above the ground floors, a printed notice calling attention to such rope and giving directions for its use.

Sec. 5. Every hotel shall be well drained, constructed and planned according to established sanitary principles; shall be kept clean and in a sanitary condition and free from effluvia arising from any sewer, drain, privy or other source within the control of the owner, manager, agent or other person in charge, shall be provided with water closets or privies properly screened for the separate use of males and females, which water closets or privies shall be disinfected as often as may be necessary to keep them at all times in a sanitary condition.

Sec. 6. Every building or structure kept, used or maintained as or advertised as or held out to the public to be an inn, hotel or public lodging house, or place where sleeping accommodations are furnished to the public, whether with or without meals, shall have and provide all toilet rooms, bath rooms, and sleeping rooms with individual towels.

Every building or structure kept, used or maintained as or advertised as or held out to the public to be an inn, hotel or public lodging house, or place where sleeping accommodations are furnished to the public, whether with or without meals shall have and provide all beds with regulation nine foot sheets. Such beds shall also be provided with regulation size blankets in lieu of quilt.

Sec. 7. Every owner, manager, agent or person in charge of a hotel, who shall fail to comply with any of the provisions of this Act, shall be deemed guilty of misdemeanor, and shall be fined not less than _____ or more than _____ or shall be imprisoned in the county jail for not less than _____ days nor more than _____ or both, and every day that such a hotel is carried on in violation of this act shall constitute a separate offense.

Sec. 8. The labor commissioner, dairy and food commissioner, insurance commissioner and the executive officer of the State Board of Health shall constitute a commission for the purpose of carrying into effect the provisions of this act, and same shall be delegated with power to adopt such rules and regulation as conditions may require.

Sec. 9. Such commission may delegate and at pleasure confer the title of Hotel Inspector or Deputy Inspectors upon such men now operating under the supervision of the several departments constituting this commission and in such number as the lawful enforcement of this act shall justify.

Sec. 10. It shall be the duty of the inspector and his deputies to see that all of the provisions of this act are complied with, and said inspector or the deputy for the district, shall personally inspect at least once each year or as often as in the best judgment of the deputy the occasion demands, as defined by this act.

Sec. 11. Said inspector and his deputies are hereby granted police power to enter any hotel at reasonable hours to determine whether the provisions of this act are being complied with.

Sec. 12. If the inspector shall find, after examination of any hotel that this law has been fully complied with, and the inspection fee has been paid to the inspector, he shall issue a certificate to that effect to the person operating the same, and said certificate shall be kept posted up in a conspicuous place in said inspected building.

Sec. 13. Any inspector who shall willfully certify falsely regarding any building inspected by him and who shall issue a certificate to any person operating in any hotel when such person has not complied with the provisions of this act, shall on conviction thereof, be fined not less than _____ nor to exceed _____ and may be imprisoned not to exceed _____ in the State Prison, or both, at the discretion of the court, and upon conviction shall be forever disqualified to hold said office.

Sec. 14. Any owner, manager, agent or person in charge of a hotel, who shall obstruct or hinder an inspector in the proper discharge of his duties under this act, shall be guilty of a misdemeanor and upon conviction thereof, shall be fined not less than _____ nor more than _____ or shall be imprisoned in the county jail not less than _____ days nor more than _____ months or both.

Sec. 15. It shall be the duty of the Inspector, upon ascertaining by inspection or otherwise, that after _____ days from the passage of this act, any hotel is being carried on contrary to its provisions, to make complaint and cause the arrest of the person so vio-

lating the same; and it shall be the duty of the county attorney in such cases to prepare all necessary papers and conduct such prosecutions.

The coat may not make the man, but a law-suit may unmake him.



Tanglefoot

Gets

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flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer—Non-Poisonous.

GRAND RAPIDS BROOM CO.
Manufacturer of
Medium and High-Grade Brooms
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And you'll see why you can safely recommend it.

Order of your jobber or
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Atwood Grape Fruit

IS QUALITY GRAPE FRUIT

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

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

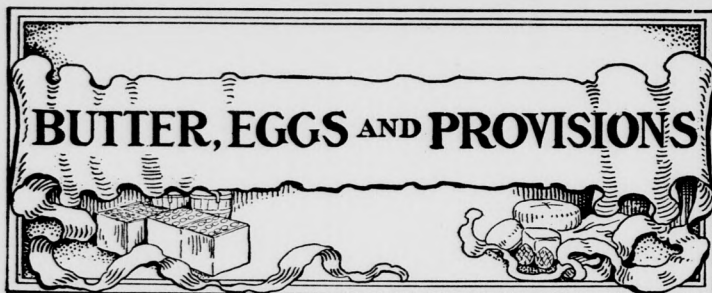
So through the various processes of selection, cultivation and elimination has evolved the ATWOOD FLAVOR, as hard to describe as it is difficult to produce.

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

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

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





We Should Use Greater Quantities of Cheese.

Guelph, Ont., Jan. 14—Cheese is believed to be one of the oldest dairy products and possibly the first form in which milk was preserved for future use. It appears to have been known during the time of King David, 1000 years before Christ. The ancient Greeks speak of it and Caesar tells of the preparation of cheese among the people of Central Europe. These historical facts are interesting in that they show that cheese, like bread and milk, was one of the earlier foods of man and that its preparation and use has been continued down through the ages.

Like many other of our common foods, cheese is very complex in its composition and, while we are familiar with its general character and know something about the amount of protein and fat it contains, we know very little about the make-up of these materials as they occur in well ripened cheese. Until recent years cheese-making has not been classed as a fermentation industry, but we now know that it is one of the most complex of these industries. In the making of wine and beer the desired changes are brought about by a single form of life, the true yeast, and in the preparation of any desired type of product attention need be directed, as far as the casual organism is concerned, only to insure the presence of the particular variety of yeast that has been found by experience to give the desired results and to prevent the action of any harmful forms. On the other hand, the cheese-maker has to deal with a complex material, milk, that for various reasons cannot be sterilized and is peculiarly susceptible to contamination. To this is added rennet, also complex in its nature, and then, by means of salt and by controlling temperatures during the making and ripening periods, the matured product is formed. Naturally, when there is a variation in the controlling factors, that is, in the amount of salt or in temperature, there will be differences in the nature of the product, and these differences not only affect the texture, but more especially the flavor and aroma. Apparently, these differences are caused by the nature of the micro-organisms which are able to grow best under the existing conditions. Thus it will be seen why from three such common substances as milk, salt and rennet it is possible to make such an innumerable variety of cheese as is found on the market to-day; and, furthermore, why it is absolutely necessary that the cheese-maker have full control of the condi-

tions under which the ripening takes place if he is to get a uniform product.

But it is not to this aspect of cheese that I want to draw your attention, but, rather, to its food value. Cheeses are of two classes: those which are mild in flavor and those which are seasoned or ripened in such a way that they are highly flavored. The latter, like almost all highly flavored foods, are commonly used to season dishes made of ingredients without much distinctive flavor, or else are used in small quantities at a time to give palatability to a dish or a meal. The mild flavored cheese are the ones which are usually selected for eating in quantity and are the ones which may be most appropriately selected when cheese is to be used as a substitute for meat. Our common mild flavored cheese is the Cheddar or factory cheese which is made in such large quantities throughout this Province and other Provinces as to be commonly called Canadian cheese.

From the standpoint of the house-keeper, cheese is of importance because of its high nutritive value, particularly its high percentage of protein or muscle-forming materials, because of the ease with which it can be kept and prepared for the table, and because of its appetizing flavor and of the great variety of ways in which it can be served.

To show its high nutritive value it is only necessary to point out that one pound of good Canadian cheese contains nearly all the protein and fat in one gallon of milk. Approximately, it is made up of one-third water, one-third fat, one-quarter protein and smaller quantities of ash, or bone forming materials, salt, etc. Beef contains over 50 per cent. of water, and the leaner it is the higher will be the water content. Thus, beef has a much lower nutritive value than cheese, and the same statement holds good with practically all forms of meats, and more especially with the cooked meats.

Unfortunately, there is rather a widespread belief that cheese should be used chiefly in small quantities as a condiment and that in large quantities it is likely to produce physiological disturbances. The idea has been advanced that the infiltration of casein with fat renders it difficult of digestion, since the fat hinders the access of the digestive juices to the casein. Such reasoning offers a probable ground for the belief that cheese should be thoroughly chewed before it is swallowed.

The disagreeable effects, such as a burning sensation and other symptoms of indigestion which certain

kinds of cheese sometime produce in the stomach, is explained by Hutchinson as being possibly due to the small quantity of free fatty acid that is produced during the ripening process. Such acids are irritating. If this be the true explanation, then it is evident that such irritating effects are more likely to occur from eating the strong cheeses used as condiments than from the milder cheese used as a staple article of diet.

Because of these opinions, extensive experiments have been carried out by the United States Department of Agriculture in co-operation with the Wesleyan University, Middletown, Conn., and with the Minnesota State Experiment Station, to ascertain by actual trials what proportion of the cheese was digested and what effect it had in the system when eaten in large quantities.

The work at Middletown was planned to include green and ripe cheese. The cheese was made by the regular Cheddar process and would be similar to a very large part of the cheese consumed in this country. The ripening was carried on under different conditions. One lot was ripened under factory conditions where the temperature varied from 50 degrees to 75 degrees F. Two lots were stored immediately after making and one was kept at 32 degrees F. and the other at 40 degrees F. Another lot was held in the factory curing room for two weeks and then placed at a temperature of 40 degrees F. All these methods of controlling the ripening process were carried out with cheese made with three ounces of rennet to the thousand pounds of milk, and with six ounces to the thousand pounds of milk.

The subjects of these experiments were students of the University. The diet consisted of whole wheat bread, bananas and cheese. Of the latter substances from 450 to 600 grams were eaten in the three days of the experiment, or about one-third to nearly one-half pound per day. The

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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.

— 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.


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Can fill all orders PROMPTLY
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Grass, Clover, Agricultural and Garden Seeds

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number of experiments completed was 184.

Without going into the details of the results, it may be stated that there was found to be little or no difference in the digestibility of the cheese at different stages of ripening. The perfectly green curd was evidently as digestible, and, so far as nutritive value was concerned, was as good as the same cheese at any stage of ripening. Furthermore, the cheese was highly digestible and, though it was eaten in comparatively large quantities, it was well assimilated. The record of the health of each individual shows that there was little or no digestive troubles and that the green cheese caused no more trouble in this way than the ripened article.

The Minnesota experiments were planned to study the digestibility of older cheese than had been used in the Connecticut experiments, also the digestibility of other varieties of cheese, such as Roquefort, Swiss, Camembert and Cottage cheeses, as well as the so-called condimental value of some of the more highly flavored varieties. Bread, oranges and cheese formed the diet in these experiments.

In general, the results confirmed the previous work and showed that all kinds of cheese, even the very high-flavored and so-called condimental cheeses, have a high food value. But the so-called condimental value of cheese when eaten in small quantities as a stimulus to the digestion of other foods was not demonstrated.

These extended experiments show that on the average 95 per cent. of the fat and over 95 per cent. of the protein of the cheese was digested, and more than 90 per cent. of the total energy is available for the body. They also show that cheese may serve as the principal source of protein and fuel in the body for a long period of time.

A comparison of the food value of cheese with that of the other highly nitrogenous materials is of interest at this time. No kind of meat, excepting dried beef, carries such a large percentage of protein as cheese. Fresh beef as purchased has, weight for weight, a little more than half the food value of cheese in either protein or fat, and the same is true of practically all other meats. Bacon or fat pork are exceptions, but their food value is mostly in the fat, which can be and is replaced to a great extent by the carbohydrate of vegetables at a much less cost and sometimes, perhaps, with benefit to the health of the consumer. Or to put the matter another way, one pound of cheese has nearly the same food value as two pounds of fresh beef, or any other fresh meat as food; it is worth as much or more than a pound of ham and is more digestible, and it is equal to two pounds of eggs or three pounds of fish.

It is a matter of surprise that there is not a greater demand for cheese. Estimates made by the United States Department of Agriculture show that the people of the country use about 175 pounds of meat annually per capita, besides the fish and poultry, while the annual consumption of cheese is

only about 4 pounds per capita. It is probable that if we had similar data gathered in this country the results would be about the same. Even granted that fresh meats are more palatable to most people, some other explanation must be found for this wide difference in the quantity of the two products eaten. A great proportion of the people of this country are able to buy plenty of wholesome food, but they cannot afford to discriminate against a cheap, palatable and wholesome food in favor of a higher priced food.

The results of the experiments just cited and the experience of people of the European countries all show that we cannot discriminate against cheese because of any suspicion that it is not a healthful food and we would do well to take a lesson from the people of the older countries and use greater quantities of cheese in our diet.

R. Harcourt.

The Cause of High Prices.

Those who have closely followed the live stock market appreciate that the live stock industry is gradually undergoing an economic evolution which eventually must narrow materially the present great difference in the ratio of production to increased population. In the last few years the live stock industry has suffered some severe setbacks, with the result that the demand has kept far ahead of the supply. As a result some record prices have been paid at the Chicago stockyards for stock in the year just closed.

Official records show clearly that the live stock receipts have fallen off materially. Census reports show our population has greatly increased. As such figures may easily be obtained upon request, they will be eliminated from this statement.

There has been considerable discussion on every hand concerning high prices demanded for meats of all kinds. At first, perhaps, the discussion was biased and based upon effects rather than causes. After the heat of the first discussions had been again supplanted by reason there arose from this maelstrom of oratory and printer's ink a better and more through understanding among the farmers, the packers and the consumers. It was generally conceded that there was some cause for existing conditions. All concerned joined hands and undertook to make an analysis unbiased and unprejudiced by impassioned partisans to determine the fundamental and underlying causes for existing prices.

Number of Causes Found.

In a short time the atmosphere began to clarify. Facts revealed themselves. Apparent causes were so plain when all were marshaled that even skeptics were forced to view the situation in its true light. A number of causes were found. The first important cause noted was the division of big cattle ranches of the West and Southwest into small farms.

It was agreed at the outset that few, if any, persons of even less than ordinary intelligence were unaware of the work done by our Government in dividing into small farms the vast

Western and Southern ranches whence came most of the live stock supply.

The farmer who owned eighty or 160 and more acres of land had given most of his attention to grain and dairying. The suddenness of the change to the new order revealed to him the unlimited possibilities of raising live stock at big profits on his farm. At first he was skeptical, and only slightly increased his herds. As profits piled up the farmer realized that it did not take an acre of land for a steer. Instead, he learned that by intelligent study of methods of feeding he could make more money out of his grain by feeding it to his stock. Now scores of eighty and 160 acre farms have good-sized herds, and farmers' sons and daughters in college, automobiles, comfortable and modern homes, attest to the wisdom of keeping plenty of stock on hand and marketing grain on the hoof.

Here it might be well to take up the case of the State of Oklahoma, destined to be one of the Nation's wealthiest. What is true of Oklahoma in the crop and live stock situation as regards 1911 is true of many other states. Oklahoma staked her future on corn. There farms were stocked with well-bred live stock, cattle thrived and the swine increased in numbers. It appeared Oklahoma would have an overflowing measure of prosperity. The rain failed to come in time and crops failed.

There being no feed on the farms, farmers feared their stock would die of starvation. Many put their stock on short rations, and later shipped it to an overcrowded and low market. After farmers paid the interest on notes or premiums for an extension of credit, they took stock and sought for a reason. The answer came to them in the year just closed, when they saw the high prices paid for cat-

tle fed by farmers who had realized the value of carrying over feed from year to year using silos to great advantage, instead of rushing it off to market immediately after harvest. These conditions cost railroads, packers, bankers, farmers and the public millions of dollars.

Farmers Must Maintain Balance.

Agriculture being the basis of the prosperity of the nation, it is essential that profitable crops be raised each and every year. Live stock raising is necessary to maintain a balance on the farm, to return elements absorbed by growing crops, necessary to productive soil. Grain marketed on the hoof is the profitable method of disposing of it. The farmer must learn that it is wiser to carry over grain from year to year for feed and to keep stock coming along. Silos are as essential to live stock farms as to dairying farms.

Investigation showed that farmers in many cases failed to make the close study necessary to determine what crops would profitably grow. Each of these problems is a big one and each must be solved. The farmer is not left to work out his own solution. Government agents constantly traveling through the country are pointing live stock. In Oklahoma these problems are being worked out on a grand the way to more and better crops and scale.

Edward Morris.

Drawing the Credit Line.

Tailor—I must have cash down for your wedding suit.

Customer—But haven't I always paid my bills on the minute?

Tailor—Yes, but remember that after this you won't have the handling of your own money.

Our idea of a waste of time is to learn what not to do, and then do it.

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TOLEDO'S FAMOUS HOT HOUSE LEAF LETTUCE

Prices very low. Send us your orders.

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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.

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Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

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Probabilities and Possibilities of the Hat Trade.

The general activity which has been experienced throughout the entire season in the hat stores and departments is a fruitful topic of conversation in trade circles. With weather conditions by no means favorable, retail merchants have enjoyed a successful season in hats. Soft hats were the favorites early in the season, of course, and the demand presented the opportunity for the display of all the new fabric effects that manufacturers have produced. The later stiff hat sale is not quite up to expectations, but some brisk wintry weather will undoubtedly furnish the necessary stimulus to promote derby business.

Universal Popularity of Velours.

As predicted in these columns during the past year, velour hats are in great demand in all sections of the country—in fact, the market scarcity of supply, which was anticipated, has materialized. In imported velours stocks of importers and jobbers are sadly depleted—in the popular colors, blacks and browns being the favorites, with a substantial demand of greens—there is no supply anywhere, the available stock being confined to various shades of gray, pearls, etc. American manufacturers are receiving orders steadily for velour hats with requests for rush delivery.

The velour has always been considered essentially a late fall and early winter hat, and it is truly remarkable that, in spite of the extended warm weather, these hats should be in such active demand. Where there is steadily growing favor for a distinctive novelty the effect is cumulative, and it is natural to presume that when a large number of men wearing velours are seen on the street, many others, with the advent of cold weather, will consider a velour hat a necessity. For this reason it is probable that the sale of velour hats will extend well into the winter, and retailers can rely upon selling out their stock clean.

Current conditions in velour hats are conclusive evidence that these hats have become a permanent feature of the men's hat trade, and that a steady volume of business each fall may be relied upon in the same manner as with Panama hats in the summer. It would seem that retailers, with their Panama hat experience in mind, would have more confidence in velour hats and would be willing to place orders sufficiently early to permit the manufacturer ample time for production and delivery early in the season.

Styles for Spring.

The season has been a good one generally, orders placed being of generous volume in the aggregate and reflecting the light stocks which retailers have and confidence in the prospects of business activity for the coming season.

Regarding the styles for spring, there is a prediction of a radical departure in the current mode in men's headwear. With the English tailoring that has become universal, the desire for headwear of similar lines assures the revision of the present styles. For the popular trade, however, no change from the present fashions is anticipated.

Light weight soft hats in smooth finishes, and the new fabric felts, lustrous finishes, etc., will be the features of the spring trade, which will be confined closely to full crown effects which may be so worn, or negligently crushed down on the top, or creased through the center.

A feature of the soft hat business will be the revival of the vogue of green—not the vivid shades which killed themselves so promptly a few years ago, but more subdued effects that are in better taste. In fact, the new shades of green shown are soft, beautiful colors that are exceedingly attractive—not decided green, but rather blendings of colors that possess a marked tinge of green.

There is also some prospect that very dark navy blue will also appeal to well-dressed men.

It is probable that in derbies, as well as in soft hats, the better class of trade will require somewhat higher crowns, and, naturally, narrower brims—5 and 5½ crowns with 1½ and 2-inch brims.

Straw Hats.

Manufacturers report a successful season on straw hats. Orders for the coming season are now well placed, and the manufacturers are assured of a full measure of business throughout the year. Sennits will be the favorites for 1913, rough sennits being popular for novelty styles and fancy Jap braid in moderately rough effects are in some demand. The call for fancy rough braids is strengthening slowly, but steadily, and it is probable that within two or three seasons rough straws will dominate the summer headwear styles.

Along with the general tendency toward high crown, narrow brim dimensions in men's headwear, straw hats in the better grades are favored in such proportions throughout the east. Prevailing dimensions in these styles are 3 by 2—2¼.

The effect of foreign styles in men's

fashions is reflected further by the treatment of details in the straw hats for 1913 shown by the American manufacturers—fancy trimming effects, brilliant combinations of linings, etc.

Panamas.

As popular as ever and perhaps more so, sums up briefly the situation regarding Panamas. There is practically no change in styles for next summer other than the probability that medium dimensions will be favored. A novelty is being shown that is trimmed with a narrow band, about six or eight line, that makes a very stylish hat in both crease crown and telescope, giving a distinctive effect that will undoubtedly produce active sales.

Bangkoks.

There is a marked scarcity of Bangkok hats and there is strong evidence to warrant the opinion that the market is being manipulated for speculative purposes, supplies being withheld in order to maintain the high prices that have been established, although it is not believed that the importers in America are responsible for the conditions.

At the source of supply the operations in Bangkok hats are controlled largely by two houses in Manila—in fact these two concerns transact about 90 per cent. of the business. Quotations are from 40 to 60 per cent. higher than last year, on the average, the cheaper qualities being increased almost 100 per cent.

When it is considered that the Bangkok may rightly be classed as a good value hat at \$5 or \$6 retail, it will be readily realized that the increased cost is a menace that threatens to destroy the demand for these hats, as at present prices it will be difficult, if not impossible to produce desirable qualities that can be retailed for these prices. Bangkoks that cost \$36 last year cannot be produced this year for less than \$48 or \$51, and the \$5 Bangkok for next summer will be no better than the \$3 or \$3.50 grade last year.

The entire volume of business on Bangkoks is not more than 16,000 dozens, of which the better grades, to retail from \$5 up, require about 3,000 dozen, and it is not conceivable that there is any legitimate reason why this small volume of hats cannot be obtained at the prices that prevailed last year.

The condition is similar to that of Milan braid in the straw hat industry where 70-cent braid has been advanced to \$1.10, notwithstanding the fact that Paris is using hair and not Milan in the better grades of ladies' hats. The increased prices on the raw material make it impossible to produce a hat to retail for \$5, and this being the limit of value in men's straws, it is probable that these hats will be forced out of the market.

Easy.

"My dear," said the eminent surgeon's wife, "I shall need a new fur coat this year."

"All right," said the great man, "I'll look over my list and find some one who can afford an operation for appendicitis."

The Power of Advertising.

Advertising is true pioneering. It is the great creator of new business, the great expander of old. The typical trust waits for someone else to create a new demand, to open a new market, and then it comes along with "something just as good." Advertising is to-day the mainstay of independent business; it is the bulwark of little business against big business; it is the one open path straight to the consumer; it is the small man's chance to win on the sheer merit of his goods and the brains that he puts into pushing them against the brute strength of the most powerful trust.—Saturday Evening Post.

It Was the Dog's Own Fault.

A farmer, while loading hay in his field, was attacked by his neighbor's bulldog. The man defended himself with the pitchfork and sent the dog yelping home. The neighbor rebuked him and asked why he didn't use the blunt end of the fork first.

"I would have," replied the farmer, "if your dog had come at me blunt end first."

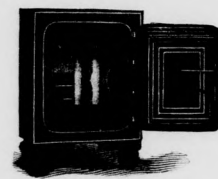
OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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



Safes That Are Safe



SIMPLY ASK US

"Why do your safes save their contents where others fail?"

SAFE SAFES

Grand Rapids Safe Co.
Tradesman Building

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

Where the Merchant Has an Advantage.

You fought against a parcel post. So did we. But it came anyhow and the wise man is he who goes ahead and makes the best of any situation. The first thing to do is to see what use you can make of it yourself. Do not stand off and throw epithets at it just because it is going to help somebody at a distance to enter through the postoffice and carry off some of your transactions. Consult with your postmaster as to the exact workings of parcel post in your immediate neighborhood and then apply it to your needs. It may help you reach some of your customers. It may help you to reach them with greater ease and less expense than before. Look into it quick. You will possibly find in it a way to compete with the dreaded mail order house. Your outlying trade or people who should be customers may now get from you attention that will please them so much they will prefer to deal with you rather than to go away from home to be cheated. At all events do not sit down and grumble. Be alert and try it out. It was introduced as much for your benefit as anybody's else if you can use it. You have the same inalienable right to the mail service as the catalogue house. Get busy and give it a whirl. Remember, too, that although the mail order house is helped in its deliveries by parcel post, it is just as hard as ever and just as costly as ever for the catalogue seller to get orders. He must go after them at long distance in competition with the home merchant who is on the spot. This puts the advantage with the latter. He can win if he takes advantage of all his opportunities.

Use leaders to attract trade and use the same leaders the big catalogues use. They offer standard merchandise of various kinds away down in price to attract trade. So does the retail merchant. If the latter would watch the leaders of those big competitors and meet the cuts rather than cutting on something else it would carry weight with the reader of his advertising matter. He would then see that his home merchant sold as cheap as the mail order man.

Initial Meeting of the Federation's New Organization.

Lansing, Jan. 18—Thursday evening, notwithstanding a severe rain, extremely bad underfoot, a few merchants assembled at the Chamber of Commerce rooms to hear the plans explained and the benefits aimed to be secured by the Michigan Federation of Retail Merchants. F. M. Witeck, Secretary of the Association, called the meeting to order and spoke thirty minutes and then introduced R. I. Jarvis, who spoke about an hour on the benefit a federation of all the mercantile organizations would be to all concerned. He conclusively demonstrated that he was very familiar with details not often thought of by the people and all matters which enter our everyday life and reach from the tramp up to the king of finance.

The financial system was discussed for some time and phases of it explained,

which go to show that we have a costly method which levies tribute on every one.

The railroad system was considered long enough to convince all that present conditions of this network of useful agencies can be doubly improved and the cost to the people be reduced at least one-half.

The benefits of good roads to city and country alike were discussed. Mr. Jarvis claims to be the first man in Michigan to advocate using convicts to build roads and he showed how much more reformatory is such work than the present plodding, unbroken round of prison life from cell to workshop, and this for years at a time. He stated that no outside efforts could wipe out tuberculosis, so long as the present prison system lasted, which breeds the disease faster than all science can fight it. This alone is worth consideration. He said leading authorities like Prof. Wigmore, Dr. J. B. Ransom, Charles V. Carrington and Theodore Cook, all noted scientists and experts, agree that 50 per cent. of all prisoners who die in the penitentiaries die of tuberculosis and authorities like Prof. Wigmore, Dr. convicts are inoculated with this dread disease. These are vital question and all classes are interested in them. He explained the evil effect of convict labor throwing upon the markets over \$30,000,000 of prison made goods at wages the average of which was only 35 cents per day, all of this product entering the general markets in competition with the labor of free, law abiding citizens. He ended by showing how, from all of these evils, the merchants suffered, both directly and indirectly.

The Michigan Federation of Retail Merchants secured a man well prepared for their work and all associations, trades and organizations can do no better than to secure Mr. Jarvis for a lecture upon the subject above named. He is a single taxer and a student of Henry George. He did good in Lansing and will spread good wherever he goes. He left Lansing to spend two days in Lake Odessa to hold a meeting Monday evening, when he will push on in the good work in behalf of the movement. It is hoped that the merchants in every town in Michigan will send for him and hear his talks. His address is Benton Harbor. F. M. W.

Failure and Success

Usually when a man falls short of success the trouble lies in some specific direction; it may be bad judgment in buying; it may be poor selling methods, it may be improper handling of people. Whatever the fault, I believe men could educate themselves out of it, if they really resolved to do so and went about it intelligently.

C. D. Peacock.

He Understood.

"And when Delilah cut Samson's hair he became mild as a lamb. Can you understand it?" asked the Sunday-school teacher.

"Well," said little Tommy reflectively, "it does make you feel 'shamed when a woman cuts your hair."

Some New-Year Resolutions.

Resolve:

That you will keep so busy boosting that you won't have time to knock.

That you will vote, talk and work for a bigger, better, brighter town.

That you will help to make your town a good town so the town can make good.

That you will increase the value of your property by improving its appearance.

That you will say something good about your town every time you write a letter.

That you will invest your money in your home town, where you made it, and where you can watch it.

That you will not point out your town's defects to a stranger or fail to point them out to a neighbor.

That you will keep your premises picked up and your buildings repaired as a matter of both pride and profit.

That you will never buy a thing outside of your town until the local merchants have been given a chance to sell it to you.

That you will make friends with the farmers, if a town man, or with the town folks, if a farmer, and help work together for the good of the community of which your town is the center.

A Pardonable Error.

"Why is our thin friend, Miss Dash, angry at you?" asked one young man of another.

"Oh, I made a mistake at a reception. I couldn't see her face under her big hat?"

"Well, that's nothing to get mad about, mistaking her for some one else."

"No, but you see I mistook her for a piano lamp."

Established in 1873

BEST EQUIPPED FIRM IN THE STATE

**Steam and Water Heating
Iron Pipe
Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work**

THE WEATHERLY CO.

18 Pearl Street Grand Rapids, Mich.

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

Parcels Post Zone Maps

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

500	\$11.00
1000	13.00
1500	15.00
2000	17.00

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

Tradesman Company
Grand Rapids, Mich.

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

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

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

Brown & Sehler Co.

Home of Sunbeam Goods

Grand Rapids, Mich.





Status of the Leading Dry Goods Staples.

Several days after the opening of the year dry goods markets showed a wider display of interest among buyers, than had been seen for two or three weeks. Buyers of cotton goods are coming into the market more freely, attracted by the openings on cotton blankets and napped goods, and by the preparations for the annual meetings of the jobbers' associations. The mails brought many more enquiries for staple goods, and requests for shipments of goods due this month.

Distribution on many staples has been broader than jobbers prepared for. This is shown by the requests in many instances for goods not due until the middle of the month. The requests for knit goods, and for many lines of semi-staple wash fabrics are more frequent, showing that consumption is steady, and of a more active sort.

Blankets Attract Attention.

The new cotton blankets that are being shown for fall 1913, are attracting a great deal of attention, and deservedly so. New jacquard lines offered this year are the most comprehensive ever seen, while the finish of many lines is superior to anything previously offered as wool finished fabrics. The volume of new business offered on fancy blankets has run ahead of expectations, and there is not any doubt of a full distribution.

The staples in cotton blankets are now offered in superior finishes, and it is much harder than ever to sell the old style goods. What has come to be known as the modern cotton blanket, is a fabric of warmth and some weight. The question of prices will be settled in a few days. Advances over last year are looked for by buyers, and will be paid freely, as goods are not plentiful in any quarter.

Domestics are Steady.

The markets for staple domestics are steady, with the demand rather better than agents were anticipating. Brown sheetings in the heavier grades are still scarce for quick shipment. Bleached goods are more plentiful relatively, but are held firm. Tickings show no change, save that later deliveries will not be guaranteed at present prices. Deniks have quietly grown stronger, owing to the steady operations of the manufacturing trades. Duck of all kinds continues firm and without special change.

Enquiries for dress gingham continue in better volume than for some time past. It is difficult to secure additional deliveries of certain of the popular styles before March. Jobbers underestimated their needs on

many of these goods. Staple gingham are firm with agents unwilling to take orders, except at value, in several instances.

Woolens and Worsteds.

Progress in the woolen and worsted markets is impeded considerably by the strikes that are on in New York city and vicinity. The openings of fall goods are going on, and all things point to another large year in wool rather than worsted fabrics. The strike is causing hesitation in shipments, and has led to caution in some large agencies where credit matters are being watched. The demoralizing influence of a strike is reaching beyond the woolen and worsted goods trades into lining and thread circles.

News from the retail markets is to the effect that January sales are drawing larger crowds at the stores than those of a year ago. This is particularly true of many of the metropolitan stores. Stocks of suits in large retail stores have not been so low in years past, and it would seem as if merchandise men have over-discounted the effect of the use of cloakings. In any event, there is enough uncertainty to affect consumers who are wondering why retail stores are showing so few goods in different departments.

Silk Demand Good.

A steady demand of good size is being felt in the broad silk trade for goods for immediate use. This is ordinarily a dull period and the business being done is therefore a surprise to members of the trade. One of the prominent houses in fancy silks reported that its business in charmeuse and brocades was still the leading feature.

The sentiment in favor of printed silks appears to be growing. At the same time it is claimed that there are five or six silks in view for next season and just which one will lead is a matter of conjecture. Crepes, charmeuse, both plain and brocaded, are selling steadily. The new printed silks and foulards are being taken at firm prices, and in addition, there is a feeling that fine moires and also chiffon taffetas should have some consideration in the spring trade.

From the West a large business has been received in striped wash silks. Manufacturers of the newer effects, such as epinge and ratines, state that the outlook is very favorable, based on the amount of business taken so far.

Silk selling agents and silk manufacturers are spending a great deal of time discussing tariff matters. They are assured that the silk schedules will be taken up for action at the spe-

cial session, and they are preparing themselves to present a united front to the Ways and Means Committee. The importers of silk goods of various kinds, who found that they were not considered when the Payne-Aldrich schedules were finally adjusted, are now preparing representations on their own account and it is not unlikely that the Ways and Means Committee may hear two sides of a story on silk this year.

White Goods.

The demand for white goods seems to have a new trend, owing to the growing prevalence of white in mourning costumes. Some retailers believe this trend will increase as it has found a firm footing in some sections of the country. Generally speaking white goods are as strong as they were a year ago. In some fabrics the demand is better. But the thing that is lacking in making a pronounced white goods year is a call for lawns, linens, and other plain fine white fabrics that run into volume when the real use of white goods is important. Tissues are not in as good demand as usual even in colors, but certain white fancies in tissue weights are very much desired.

A few of the mills making low grade white quilts have goods to offer for quick shipment. The larger

mills have their output bespoke for some time to come and are not prepared to handle immediate business. Low grade quilts selling for 35c per pound will look pretty attractive toward the end of this month in January sales and holders of these goods believe they will be able to sell their stocks to good advantage.

The growth in the demand for crinkled striped quilts for hospital and institution use is perhaps the best indication of the serviceability of the new cloths that are now being shown. Some of them offered in colored stripes are very attractive. The demand for them has led to the offering of new patterns in colored quilts.

The towel trade is hampered by the slow and generally unsatisfactory deliveries of many fancy lines. Turkish

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.

NOW IS THE TIME TO PREPARE
FOR YOUR

February White Goods Sale

And **MUSLIN UNDERWEAR** is one of the principal items for this sale. Our stock covers a large assortment of carefully selected popular priced numbers in Corset Covers, Drawers, Skirts, Gowns and Princess Slips.

MAIL ORDERS ALWAYS HAVE
CAREFUL ATTENTION

Grand Rapids Dry Goods Co.
Wholesale Only Grand Rapids, Mich.

SPRING HOSIERY

This line is so large and complete that we can satisfy the most critical buyer. We carry all the popular brands, such as Bear Brand, Burson, Ipswich, Somerset, Rellim Miller, E. P. W., Bachelor Friend, Forest City, etc. For some of these brands we have the exclusive agency in Western Michigan.

PAUL STEKETEE & SONS
Wholesale Dry Goods Grand Rapids, Mich.

towels are still scarce for quick delivery and fancy towels are scarce. The high prices at which linens are held are expected to stimulate the distribution of all cotton goods, even though prices are now fairly high.

Printed Fabrics.

It is now pretty generally known among leading buyers that a few of the large converters who are in close touch with printers, and also a few of the printers, are ready at a moment's notice to begin turning out printed novelties for this summer's trade. Some of the ground fabrics held in reserve for printing purposes can be used in white goods or piece dyes, but many of them will be used for printing unless all present signs fail. Some converters have brought out sample lines of printed bulgarians similar in some respects to the offerings in silk trade. Printed ratines and fine printed brocades on cotton and silks can be offered in volume if the demand turns that way later on.

The uncertainty that prevails in re-orders is peculiar. There are goods that are badly wanted such as voiles in certain fancy weaves, bordered ratines, and fancy ratines of many descriptions, and many lines of specialties in cords and welts, that cannot be had until very late in the year.

Higher Linens.

Linen prices are going higher. New values have been named by some mills on all of their products, while others have only partially revised their price lists. Mill agents who received fall prices on only a part of the fabrics they handled declared that the advances made were moderate and in keeping with the increased cost of production. On the other hand, some important trade factors stated that the upward revision that had taken place was so sharp they anticipated trading would be hindered in consequence at least temporarily.

The fixed price idea was shattered last year to such an extent that manufacturers believe there will be less heard about it in the future than ever, but be this as it may, there are limits beyond which buyers will not go. As values seem to be firmly established on new high levels for some time to come, some keen observers think that buyers will turn to cotton warp goods for relief. Of course, qualities can be lowered and certain goods narrowed in order to meet the requirements of purchasers, but the chances are that the limits of manipulation were reached in all flax fabrics during 1912. Under these circumstances linen factors state that it is reasonable to suppose that there will be a stronger trend toward unions during the coming year than has been witnessed in any recent period.

Plain linens made of the coarser sorts of yarn are relatively higher in the new lists than goods of any other description. Taro remains very dear and scarce on account of the extraordinary demand for fabrics made of yarns of this character. Explanations more or less academic, are offered to provide that influences other than the law of supply and demand are responsible for the uplift in coarse yarn goods, but these are not taken very

seriously by a number of well-informed authorities.

Underwear Normal.

In underwear, affairs are moving along in the manner characteristic of the period following the initial business. Most mills appear to have taken all the fall business they care to take at this stage of the selling season.

Details of orders will be given by the buyers when they arrive, and under the conditions prevailing in the cotton market, the opinion is that the business already placed will hold firmly. In fact, it is thought that some buyers are congratulating themselves on the prices at which they were able to buy.

Under the irregular course of the market during the fall 1913 selling season, different prices were quoted that, in the light of later developments, appear very advantageous to buyers. Just at present the market is certainly very firm.

In spring underwear lines everything is moving normally. Buyers are anxious to get goods on time and are complaining when shipments do not arrive on the dates specified in the orders. This indicates that the spring business of the jobbers has been satisfactory.

While no talk of the tariff is heard among the salesmen, who assert that the buyers have disregarded it as an issue, the heads of the mills have been giving the matter increasing attention. Progress, it is said, is being made quietly but effectively, toward securing a united plan of action when the tariff question comes to the front. This will be at the hearing of the Ways and Means Committee on January 22. As far as can be learned, the move to secure a proper representation of the underwear trade is a natural one. That is all sections of the country, according to the present aim, will unite in presenting the case.

Hosiery.

Satisfactory progress has been made so far in the fall 1913 business in hosiery, according to reports from the trade. In wool and worsted lines the business taken has been unusually prompt and complete. In fact, it is said that the bulk of the business has been placed. Last year mills were not so far advanced on orders received as they are at present until February or March.

Prices on wool and worsted goods were higher at the opening. Advances have been made since on low end goods and business given at the new prices.

In cotton hosiery lines for next fall, so far as they have been opened, the business received is fully up to the average. Fleeced goods in ribbed and hemmed tops have sold promptly for the time of the year. The ribbed tops have been in larger demand.

Prices this year on fleeced hosiery show radical advances over a year ago. Some mills that quoted considerably lower figures are now said to be regretting the fact.

Some of the important fills are reported behind on their deliveries of boys' goods. One leading mill is also said to be sold up for the year.

Only a few buyers were in the market, but the real influx is expected to begin soon. It is the opinion that jobbers have had a good spring selling season, and they will soon be ready to place duplicates. Mills are generally said to be well sold ahead for spring and can take care of late deliveries only.

She Did.

The young girl sat in her bedroom reading and waiting impatiently. Her older sister was entertaining a young man in the parlor and she wanted to know how it would terminate. At last there was a sound in the hall, and a crash as of a closing door made it plain to the girl that the young man had gone. Throwing down her book she ran to the head of the stairs and peered eagerly and intently into the blackness of the hall beneath.

"Well, Maude," she called, "did you land him?"

There was a peculiar silence and then a masculine voice responded: "She did."

Why He Couldn't Go In.

A small but very black negro was standing very erect at one side of the door of a house where a colored man had just died. The services were about to begin, when the negro clergyman appeared at the door and said to the little fellow:

"The services are about to begin. Aren't you coming inside?"

"I would if I could," said the small boy, "but, you see, Ise de crape."

Trifles That Beat Science.

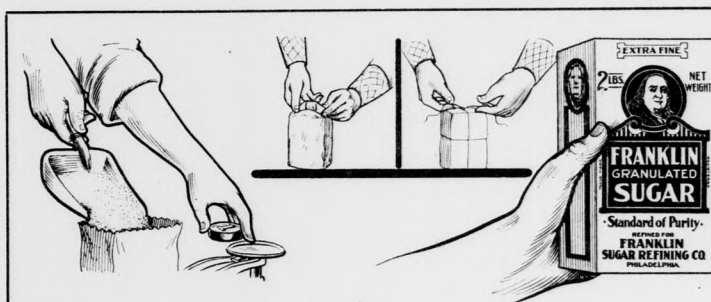
Says Science to the Man in the Street: "Do you want to know how much Sirius weighs, or what the atmosphere of Cassiopeia is made of, or how many molecules there are in the rings of Saturn?" To which the Man in the Street replies: "Thanks awfully. All I want to know is if it will be fair next Sunday."

Says Science to the man in the Street: "Shall I cure you of beri-beri, or graft an annex on your stomach, or tell you what Hannibal died of, or explain the development of general paralysis in snails?" The Man in the Street responds: "Devil a bit. Only cure this nasty cold in my head."

Says Science to the Man in the Street: "Shall I demonstrate to you the possibilities of perpetual motion, or lay bare the mysteries of radium, or calculate how many seconds it would take an ivory billiard ball thrown by a baby's hand to travel around the earth?" The Man in the Street wearily protests: "Don't trouble. Just invent something to keep automobiles from splashing me with mud."

Science is so proud and busy doing big showy stunts that nobody cares much about that it will be a long time getting around to the little jobs everybody would love to see done. The Man in the Street can wait.

It sometimes happens that when a woman loses her husband the loss is fully covered by insurance.



FRANKLIN CARTON SUGAR

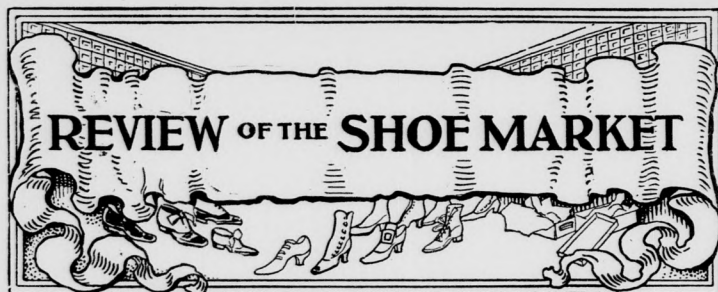
No Weighing—No Wrapping—No Tying

The FRANKLIN CARTON means sugar *selling* instead of sugar *handling*. It saves you the cost of bags and twine and the time it would take you to fill them. It saves overweight. It saves spilling sugar over the floor and counter to attract insects. It's a clean, tight, attractive carton, and your customers know it on sight. We pack FRANKLIN GRANULATED, FRANKLIN DESSERT AND TABLE, FRANKLIN POWDERED and FRANKLIN XXXX CONFECTIONERS' SUGAR in the FRANKLIN CARTON so you can supply the wishes of all your customers and make a *positive profit* instead of an *actual loss* on *all* your sugar sales.

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

FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA, PA.

"Your customers know FRANKLIN CARTON SUGAR means CLEAN sugar"



Collecting Data on the Serviceability of Shoes.

How many dealers have ever taken the trouble to collect data on the amount of service and wear given by the shoes they sell? Stated in another way, how many have been interested to ascertain from known facts the average life of the modern type of shoe? Anyone who has taken the trouble to investigate the question will at once admit that he has been surprised at the divergent testimony of stubborn facts.

We hope that many of our readers will be sufficiently interested to send us their views on this question. It will do great good to have a general expression of opinion.

Let us consider the service given shoes by persons in different walks of life and of different ages and sex and engaged in different pursuits of life. Young girls about 13 and 14 years of age often wear out four or five pairs of shoes every year, and each pair of shoes is usually half-soled at least once. Sometimes the heels are built up a second time, broken stitches reinforced, and every safeguard known to the shoe repairer is resorted to in order to make the shoes last a little longer. But the very best shoes the parents can find rarely ever last more than two months.

Most parents are surprised how quickly their children's shoes wear out, and yet if you have ever watched that girl walk, or run, or glide along with that particular springy gait of hers, you are not surprised that her shoes go quickly. The wear and tear she subjects a pair of shoes to in a single day is probably four or five times as great as it is in the case of a full grown girl or young woman. Leather isn't strong enough to long endure the strain her shoes are subjected to and of course they wear out quickly.

On the other hand, a man of 65, who is not over active, will expect a pair of shoes for which he pays \$4 or \$5, to last him a year, and if they don't he thinks he is not getting any kind of shoe value. Suppose all people were like that?

Of course, these are both extreme cases, but every dealer can supply the facts to fill in the hiatus between these two extremes. Some people step with an easy, natural stride—and get along with the minimum of steps; others are heavy on their feet—walk much during the day—and hard on shoes. And some people neglect their shoes more than others do. All of these things must be considered in forming an opinion concerning the wearing qualities of the present type of shoe.

And then, for another thing, most shoes to-day are made of leathers light in texture; and a good many of them are made of fancy leathers or fabrics. Wearing qualities have been, in a sense, subordinated to other attributes that are generally required in the shoe of to-day; such as lightness, flexibility, finish and fitting qualities. We believe that most manufacturers will admit the truth of this statement.

Shoe manufacturers could make up shoes from leathers heavily doped with grease and oils, and such shoes would wear indefinitely; but who would buy them? People don't want that kind of shoe to-day. We have outgrown it. We demand a light, stylish, neat appearing shoe. If fancy leathers are the vogue, we must have fancy leathers.

Viewed from almost any angle, there are interesting side-lights on this subject. But the comforting thing about the whole situation is that the people are pretty well satisfied with the service they are getting out of their shoes. It is utility plus.—Shoe Retailer.

The Automobile Foot.

A St. Louis doctor has made a bid for increased trade which is interesting. He has discovered "the automobile foot," the cause of which is too little walking, due to excessive use of the automobile.

Fine business, for the shoe dealer! The automobile foot will become fashionable, and the sale of arch supports or specially designed shoes undoubtedly will boom. It is quite true that there are a large number of people who come fairly near to realizing Punch's joke concerning the lazy dandy, who ordered a cab in order to get across the street. The American variation of this is the man who professes to be hustled to death with business, but who will wait a minute and a half for an elevator to take him up one flight, instead of climbing the stairs and giving himself needed physical exercise.

The automobile foot will undoubtedly become fashionable, inasmuch as the ownership of an automobile foot does not necessarily include and require the ownership of an automobile. Plenty of people whose only chariot is the plebeian 5 cent "rattler" will be moaning from this complaint by next summer.

A Curious Word.

There is a word in the English language the first two letters of which signify a male, the first three a female, the first four a great man and the whole a great woman. The word is "heroine."

What Was Worse.

"Can you imagine," said the facetious teacher of natural history, "anything worse than a giraffe with a sore throat?"

"Yes, sir," came the answer from one boy.

"What, pray?" asked the teacher in surprise.

"A centipede with corns."

Where They are Found.

Finding a lady reading "Twelfth Night" a facetious doctor asked: "When Shakespeare wrote about 'Patience on a monument' did he mean doctors' patients?"

"No," said the lady, "you find them under monuments, not on them."

The early worm fills a long felt want.

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.

First Among First Quality Rubbers



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.

"The Slipper Habit."

Dr. Woods Hutchinson gives out such a volume of advice that some of it misses fire. But the following, from a recent issue of Good House-keeping, seems to be based on sound consideration:

"The slipper habit ought to be much broadened and extended. Our silly conventions as to the impropriety, or even indecency, of wearing slippers upon every and any sort of occasion indoors and on fine weather even in the street, ought to be abolished. Particularly wholesome and helpful would be the habit of removing from children's feet, whenever they came into the school room, their hard, cramping shoes, and putting on light, warm slippers, gymnasium shoes, or sandals.

"Broadly speaking, wherever and whenever slippers can be worn without undue risk of getting the feet chilled or picking up dust, dirt, gravel or thorns, they should be worn. Most women, for instance, should wear slippers at least two thirds of the time, whenever they are indoors, in their own homes or in shops, factories, offices or other places of work. And if most men of indoor or sedentary occupations would have the courage to do the same thing it would greatly improve both the comfort of their feet and their general efficiency."

Try These Three on Your Customers.

"Feet should be aired daily. If they are kept shut up they will shrivel and grow fleshless and painful. It would be the same with the hand if it were encased, or with the arm. Sitting with the feet in a fur rug is advised by the English beauty instructors who keep the feet of the English women neat and trim. This warms them and airs them at the same time. It must be done for at least an hour a day.

"No foot can be comfortable all the time unless one is the owner of a last stretcher. This costs maybe \$2. It can be put in the shoe and adjusted until it touches the uncomfortable spot. The leather of the shoe is now moistened and the shoe is left on the stretcher over night. The next day the bad spot in the shoe is gone.

"Tight shoes are an abomination for three reasons; they make wrinkles in the face by causing distress. You can tell by the drawn look around the mouth when the shoe pinches. Tight shoes spoil the walk, making a woman step awkwardly. Shoes that pinch in any one spot will deform the feet so that the next pair of shoes will have to be larger and so on until one cannot wear a shapely boot."

Co-operating With the Manufacturer.

"A good deal of the irritation due to claims made upon us," said a Philadelphia retail man the other day, "could be eliminated if we realized that in the great percentage of cases the shoe manufacturer is honestly striving to give to us the very best shoe that he can deliver at the price. If we realize this, and take the attitude that it is up to us to settle with our customer, rather than to take the shoes back, whether the claim is just or unjust, and simply transfer the

burden of the final judgment to the manufacturer, we would frequently find that we had not alone saved time, but had just as surely saved the good will of the customer as if we had held them up until we had heard from the manufacturer.

"The manufacturer is in pretty much the same position as we. He, like us, has to meet competition, and to successfully do so he has to give us the best that he can. If we burden him down with many claims, which require allowances he must average up by charging us more for our shoes. He only makes these allowances because the other fellow does, and the other fellow by making them is burdening his own plant with the same charges, so that the average advance is not confined to one manufacturer but extends to the whole manufacturing trade.

"Now, if through our trade associations and by other means we can come to a uniform course of action by which we positively will not take back or make allowances for shoes unless they are absolutely factory damaged, we will secure not only less trouble for ourselves, but actually better footwear for our customers."

"They Fired Him for Nothin'."

That was the general opinion among the rest of the boys. It happened in winter and that made it all the more tough. The manager was impressed with the remark, and thought it ought not to go unnoticed, so Monday morning he called the clerks together, and said in substance: "I overheard one of you say Saturday night that Frank was fired for nothing. Frank was fired because we found him unwilling to adapt himself to the requirements of this business. He made it a point to act contrary to instructions. For reasons known to him he'd rather fall out than into line. I don't bring you together to make any apology for his discharge, but rather to impress upon you the fact that you are all old enough to know that no man is 'Fired for nothin',' and you certainly ought to be wise enough not to allow yourself to openly express such a criticism."

A Rule That Worked Both Ways.

When he had carefully examined the shoes the physician had brought handed them back saying: "Dem in for repairs the German cobbler shoes ain't worth mending, Doctor."

"Very well, Hans," said the Doctor; "then of course I won't have anything done to them."

"Vell, but I sharge you feefty cents already yet."

"Why, what for?"

"Vy, when I came to see you de ader day you sharged me t'ree dollars for telling me dot dere ain't noddings der matter mit me."

He was Ready to Shift.

"I am surprised," said the parson to a youngster indulging in Sunday-morning fishing, "to find you fishing here, my boy."

"Why?" asked the boy. "D'ye know any place where they bite better, Mister?"



This is Our Trade Mark

It is valuable to us and to you also. To you because it represents continuous shoe satisfaction to your customers.

Many people ask you for shoes branded with our trade mark, others take them when shown without argument, for they know that it means full money value in wear, style and comfort.

Remember this—The recollection of quality remains long after the price is forgotten.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Have
You
Seen
Our
New

Hood and Old Colony Catalog?

Better write for one NOW

It will tell you all about the

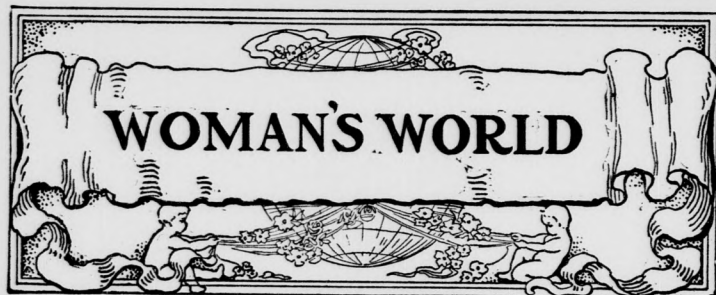
World's Standard Rubber Footwear

Will show styles and prices and our attractive terms

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



A Plea for Equal Rights at Home.

Written for the Tradesman.

So long as parents are human they are liable to err, but is it necessary to go on committing blunders that are as old as the race? Is it impossible to learn anything from the mistakes of others? For example, isn't it time to saw off on allowing the favored child in a family to be regarded as the whole thing?

In England there is the ancient law of primogeniture by which property and titles go to the oldest son. We have discarded all that. So far as I know, in every state in the Union children all share alike in the division of unwilld property. This shows that theoretically we mean to be just. In the eyes of the law all children stand on an equality; it is at the bar of family judgment that discriminations are made. It is not in the post mortem distribution of parental goods but in the ante mortem distribution of parental favor and esteem that injustice frequently occurs.

It isn't that in most homes one child has more to eat or more or better to wear than another. It is that one is regarded as talented or smart and another as commonplace; one as a beauty and another as plain. Pedestals are set up, the geniuses and beauties are placed thereon, and it is expected that the less fortunate will render homage. Even as in the time of Jacob of old and his sons, when Joseph dreamed that the sheaves of his brethren were to bow down to his sheaf, it created dissension among them, so the setting up of one child above another causes trouble and heartburnings now.

I am led to give expression to these thoughts which have long been settled convictions of mine by the case of the two Harlan girls, or rather by the aspect that their case has just now unexpectedly taken.

Mildred, the older one, was a very pretty child and in consequence the pride of her mother's heart. Her beauty was constantly commented on in her presence. Before she could hardly talk plainly she would stand before the looking-glass patting her dimpled cheeks and admiring her golden curls. She has grown up retaining the doll-face beauty of her childhood and also her mother's adoration of the same.

Clara, the younger girl, was considered by her parents hopelessly plain, and was made to feel it every hour of her life. She grew up shy and a little awkward. She was unusually bright in her studies at school and as this seemed to be the only field in which her inferiority to her sister was not

constantly thrown up to her, she turned to books for society and solace. It was Mildred who cared for dress and parties and had admirers; Clara was a student, pale and a trifle stoop-shouldered and always quiet.

Then Aunt Emmeline's invitation came, asking Clara to come and live with her a year, part of the time to be spent in Aunt Emmeline's city home and the remainder in a trip abroad.

The Harlans were astounded, not so much because wealthy Aunt Emmeline had decided to "do something" for them, as because it was Clara that had been chosen as her beneficiary. The mother took it especially hard. "It would do Mildred so much more good!" she sighed. "It would be right in her line. Clara never will be anything but a grind, no matter what opportunities she may have."

Aunt Emmeline is a positive person; when she said Clara she meant Clara. There was nothing to do but prepare the younger daughter for the visit. Mrs. Harlan's maternal pride would not permit that even Clara should go away from home without a suitable wardrobe, but it was with many regrets and not a few tears that the mother saw all that elegant apparel purchased and fashioned for her plainer child. "If only Millie could have the wearing of it!" was her plaint. Neighbors in whose breasts Mrs. Harlan's manifest partiality for Mildred had long rankled rejoiced that "at last Clara Harlan was having some decent clothes."

Clara has just recently returned from her year with Aunt Emmeline. You never would know the girl. In the genial atmosphere of Aunt Emmeline's home her nature expanded—she blossomed out. She is no longer round-shouldered and silent, but erect, vivacious, witty. She is not pretty but she has a style and distinction that far surpass mere prettiness. She possesses depth and richness of mind so that her conversation is not limited to a little chat about football games and theaters.

Clearly it is Mildred who now must look to her laurels. The family, and especially the poor puzzled little mother, don't know what to make of the transformation. Mrs. Harlan can't understand what people see about Clara to go wild over. "Now if it were Mildred—" she begins.

This case of the Harlan girls brings pointedly to notice the fact that the family size-up of a child's capabilities and deficiencies generally is incorrect. It is apt to be way off. There is such a tendency to exaggerate every little trait and consider it a matter of prime importance. John is on the winning

side of a school debate and straightway the home folks are confident that he will be a second Clay or Webster. Mary sings a little—indeed has something of a voice. She will be a Melba or a Schumann-Heink. Henry loses out in a swap of jackknives with another boy. It is summarily decided that Henry never can do any kind of business. He would be swindled out of his eyes. Such examples could be multiplied in any neighborhood.

One reason why it does boys and girls so much good to attend school away from home is that they have a chance to find themselves, as it were. They see how their abilities really do compare with those of others, and learn their strong points and their failings. They no longer see things with the distortion of vision produced by the home atmosphere.

But to return to our subject of allowing one child in a family to be the whole thing. Sometimes this happens for the strangest reasons. The Hennepins always have been poor and obliged to stav on the lower rungs of the social ladder. It was discovered a year or so ago that Charlie Hennepin had a tenor voice. Probably he is not another Caruse, but he sings in the choir of a fashionable church (without salary) and they are making something of him in order to hold him. Mrs. Hennepin is very much set up over it all and makes all the little Hennepins fetch and carry for Charlie. He is a regular czar. Carl Lenwick occupies a similar position in the Lenwick family because he is the star pitcher in one of the local ball teams. He is the overlord and his brothers and sisters are underlings.

Jennie Marshfield went to work in a factory when she was fifteen. Being bright and capable she has advanced steadily until now she is a forewoman earning good pay. Nelly, her younger sister, would have been glad to get out and earn, but she had to stay at home and help mother. Gradually she has taken upon herself all the work of the household, and her services are simply indispensable. Still it is always Jennie's smartness and capability that are praised and dwelt upon. "Jennie earns such a good salary and could get a place anywhere!" This superiority which her parents are so ready to claim for her, coupled with her natural disposition to run things,

have had the effect that might have been expected. What Jennie says goes in the Marshfield family. She decides everything from the style of her mother's hats to the color the house shall be painted. Nelly never is supposed to have a preference or express an opinion.

Parents, don't allow such unfairness. Don't tolerate it, certainly don't encourage it. The old stories of The Ugly Duckling and Cinderella in the ashes might teach you that your children may turn out very differently from what you expect, but even supposing that your estimate of them is entirely correct and one is extra smart, don't set that one above the others. Make each feel that he or she is loved and valued as an individual, and that the achievement of neither wealth nor honors can possibly cause one to be held dearer or as of greater importance than another.

Quillo.

Calumet Baking Powder Company's Kitchen Reminder.

We are in receipt of recent evidence of the Calumet Baking Powder Company's continued ingenuity in the production of something new in the advertising line.

This is their Kitchen Reminder, which is something that will perform a real service to the housewife. It looks at first glance like a calendar, but instead of the usual pages showing the days of the week, it contains a number of sheets showing nearly everything that the average grocer carries, and arranged alphabetically. The housewife checks off the items she needs, tears off the sheet and thus easily makes up her order.

We don't understand just how the Calumet Baking Powder Company proposes to handle this Kitchen Reminder, but we are under the impression that grocers will be supplied with the number they require for their use, and of course the name and address of the grocer should appear upon each Kitchen Reminder given out.—Adv.

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co. Burlington, Vt.

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

The "No Time" Cry.

A thoughtful woman said to me the other day: "The menace of our age is the 'no time' cry."

The notion struck me as exaggerated. My attention once attracted, I kept count of those who in the course of a day and evening told me they had no time.

Believe me or not, every man and woman I met but three either said or implied that they had no time to do the things they would or should do. Of the three exceptions one was a bedridden paralytic, another was a chronic loafer who had outgrown the excuse stage, the third was the busiest, most overworked woman of my acquaintance, the one woman who could have legitimately pleaded "no time."

Even the children seemed smitten with the hurry fever of the age. Why is there no time?

What does all this rushing to get nowhere amount to? Do we accomplish more than did our reposeful ancestors, or is the constant cry for "time, more time" just a phase of the flurry and bustle of the age?

Is there actually no time, or is the formula an excuse to salve our consciences, a hook to fish us out of duties and engagements that do not please us?

Could we not have more time if we fought for it?

Surely all this sense of pressure is not essential. We could steal a bit of leisure each day if we but thought so and be all the better for it in brain, body and soul. All three are over-exercised and growing stale.

Since this is a fighting age, why not put up the strongest fight of all against time monopolies? Think of what we are being robbed!

There is no time to keep well any more. All the health fads, starving, diet, exercise are not precautions but belated effort. Few take time to be well until sickness is forced upon them.

Rests en route are worth a dozen specialists at the end.

What of the time for brain food?

With every educational facility trebled in the last generation, it is a question if mentally we are as well trained as were our fathers.

We are bolting instead of digesting: skim reviews, periodicals, and digests in place of digging to foundation depths; go in for headlines and posters rather than solid facts.

As for our souls, most of us act as if we had none.

Meditation, introspection, thought for the future, or regret for the past is hopelessly out of date.

We hustle along in the present, breathless, anxious, painfully material.

We do not even aspire to the heights, have not time to get there, but are content to grub along with our feet in the mud and eyes never shifted skyward.

What sort of men and women is this "no time" making of us?

Neurasthenic, overwrought, abnormally sensitive beings who shirk trouble, avoid duty, are easily bored and long on excuses.

We miss the big things of life in

pushing after trifles. We urge "no time" placidly, regretfully, or fretfully, never thinking that time can be made and should be made.

And the sad part is no one cares that we fall short of the best by our senseless hurry. We feel vastly superior to our more restful ancestors, take the hustler as the type of success, consider the man or woman who thinks life should be more than an endless chase *efete* or a back number.

If a Jeremiah appears with the courage to sound warning, to signal approach to the danger line, he is despised as a crank or ridiculed.

The "no time" cry not a menace? No one can believe it who studies the trend of the times or is up on moral and health statistics.

Mary Eleanor O'Donnell.

The Brown Leather Era.

The brown leather era has arrived. You're not smart at all if the most of your small belongings are not of brown pelt—real leather, walrus, seal or morocco grain—from your automobile dressing bag fitted with nickel or ivory-backed toilet necessities to your strap bracelet holding a small gold-filled enameled watch. Between these two extremes in leather come innumerable conveniences. One of them, the handy pocket kit, comprises a neat leather case containing a large knife, a small saw, a chisel, a corkscrew and a wrench. Another is a pigskin case containing a flat, flask-like glass, a folding knife, spoon and fork, and a third is a leather combination case lined with silk and containing pockets for handkerchiefs, gloves, veils and pins. Not unlike the last mentioned case, is a silk-lined receptacle for neckwear.

There are three types of sewing case from which to choose. The largest is bag-shaped, closes with a drawstring and contains a pincushion, scissors, cases of needles and reels of thread. Next in size is a satin-lined folding case fitted with a stiletto, tape needle, bodkin and two thread reels. Smallest of all is a brocade-lined sealskin book holding a leaf of needles and a leaf wound with threads.

The Medici Collar.

Medici collars are the last cry in neckwear. You may make them of any sort of lace provided that the mesh is heavy enough to support a milliner's wire under its outer edge, or you may evolve them from chiffon, tulle or gauze ribbon provided that the material is closely plaited or fluted and made to stand far out from the throat at back and sides. In front the Medici tapers into rather sharp points that join several inches below the throat or that run to either side of a V'd or squared neck. It isn't a street collar for Winter but it is a picturesque accessory for an afternoon house frock and attached to a plastron of malines or lace, lends chic to the plainest of blouses.

Fine Fodder.

Big Dog—What do you live on if you reside in a music store?

Little Dog—The boss throws me a few old trombones.

The Message of the Hall.

That the message of the hall shall be kindly and hospitable is of great importance. For the influence of the hall is extensive, since it reaches not only those who cross its threshold but also the outsiders who ring the bell and get but a peep into the interior. This glimpse is often all that callers have by which to judge the homemaker and the influence of the house as a whole. Moreover, first impressions count for much, and it is well through the influence of the hall to prepare the mind to enjoy the charm of the other rooms.

To be sure, there are many kinds of halls. Some of them are little more than vestibules, others are only long, narrow passages, and for these we can do little beyond making them as bright and pleasing as possible by means of the wall treatment. But usually there is a chance to give definite expression to taste and thought.

First let us look at the question from a negative point of view. Let us resolve not to clutter the hall with meaningless ornaments or ugly statues which only suggest insincerity. Let us have no top-heavy tables or frail chairs to hint at unsubstantiality. Let there be nothing so stiff and forbidding as to be inhospitable, or so dark and gloomy as to be depressing.

Let us, on the other hand, have the accessories of the hall chosen primarily for their usefulness. A card tray, a hat brush, a generous jar of matches, a pad and pencil are among the things that prove useful in a hall. A

small table with inviting magazines that can be picked up by the waiting messenger, show a thoughtful and kindly spirit. A plant is a pleasing addition to a room and suggests life. Chairs that offer comfort, a hat rack that is really capable of holding hats and wraps, and a mirror that gets sufficient light, and is not completely hidden by hats and coats, all play their part in the successful hall. And then we must consider the vistas. These should make those who enter the home desirous of seeing more of it.

The hall plays a responsible part in the color scheme of the house. Usually a number of rooms of varying colors open into it. The tones of the hall must draw the rooms together. There must be no clashing colors to detract from the restful atmosphere, but by its neutrality the hall must maintain a harmonious effect.

If a hall is not too small there is often an opportunity to make an attractive little corner. Possibly a window seat built in or a small desk will tend to give the hall that livable appearance that bespeaks home in the best sense.

Dorothy Luke Priestman.

What was the Use?

"Haven't found your dog yet, I hear?" asked Smith of his neighbor Jones.

"No," answered Jones ruefully.

"Well, have you advertised?" asked Smith.

"What's the use?" said Jones; "the dog can't read."

Judson Grocer Company

PURE SUGAR

Pure Sugar is one of the few commodities which has not participated in the upward trend of prices, but on the contrary, sells at a lower price per pound with each succeeding decade. Pure Sugar is the most economical food. Pure Sugar is rich in food value. We sell Pure Sugar only.

THE SUGAR HOUSE

Judson Grocer Company

Grand Rapids, Michigan



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

December Largest Month in Point of Sales.

The opening of the year finds hardware jobbers in fine feeling after the holiday trade, which is reported to be the "largest ever," in cutlery, and kindred lines which go to make up the Christmas season specialties. The result shows that retailers who make a display of these goods and go to just a little effort to push them, will find them valuable profit-bringers at the gift season.

Another cause for congratulation among wholesale hardware merchants is that December was the largest December in point of total sales that was ever known. Proof is found in this that the country is in good condition and that there is a demand normally as well as for holiday merchandise. The latter might be called extraordinary demand.

A third reason for joyfulness is that the trade, since the beginning of the year, is exceptionally good. There has not been time for stock taking, on account of the volume of orders to be cared for. Retailers are calling for supplies with a persistency that will not wait. They are buying a general line of merchandise for immediate use, and the variety contained in their specifications shows that there is demand all along the line.

There bids fair to be an unusually heavy spring trade, and a word of warning in season is that all dealers should lay in their stocks early. This is not speculative buying. It is good sense. The demand is assured and prices are not going to come down. So why not be forehanded and prepared rather than be caught napping, and have to be inconvenienced and inconvenience customers because orders were not in the hands of jobbers in time to receive prompt attention. The best and most thoroughly equipped jobbing house is going to disappoint somebody when all the orders arrive at once. It is not in the power of any establishment to take care of everything at the same time.

Prices have been well maintained at advances, and there is no sign of weakening. Some manufacturers who always adjust selling figures at the beginning of the year, have advanced certain lines. Trade has not been retarded to any extent by stiffened quotations. In some few items where increases have been very marked there has been hesitation on the part

of buyers, but they will have to come to them, for manufacturers are not showing any signs of receding.

Red Paint for Pumps Not Exclusive Right.

The Red Jacket Manufacturing Co., Davenport, Iowa, has recently sent out a circular letter to the trade announcing the fact that that company has secured, as a trademark, the exclusive right to paint its pumps red. Investigations by other manufacturers of pumps have brought to light the fact that this trade-mark was granted on the understanding that the Red Jacket Manufacturing Co. was the only concern selling well pumps painted red, as a trade-mark during the ten-year period beginning February 20, 1895, and ending February 20, 1905.

Inasmuch as several of the other manufacturers have used this color on pumps during this time, the attorneys consulted have advised that the registration of the Red Jacket Co. is invalid. Acting upon their assurance of their rights, some of the manufacturers have announced that they will not discontinue the use of red paints on such pumps as they have painted in this way in the past. They also announce that since the Red Jacket Manufacturing Co.'s trademark is invalid, the trade need feel no hesitancy in handling red pumps made by any manufacturer who chooses to furnish them in this color.

Marking on Bottles or Dishes.

Go to a dental supply house and buy a carborundum point, such as dentists use for technical work. The sort you want is about an inch long and is shaped about like a thick pencil lead. Only costs a few cents. Put it in a regular lead holder, fasten it to a stick, or otherwise make a "pencil" of it, and then just write on the glass as you would on paper with a pencil—only use a little more muscle. Carborundum is synthetic (artificial) ruby, and is next to diamond in hardness.

Making a Dustless Duster.

Take dark cheesecloth, or similar fabric. Soak in crude petroleum over night; then wring out thoroughly; wash repeatedly in hot water until water no longer shows free oil; dry thoroughly. A cloth so prepared will gather and hold dust without harming the most delicate goods to which it may be applied. It may be washed frequently for the removal of the dust which it collects, and will last for several months of average store use.

Just watch how this little new year keeps moving. Move with it.

Foster, Stevens & Co.

Wholesale Hardware

10 and 12 Monroe St. :: 31-33-35-37 Louis St.

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.

1 gal. complete, each.....	\$1.32	} F. O. B. Chicago
1½ gal. complete, each.....	1.67	
3 gal. complete, each.....	2.10	
4 gal. complete, each.....	2.60	

Send your jobber an order to-day for prompt shipment or we can supply you.

O. S. SWITZER & CO., PATENTEES SOLE MFRS. Chicago

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.

Elizabeth Knew.

Uncle Jack, who was visiting them from the West, wished to talk to Elizabeth's father at his office. He could not find the telephone directory and thus appealed to three-year-old Elizabeth for information regarding the telephone number:

"Elizabeth, what does mother ask for when she talks to daddy at his office?" he enquired.

Elizabeth was wise for her days.

"Money," she lisped.

The man who succeeds in business is the man who takes plenty of rest and is careful of his health.

Because you hear some one speak of a criminal lawyer do not think they are all criminals.

About Delivery and Appearance.

There is very little difference of opinion among retail merchants of the better class, no matter whether they are engaged in the sale of shoes, or other lines, as to the importance of appearance, both the appearance of the store itself and the store people. We insist that the impression of neatness in get up and apparel means a lot to our customers, and influences them in our favor. Or if the reverse rule prevails in our establishment, we may take it for granted that it is losing us business right along, and that from people whose business would be of considerable profit to us. All of this is admitted and does not need other comment. But the appearance of one branch of our service is frequently neglected, the delivery.

quently neglected, the delivery.

To be sure, most people who come to the shoe store in any but the largest cities usually take their shoes home with them, but here are called upon more and more frequently to deliver to the house, and I maintain that we want to be just about as particular about the appearance of our messenger as we would of the store itself or of the clerk on the floor or our own.

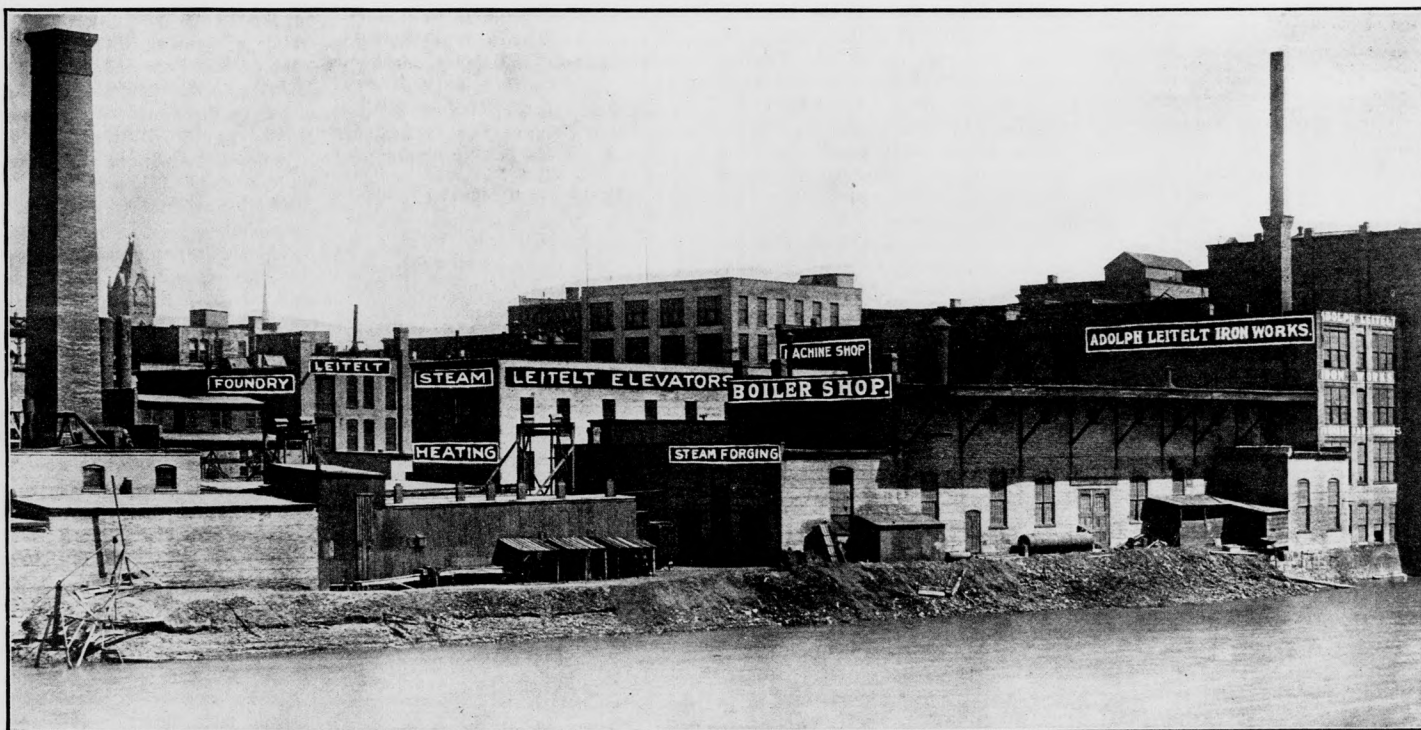
To simply get a boy, at as low a wage as possible to do general errands, including the delivery of shoes where such delivery is called for, and pay no attention to his appearance or his demeanor, is a mistake. In his humble way, the boy of all work is also the representative of the store, and the fact must not

be lost sight of that he is the representative of the store upon occasions when he is not under the eye of the head. It is all the more important therefore that he should be one that would create a favorable impression. It is not necessary to use a uniform or a livery, if this would seem too pretentious for the store; but it is a good rule to see that the applicant for the position dresses neatly and that his manner is not repellent.

George F. Martin, New York.

The barking dog does not bite, but the noise he makes is most annoying. So it is with a grouch.

Parcel post has come. You are still in business. Keep hustling.



ADOLPH LEITELT IRON WORKS

ERIE AND MILL STREETS

Established 1862

Incorporated 1891

GRAND RAPIDS, MICHIGAN

Citizens Phone 4465

Bell Phone M 282

We can furnish you with **FREIGHT ELEVATORS** for any purpose and for either power or hand operation. Let us figure with you and advise you as to the most practical equipment for you to install.

We Make Complete

DOUBLE BELT ELEVATORS

(Line Shaft Drive)

SINGLE BELT ELEVATORS

(Electric Motor Drive)

HAND POWER ELEVATORS

CARRIAGE AND AUTOMOBILE LIFTS

(Power and Hand)

HYDRAULIC LIFTS

(Direct Plunger Type)

Our freight elevators are in extensive use. They are mechanically right in every detail. They give continuous satisfactory service under the most severe usage. They are built of the best materials.

Take up the elevator question with us. Let us send you our Catalogue B and other descriptive matter. Write now for this and any other information you want.



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Grand Junior Counselor—E. A. Welch, Kalamazoo.
Grand Past Counselor—Geo. B. Craw, Petoskey.
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News and Gossip of the Grand Rapids Boys.

Grand Rapids, Jan. 20—We wish to call attention to the dancing party to be held next Saturday night by the travelers in Herald hall. If you want a good time, attend one of these parties and we know you will be pleased.

E. Grossman, of Cleveland, announces the engagement of his daughter, Anna, to Joseph S. Major, of this city. Mr. Major is a member of the firm of Grombacher & Major, furnishes and hatters on Monroe avenue. We are glad to see Joe settle down and wish him success and happiness. We will all take a La Valla Rosa when it takes place.

We were pleased Saturday to receive a call from J. J. Berg, who has made his home in South Bend for the last two years. Mr. Berg has secured a position with Hollweg & Reese, Indianapolis, importers of china and aluminum ware. Mr. Berg has moved his family back to this city and lives at 1014 Caulfield avenue, S. W. In behalf of No. 131, we welcome him and his family. Here is hoping that we shall have another worker for the convention June 13 and 14.

We enjoyed reading the article written by Brother Richter in last week's Tradesman, telling what the U. C. T. will do for its members. There are a few traveling men in our city who are paying out their money to \$9 insurance companies. If any of you have not read the article referred to, we advise you to do so and get wise and join the order that will do so much for you and your family.

In last week's issue one of our items was one line short. We enter this again so the boys will know who George is: We saw Geo. E. McConnell last Saturday with his hand in a bandage. He slipped on an icy walk. Of course, he is a member of 131 and is amply protected for such an accident. Think it over, some of our trav-

eling friends. Better get busy and take out a policy with the U. C. T., one of the grandest orders in the world.

Last week we named two travelers who were about ready to join No. 131. We are going to name two more who will need one or two treatments before they can see the real good in the order of the U. C. T. Now, don't be a bit backward, boys, talk right up to them. They are Frank E. Walters, with W. P. Williams, furniture supplies, of this city, and Edwin M. Wheeler, who calls on the drug trade.

Here is one that beats the Pere Marquette: A brother traveler was telling us about his experience traveling on the Arcadia & Betsey River Railway, which runs between Arcadia and Copemish. Our friend boarded the train at Copemish, a terminal of the road. The train was due to leave at 11:30 a. m. Time dragged until 12:30. The conductor, happening along, was asked the cause of the delay, whereupon he replied: "You see this morning we brought two women from Arcadia to do some trading. We have looked the town over, but can't find them anywhere. So we'll have to wait until they come."

Wm. D. Bosman.

Chirpings From the Crickets.

Battle Creek, Jan. 20—Brother Putney, of Kalamazoo Council, has severed his connection with the Kalamazoo branch of the Worden Grocer Co. Jack Randolph, of this city, has severed his connection with the Bour Coffee Co., Chicago.

Our Senior Counselor, J. N. Riste, is the proud possessor of a beautiful diamond stick pin he won in a contest put on by his house. We all knew Norman had lots of ability and are glad to see this gift recognized by his employers. Next time, Norman, hope you'll win an automobile.

H. W. Ireland, of our Council, starts to-day to call on trade for Keyes-Davis Co., of this city. Herbert will work Michigan for a time. He has his samples all arranged and is ready to show the many merits of his company's products. Brother Ireland has had lots of road experience and we know he will make a valuable man for this concern. The best wishes for success to you, Herb, comes from all the boys and we hope you may be home so that you and your good wife can be with us at all our social gatherings.

John Q. Adams paid an official visit to Saginaw Council last Saturday night. We missed John at our regular meeting, but knew he was doing his duty at Saginaw.

Brother C. C. Steele read several

official communications from our Grand Counselor.

Our regular meeting last Saturday night, January 18, was one of those affairs which we pull off which makes the boys proud of 253, also their wives, who are glad that they have husbands who belong and attend such live meetings of such an organization as the U. C. T. We had the ladies with us again and such a time! Progressive pedro, lunch and general social session. Our business was full of interest. At our next regular meeting we will entertain Kalamazoo and Lansing councils. The entertainment committee will work out the details at once, so that we can have our invitations in the hands of the secretaries of our neighboring councils at their next regular meeting. No. 253 has fine quarters and everything to do with and we want our brothers from Kalamazoo and Lansing to come over in goodly numbers and enjoy our hospitality.

L. Pierce, of the firm of Ewing & Pierce, at Climax, is on an Eastern trip. Guy Pfander.

Juicy Jottings From Jackson Council.

Jackson, Jan. 20—H. M. Dickinson visited his old home town, Colton, for a day or two last week. Mr. Dickinson is a grocer on East Main street and enjoys a good business.

We hear much of the days of opportunities as being past. Some would have us think that the big corporations make it impossible for the small dealer to exist and make any headway, financially. Others say that it is impossible to do business in the small town, without extending credit and being content with a limited volume and that principally what is left after the mail order houses get the cream. Don't believe it, but take a little trip down to Homer. Here you will find Hunter & Co., dealers in groceries, crockery and wall paper. For thirteen years they have sold goods for "spot cash," paid "spot cash," identified themselves with public enterprises and fully proved the fallacies of some of the present day possibilities. Opportunities are still with us. The American Grocer, New York, (issue of Jan. 15) tells us in a few words, how E. A. Stowe, the editor of this journal, has both improved and created opportunities. It is inspiring to read tributes of this nature, especially to those of us who can claim Mr. Stowe as an asset to the citizenship of our own State. Mr. Stowe and Michigan are both to be congratulated for this mention in the American Grocer.

The writer knows of many traveling salesmen who have improved opportunities and have been faithful to their calling for a long term of years, without getting their names in print. We shall try to mention some of them in the near future.

Spurgeon.

Not the Same.

"No, no, you mustn't kiss me," she said, as he drew her close to him. "Mother objects to kissing."

"Well, dear, I'm not going to kiss her."

Wafted Down From Grand Traverse Bay.

Traverse City, Jan. 20—The Hotel Purple, at Brutus, has been closed for the winter.

It is rumored that the P. M. R. R. will issue a new time card Sunday, Jan. 26, which will favor us with a morning train to Petoskey.

Geo. Creech is able to be on the job again and is carrying a grip for John Fitch. We are glad to see you out once more.

Mrs. Wm. Sheeler, formerly of our city but now of Jackson, is confined to her bed with illness and we hope for a speedy recovery. Bill is feeling fine, so it has been reported.

Hans Hansen, formerly with the Dayton Spice Co., now boosts for Puhl, Webb Co., of Chicago. Best of wishes, Hans.

Jack Arata will cover the territory on the Petoskey division in the interests of Armour & Company, which was formerly covered by Bill Vandermade, Bill having been transferred to the Traverse City territory vacated by Mr. O'Brien.

The Hotel Gabrion, at Elmira, has made a decided improvement. The landlord now supports a fine black mustache.

We are all pleased to see Joe Mathews, of Luther, flash his left hand when he hands you the pen to register since he supports such a flashy diamond. Santa Claus must have been very thoughtful this year.

C. L. Moody, of the Pellston Mercantile Co., of Pellston, has left for an extended visit to the Pacific coast and expects to be gone three months. This is really the first pleasure trip he has taken since he located at Pellston, about ten years ago, and the boys all feel that Charles is entitled to same and hope he will have a pleasant trip and a safe return. Charles is a good scout and tenders the boys the finest of treatment.

Remember the regular U. C. T. meeting next Saturday evening.

Another one of the winter's series of parties given by our local Council was held last Friday evening and everyone reports a fine time. The next will be held January 31.

Fred C. Richter.

Not the Substantial Kind.

The Pullman porter stood before the traveling man in an expectant attitude.

"Well, George," said the traveler, "can I give you anything?"

"Whatever your generosity permits, sir," answered the porter.

"Well, boys," replied the traveler, turning to his companions and winking, "let's give the porter three cheers."

It Didn't Matter to Him.

"Oh, thank you," said a lady to a laborer who gave her his seat in a crowded car; "thank you very much."

"That's all right, Mum," was the cheerful rejoinder. As the lady seated herself he added: "Some men never get up unless a woman's young an' pretty, but you see, Mum, it makes no difference to me."

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, Jan. 20.—G. W. Pfitzinger, representing the W. Bingham Co., wholesale hardware, Cleveland, who has made Calumet his headquarters for several years, in the mining supply department, has resigned his position to take immediate effect.

John A. Burder has resigned his position with the Carlton Hardware Co., at Calumet. His future plans are not stated.

We regret to announce that death has claimed another familiar figure among the traveling boys of the Northern Peninsula in the person of L. Saxon, of Marinette, who was a veteran traveler for Carpenter-Cook Co. of Menominee. Mr. Saxon had been with this company ever since it was organized, twenty-two years ago. Mr. Saxon was 65 years of age and is survived by a widow and two sons. We will miss his familiar face and his genial ways and Mrs. Saxon and family may be assured that they have the sympathy of the Upper Peninsula traveling boys.

Anson P. Miner, managing director and cashier of the Miners' National Bank, at Ishpeming, and a pioneer resident, passed away after a week's illness on Jan. 12. Mr. Miner was considered one of the shrewdest and most farsighted financiers in the Upper Peninsula and his judgment in these matters seldom erred. He began his banking career in Chicago, previous to the great fire, as an office boy and rose to the position of cashier. Soon after the fire, on account of failing health, he left for the West, where he spent several years roughing it in the plains district. When his health was restored, he returned to Chicago and became connected with the First National Bank of that city and later resigned that position to accept the management of the bank at Ishpeming with which he was connected at the time of his death, having come here in 1883. His success in this undertaking needs no comment as the business under his management has continually grown by leaps and bounds and the bank is to-day one of the most solid institutions in the Upper Peninsula. He was born in Illinois and was 67 years of age. His widow and one daughter, Miss Mary, survive. The body was taken to Chicago for interment, the funeral being under Masonic auspices. Mrs. Miner and daughter have the sympathy of the entire country.

We are pleased to report that L. C. Dingle, representing the National Biscuit Co., of Chicago, has completely recovered from his recent illness of several weeks' duration and is again on the warpath, telling the story of Uneeda biscuits.

We hear a great many favorable reports of the Hotel Point Comfort, at Rapid River. The boys all tell us that this is the most restful and hospitable hotel in Cloverland and that its management is as much up-to-date as it could be, considering a small town. They have discarded the much-hated roller towel and use in-

dividual towels only. The comfort of its guests in every detail is the constant study of the management. It is well named.

Loyal O'Leary, formerly with E. R. Godfrey Sons Co., has accepted the position made vacant by the resignation of George Dion as traveling representative of the Duluth Superior Milling Co. We consider that the milling company is to be congratulated on securing the services of Mr. O'Leary, as he possesses the natural fiber of a good salesman, is well liked among his trade in his former connection, is a hustler and a good fellow generally. We know he will make good and the traveling boys of the Upper Peninsula wish him every good luck. Success to you, Loyal.

We people here in Marquette are very much pleased with Governor Ferris' action in re-naming Mr. E. C. Anthony on the prison board, because we interpret it to mean that this will continue our esteemed fellow townsman, Mr. James Russell, as Warden of the prison here. Mr. Russell is unquestionably not only the best prison warden Marquette prison ever had, but the best warden that the State of Michigan ever had. That is saying a great deal, but we make the statement advisedly, after due and conscientious investigation. He is an expert criminologist and student of penology and his reputation as such is now nation wide. His advice has been sought very far beyond the confines of his own State and it would, indeed, be a serious loss to the State to lose the experience and ability of so great a man in his line.

We rejoice with the people of Baraga that their village is to take a new lease of life, as Si. Clements, formerly superintendent of the Nestor Lumber Co., which ceased operations here last fall, has procured a lease of the sawmill and will operate same the coming season. A short time ago it was stated that the Nestor Co. would not operate in the woods this winter, nor the mill next season, which sounded like the death knell of Baraga; but with such a live wire as Si. Clements, the gloomy clouds have passed.

The annual meeting of the Upper Peninsula Development Bureau will be held at Marquette, Feb. 4. It is understood that its President, Thornton A. Green, of Ontonagon, one of the most energetic and aggressive hustlers that ever struck this Peninsula, is not to accept a re-election, his immense and growing lumber interests demanding his time. This will be a signal loss to the Bureau, but it is fortunate in having a man at its elbow who possesses the energy, who has the means at his disposal and who can afford to give it the necessary time and who is also a hustler, whose heart and soul is in the work—Alton T. Roberts, of this city—who will, in all probability, be elected President. Mr. Roberts has been First Vice President since the organization of the Bureau two years ago. He is eminently qualified for the position and will make every move count.

On account of certain recent de-

velopments, I find it necessary to explain and announce that while my occupation is that of a commercial traveler and while I am a member in good standing and an officer of U. P. Council, No. 186, and desire to add that my heart and soul is in the U. C. T. and its welfare, and I hope always will be, I am not the "official scribe" of any council, nor was my name ever brought up before my council in any such way. This correspondence is a private matter as to arrangement between Mr. Stowe and myself and, as far as the U. C. T. is concerned, I am—as I desire to be—a free lance. I act entirely on my own initiative and responsibility and I do not consider that I owe any responsibility to the Council of which I am a member, or they me, for anything I may at any time write. Therefore, if I say anything good at any time, give me the credit and if I say anything to displease, give me hades. I reiterate my request to Mr. Stowe when I sent him my first contribution that he is at liberty at all times to exercise his unquestioned right of censorship over any article I may write to him at any time.

Ura Donald Laird.

Bracing Breezes From Muskegon.

Muskegon, Jan. 20.—We agree with you when you say "it is easier to look thoughtful than it is to deliver the thoughts." This is one of the obstacles than confronts us just as we are about to make our initial bow as contributor to the Tradesman columns. As obstacles are only things to be overcome, we will just look wise and go ahead.

One of our dear brothers told us a day or two ago that if we put his name in the Tradesman he would "knock our block off." Not that he has anything against us or the Tradesman. It is his extreme modesty and abnormal appetite for baked apples that makes him feel that way. As we have a very high regard for that particular part of our anatomy which points straight toward the zenith, we are almost tempted to refrain from mentioning the name of E. C. Welton.

The Stulp Hardware Co., of Muskegon, is erecting a fine new store building which they expect to occupy about March 1. We congratulate the company for the enterprise that has prompted it to make such a fine improvement to the street. We wish you success.

W. C. Hughes, of Muskegon, who for several years has been employed by the Towner Hardware Co., has recently accepted a position with the Buhl Sons Co., of Detroit. We are not at all worried about such a change, for Bill will make good any place.

Some of the boys have recently learned that our big Senior Counselor carries a bottle with him when working in dry territory. The contents of the bottle are not of an intoxicating nature, however. The mystery of the smoking car is, Who put the milk in Bill Engle's coat?

A. J. Rankin, of Shelby, has recently moved into his new store. It is one

moved into his new store. It is one of the most up-to-date hardware stores in Western Michigan and would be a credit to any city. Evidently Mr. Rankin thinks there is nothing too good for Shelby.

We notice occasionally some comments on hotels that are not up to the standard. If it is good to censure the bad ones, I think we should not overlook the good ones. The village of Montague can well be proud of White Lake Inn. They serve meals that melt in your mouth and taste good while they melt. In fact, the place is first class in every way.

Brother A. W. Stevenson, of Muskegon, sustained injuries from a fall upon the ice one day last week and he claims, for a day or two, it was more comfortable to take his meals standing. We recommend the massage treatment.

The members of Muskegon Council, No. 404, are looking forward to our next meeting, when we will entertain some of the Grand Council officers. When it comes to entertaining, we think we know just how to do it. Anyone who doubts our ability along that line can ask those who have enjoyed our hospitality. Our Council meets the third Saturday of each month. Come and see us. We will show you how it is done.

J. H. L.

Three members of Post A, T. P. A. have recently sustained injuries. E. C. Leavenworth, city salesman for the Standard Oil Company, slipped on the icy steps of a store at the north end and bruised his face and arms. He received one week's indemnity. Wm. P. Powell recently punctured the artery in his wrist and is receiving partial liability. Geo. Fox, of South Haven, while on his way to his Christmas dinner, was run away with and sustained painful injuries to his shoulder. He was paid for three week's disability. There are 115 members of Post A and these are the only injuries the members have received for a year.

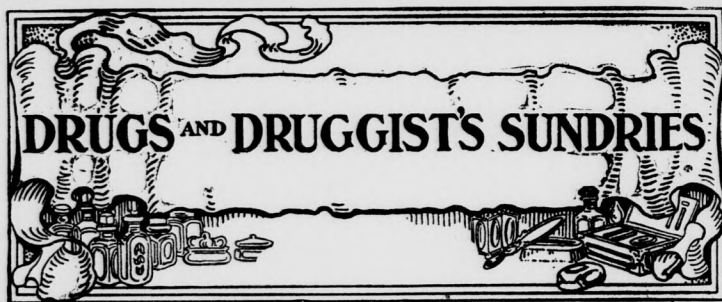
Death of Mrs. Bullen.

The sympathy of the fraternity will go out to Mr. H. D. Bullen, the well-known traveling salesman of Lansing and correspondent of the Tradesman, whose wife passed away very suddenly, following an operation, on Jan. 11. The funeral services were held at the residence of the deceased at Lansing. The interment was at Aurelius the former home of the deceased.

Detroit—Wm. Tegge & Co., manufacturer of cigars, has merged its business into a stock company under the same style with an authorized capital stock of \$100,000, of which \$80,000 has been subscribed, \$2,472.15 being paid in in cash and \$77,527.85 in property.

Perry—The Shelby Dairy Co. is installing the machinery and will have their creamery in operation about Feb. 1.

Detroit—The capital stock of the Federal Motor Truck Co. has been increased from \$100,000 to \$200,000.



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

Michigan State Pharmaceutical Association.
President—Henry Riechel, Grand Rapids.
First Vice-President—F. L. Thatcher, Ravenna.
Second Vice-President—E. E. Miller, Traverse City.
Secretary—Von W. Furniss, Nashville.
Treasurer—Ed. Varnum, Jonesville.
Executive Committee—D. D. Alton, Fremont; Ed. W. Austin, Midland; C. S. Koon, Muskegon; R. W. Cochrane, Kalamazoo; D. G. Look, Lowell; Grant Stevens, Detroit.

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

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

Druggists Making Use of Parcels Post.

Inasmuch as the big catalogue houses of Chicago, New York and St. Louis are paying big dividends to their stockholders they have evidently found the mail order business to be a profitable one, and it is, without a doubt.

Two things are principally responsible for the vast amount of business done annually by such concerns as Sears, Roebuck & Co. and Montgomery Ward & Co.—low prices and clever advertising. It makes no difference, for the purpose of this article, whether the quality is there or not—we know, of course, that frequently it isn't, and that when it comes to downright merit, few, if any, mail order goods can compete with the standard set and maintained by reputable druggists.

The writer has no accurate knowledge of what Sears, Roebuck & Co., for instance, spend annually in getting out their mammoth catalogues and in their newspaper and magazine advertising; but he has been told that it ran up into the hundreds of thousands of dollars.

In order to be profitable, this advertising must pay for itself, and more than that, bring big returns. That it does, is a certainty, for unless it did, they would have been out of business long ago.

Now, if the retail druggists want to profit from Parcels Post they must copy mail order advertising methods. Let us, therefore, analyze a page from a catalogue house located in St. Louis in order to see how they do it. This page is a salesman for the rubber goods handled by the concern in question. It is for the purpose of selling hot-

water bottles, fountain syringes, breast pumps and other rubber sundries, most of which are of unknown makes, at substantial prices.

It does sell goods because the advertisement pertaining to each article is well written, and each advertisement is illustrated with a cut of the article. There are twenty-seven separate advertisements on this page, which measures 7½ by 9½ inches. Twenty-five small cuts are printed, each cut standing out very distinctly. Here is a sample on this page:

HOT WATER BOTTLE.

XR24. Made of heavy white rubber. Quality and Strength guaranteed. Price we quote is half dealers ask. No Family should be without a hot water bottle.

Price, 2 qt. 79 cts.

Price, 3 qt. 89 cts.

Price, 4 qt. 99 cts.

This is a fair sample of all the advertisements on that page. There is nothing advertised there that the average druggist can not sell cheaper. Take the hot-water bottle for instance. No druggist, in his right senses, would think of charging \$1.59 plus 1 cent for each of the 11 ounces, the mailing weight, for a bag of the same quality. Yet this concern sells thousands of these bags at a good profit—because it advertises them.

And that is just what the druggist must do if he wants to make parcels post his servant instead of his master—advertise, and do it right.

Make liberal use of cuts. Write to the manufacturers whose goods you want to feature and ask them to lend you the necessary halftone cuts; most of them will be very willing to do so. Plan a series of 12 or 24 or 52 circulars to be sent to your customers—and to the other fellows, if you want to. If possible, get cuts three or four months ahead so that you can use care in preparing the reading matter to accompany each.

The size of the circular is a matter of individual choice, but a sheet the size of a page from a mail order catalogue—7½ by 9½ inches—is a good size.

A good plan to carry out is to obtain a copy of a mail order catalogue and show it to your local printer, leaving it to him to arrange a "layout"—the technical term for the grouping of reading matter and cuts.

Make your circulars contrastive, i. e., use plenty of black type to bring out the points you want to emphasize, using large letters for headings.

Advertise seasonable goods; toilet creams for winter chaps, tonics for spring, etc.

Push the goods which pay you the

best profits; the necessity for that, of course, is almost obvious; but a reminder is never out of place, especially in an important matter like this.

In each circular impress upon your customers that your goods are the best, you can serve them quickly and better than any mail order house and that you can meet the price of any such concern, giving better quality for the same or less money. As a general thing this can be done easily, especially when it is made known to the customer that a great deal of the stock handled by catalogue houses are "seconds." More especially is this true of rubber goods; defects which the druggist would not overlook are passed by the buyers for the mail order firms, because lower prices are made in big quantities—a temptation which the buyers can not pass up.

A scheme which is being used with good effect by grocers who, more than any other class of small tradesmen, are hit by mail order competition, is the making of displays in their windows of the same combination offers made by mail order houses, showing the public how easy it is for the grocer to sell the same or better goods at lower prices and insuring prompt delivery.

In the grocery trade of the catalogue houses it is customary to sell a hundred pounds of sugar at much less than the cost to the retailer, the order for sugar being filled only if an assortment of baking powder, extracts and other supplies are taken, the game being to make up the loss on sugar by the enormous profits on the other articles. To beat this the grocers make the same combinations and show the public the scheme as it is worked.

Many grocers also use circulars to expose these tricks, making up the circular by having the explanation printed in medium-sized, black-faced type in the center of the page and grouping their advertised goods about that.

It might not be a bad idea for druggists to do something of the same kind, calling attention to the poor quality of goods bought sight-unseen from mail order firms, though this must be done tactfully or it may defeat the purpose in view. T. W. Lawson.

Observations Recorded By a Practical Druggist.

When a large woman of the steam roller pattern with red hair and a wart on her proboscis appendage asks for "red percipity" it should not be labeled mercuric oxide.

The best drug store window trimming is the goods. Fill the windows if you have to empty the shelves.

The drug clerk who moves as though he feared he would give the seismograph St. Vitus' dance should learn that slow motion is a misfortune and not an accomplishment.

A business without accurately kept records is a piece of very unsystematic guess work.

When a newspaper man tackles pharmacy his so-called editorial looks timore fire. and in the matter of meteoric display of misinformation and virgin ignorance he qualifies as chief of the bonehead division. When some crooked pill peddler in New

York gets pinched for vending narcotics the press, that moulder of destinies, begins to grind out oceans of longprimer with great streaks of yellow in it and every knight of the mortar and pestle between Augusta and Galveston gets sprayed with editorial tabasco just prior to being offered up on the altar of orange-colored journalism.

Who does the prescription belong to? How old is Ann? and Who will be Dr. Wiley's successor? are some of the pharmaceutical enigmas that even laboratory analysis fails to solve.

The proprietor who reprimands his clerks in the presence of customers will soon have neither.

It has been said that serum therapy would gradually do away with the retail drug store. But many of us, owing probably to our inferior mentality, are unable to discover the battle-ground on which typho-bacterin and safety razors are to meet in mortal combat. And we see no chance for anti-streptococcic serum to get the best of the old reliable ice cream soda with plenty of chocolate in it, and as for any of these bugicides putting the ham sandwich out of the running there is nothing doing.

The rhymesmiths of the country have so far failed to dig out anything that makes a poetical hitch with phenyldimethylasopyrazolin.

A lazy proprietor with inefficient help are a combination that hold the world's record for reaching bankruptcy without wasting time.

Work is the panacea for most business ills.

His Veracity.

Jim Slocum, of Montgomery county, was called as a witness to impeach the testimony of a man in that county. Jim was asked if he was acquainted with the reputation of the witness for truth and veracity. Jim said that he guessed maybe he was.

"Is it good or bad?"

"Well," said Jim. "I don't want to do the man no injustice, but I will say that if his neighbors were to see him looking as if he was dead they would want some corroborative evidence before they would be willing to bury him."

Protecting Himself.

"You admit then," inquired the Magistrate severely, "that you stole the pig?"

"I has to Boss," said the prisoner.

"Very well," returned the Magistrate, with decision; "there has been a lot of pig-stealing going on around here lately and I am going to make an example of you, or none of us will be safe."

Evening Matters Up.

At an evening party which had kept up quite late a gentleman was asked to sing. Very thoughtfully he said he was willing, but as it was so late it might disturb the neighbors next door.

"Oh, never mind the neighbors!" cried the young lady of the house. "It will serve them just right. They poisoned our dog last week."

WHOLESALE DRUG PRICE CURRENT

Acids		Cubebs	@4 50	Digitalis	@ 60
Acetic	6 @ 8	Erigeron	@2 50	Gentian	@ 60
Boric	10 @ 15	Eucalyptus	75 @ 85	Ginger	@ 60
Carbolic	24 @ 28	Hemlock, pure	@1 00	Gualac	@ 60
Citric	45 @ 50	Juniper Berries	@1 25	Gualac Ammon.	@ 70
Muriatic	1 1/4 @ 5	Juniper Wood	40 @ 50	Iodine	@1 00
Nitric	5 1/2 @ 10	Lard, extra	85 @1 00	Iodine, Colorless	@1 25
Oxalic	13 @ 16	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/4 @ 5	Lavender Flowers	@4 00	Iron, clo	@ 60
Tartaric	38 @ 42	Lavender Garden	85 @1 00	Kino	@ 75
Ammonia		Lemon	4 00 @4 50	Myrrh	@ 60
Water 26 deg.	6 1/2 @ 10	Linseed, boiled bbl	@ 48	Nux Vomica	@ 50
Water 18 deg.	4 1/2 @ 8	Linseed, raw bls.	@ 47	Opium	@2 00
Water 14 deg.	3 1/2 @ 6	Linseed, boiled less	49 @ 54	Opium Camph.	@ 75
Carbonate	13 @ 16	Mustard, true	4 50 @6 00	Opium, Deodor'd	@2 25
Chloride	12 @ 15	Mustard, artif'l	2 75 @3 00	Rhubarb	@ 75
Balsams		Neatsfoot	80 @ 85	Paints	
Copaiba	70 @ 75	Olive, pure	2 50 @3 50	Lead, red, dry	7 1/2 @ 10
Fir (Canada)	1 00	Olive, Malaga,	1 60 @1 75	Lead, white dry	7 1/2 @ 10
Fir (Oregon)	25 @ 35	Olive, Malaga,	1 50 @1 65	Lead, white oil	7 1/2 @ 10
Peru	20 @2 40	Orange, sweet	4 00 @4 50	Ochre, yellow bbl	1 @ 1 1/4
Tolu	1 25 @1 40	Organum, pure	1 25 @1 50	Ochre, yellow less	2 @ 5
Berries		Organum, com'l	50 @ 75	Putty	2 1/2 @ 5
Cubeb	65 @ 75	Pennyroyal	2 25 @2 50	Red Venetian bbl	1 @ 1 1/2
Fish	15 @ 20	Peppermint	@3 75	Red Venetian, less	2 @ 1 1/2
Juniper	6 @ 10	Rose, pure	16 00 @18 00	Shaker, Prepared	1 50 @1 60
Prickley Ash	40 @ 50	Rosemary Flowers	90 @1 00	Vermillion, Eng.	90 @1 00
Barks		Sandalwood, E. I.	6 25 @6 50	Vermillion, Amer.	15 @ 20
Cassia (ordinary)	25	Sassafras, true	80 @ 90	Whiting, bbl.	1 @ 1 1/2
Cassia (Saigon)	65 @ 75	Sassafras, artif'l	45 @ 50	Whiting	2 @ 5
Elm (powd. 25c)	25 @ 30	Spearment	6 00 @6 50	Insecticides	
Sassafras (pow. 30c)	@ 25	Sperm	90 @1 00	Arsenic	6 @ 10
Soap (powd. 25c)	@ 15	Tansy	4 75 @5 00	Blue Vitrol, bbl.	@ 6 1/2
Extracts		Tar, USP	25 @ 35	Blue Vitrol less	7 @ 10
Licorice	24 @ 28	Turpentine, bls.	@4 50	Bordeaux Mix Pst	8 @ 15
Licorice powdered	25 @ 30	Turpentine, less	52 @ 58	Hellebore, white	15 @ 20
Flowers		Wintergreen, true	@5 00	Insect Powder	20 @ 35
Arnica	18 @ 25	Wintergreen, sweet	2 00 @2 25	Lead Arsenate	8 @ 16
Chamomile (Ger.)	25 @ 35	Wintergreen, art'l	50 @ 60	Lime & Sulphur	15 @ 25
Chamomile (Rom.)	40 @ 50	Wormseed	@6 00	Solution, gal	15 @ 20
Gums		Wormwood	@8 00	Paris Green	15 @ 20
Acacia, 1st	40 @ 50	Potassium		Miscellaneous	
Acacia, 2nd	35 @ 40	Bicarbonate	15 @ 18	Acetanallid	30 @ 35
Acacia, 3d	30 @ 35	Bichromate	13 @ 16	Alum	3 @ 5
Acacia, Sorts	@ 20	Bromide	40 @ 50	Alum, powdered and	5 @ 7
Acacia, Powdered	35 @ 40	Carbonate	12 @ 15	Alum, ground	5 @ 7
Aloes (Barb. Pow)	22 @ 25	Chlorate, xtal and	12 @ 16	Bismuth Subni-	2 10 @2 25
Aloes (Cape Pow)	20 @ 25	Chlorate, granular	16 @ 20	trate	2 10 @2 25
Aloes (Soc. Powd.)	40 @ 50	Cyanide	30 @ 40	Borax xtal or	6 @ 12
Asafoetida	1 00 @1 25	Iodide	2 85 @2 90	powdered	@ 12
Asafoetida, Powd.	@1 50	Permanganate	15 @ 30	Cantharadics powd.	@1 25
U. S. P. Powd.	2 00	Prussiate yellow	30 @ 35	Calomel	1 25 @1 35
Camphor	55 @ 60	Prussiate, red	50 @ 60	Capsicum	20 @ 25
Gualac	35 @ 40	Sulphate	15 @ 20	Caroline	@3 50
Gualac, Powdered	40 @ 50	Roots		Cassia Buds	@ 40
Kino	@ 40	Alkanet	15 @ 20	Cloves	25 @ 30
Kino, Powdered	@ 45	Blood, powdered	20 @ 25	Chalk Prepared	6 @ 8 1/2
Myrrh	@ 40	Calamus	35 @ 40	Chalk Precipitated	7 @ 10
Myrrh, Powdered	@ 50	Elecampane, powd	15 @ 20	Chloroform	38 @ 48
Opium	7 50 @7 75	Gentian, powd.	12 @ 15	Chloral Hydrate	1 25 @1 45
Opium, Powd.	8 75 @9 00	Ginger, African	15 @ 20	Cocaine	4 15 @4 35
Opium, Gran.	8 75 @9 00	Ginger, powdered	15 @ 20	Cocoa Butter	50 @ 60
Shellac	25 @ 30	Ginger, Jamaica,	20 @ 25	Corks, list, less 70%	@ 85
Shellac, Bleached	30 @ 35	Ginger, Jamaica,	22 @ 28	Copperas bbls cwt	@ 5
Tragacanth	1 00 @1 25	powdered	22 @ 28	Copperas, less	2 @ 5
Tragacanth, Pow	60 @ 75	Goldenseal, powd.	@6 50	Copperas, Powd.	4 @ 6
Turpentine	10 @ 15	Ipecac, powd.	2 75 @3 00	Corrosive Sublim.	1 25 @1 40
Leaves		Licorice	12 @ 15	Cream Tartar	28 @ 35
Buchu	1 85 @2 00	Licorice, powd.	12 @ 15	Cuttlebone	25 @ 35
Buchu, Powd.	2 00 @2 25	Licorice, powdered	25 @ 30	Dextrine	7 @ 10
Sage, bulk	18 @ 25	Poke, powdered	20 @ 25	Emery, all Nos.	6 @ 10
Sage, 1/2s Loose	20 @ 25	Rhubarb	75 @1 00	Emery, powdered	5 @ 8
Sage, Powdered	25 @ 30	Rhubarb, powd.	75 @1 25	Epsom Salts, bbls	@ 1 1/2
Senna, Alex.	25 @ 30	Rosinweed, powd.	25 @ 30	Epsom Salts, less 2 1/2	@ 5
Senna, Tinn.	15 @ 20	Sarsaparilla, Hond.	@ 45	Ergot	1 50 @1 75
Senna, Tinn, Pow.	20 @ 25	ground	@ 45	Flake White	1 80 @2 00
Uva Ural	10 @ 15	Sarsaparilla Mexican,	25 @ 30	Formaldehyde lb.	12 @ 15
Oils		ground	20 @ 25	Gambier	6 @ 10
Almonds, Bitter,	6 00 @6 50	Squills	40 @ 60	Gelatine	35 @ 45
Almond, Bitter,	@1 75	Squills, powdered	40 @ 60	Glassware, full cases 80%	
Almonds, Sweet,	80 @1 00	Tumeric, powd.	12 @ 15	Glassware, less 70 & 10%	
Almond, Sweet,	40 @ 50	Valerian, powd.	25 @ 30	Glauber Salts bbl.	@ 1 1/4
Amber, crude	25 @ 30	Seeds		Glauber Salts less	2 @ 5
Amber rectified	40 @ 50	Anise	15 @ 20	Glue, brown	11 @ 15
Anise	2 00 @2 25	Anise, powdered	22 @ 25	Glue, brown grd	10 @ 15
Bergamot	@8 00	Bird, ls	7 @ 8	Glue, white	15 @ 25
Cajeput	@ 75	Canary	6 @ 8	Glue, white grd	15 @ 20
Cassia	1 50 @1 75	Caraway	12 @ 15	Glycerine	21 @ 30
Castor, bls. and	12 1/2 @ 15	Cardamom	1 60 @1 75	Hops	50 @ 80
Cedar Leaf	@ 85	Celery	35 @ 40	Indigo	85 @1 00
Citronella	@ 60	Coriander	10 @ 15	Iodine	3 75 @4 00
Cloves	1 75 @2 00	Dill	18 @ 20	Iodoform	4 80 @5 00
Cocunut	18 @ 20	Fennell	@ 30	Lead Acetate	12 @ 15
Cod Liver	1 00 @1 25	Flax	4 @ 8	Lycopodium	60 @ 75
Cotton Seed	70 @ 85	Flax, ground	4 @ 8	Mace	80 @ 90
Croton	@1 60	Poenugreek, pow.	6 @ 10	Mace, powdered	90 @1 00
Tinctures		Hemp	5 @ 7	Menthol	13 00 @14 00
Aconite	@ 60	Lobelia	@ 10	Mercury	85 @ 90
Aloes	@ 60	Mustard, yellow	9 @ 12	Morphine, all brd	4 55 @4 80
Arnica	@ 60	Mustard, black	20 @ 25	Nux Vomica	@ 10
Asafoetida	@1 00	Mustard, powd.	20 @ 25	Nux Vomica pow	@ 15
Belladonna	@ 60	Poppy	15 @ 20	Pepper, black pow	20 @ 25
Benzoil	@ 75	Quince	@1 00	Pepper, white	25 @ 35
Benzoil Compound	@ 90	Rape	6 @ 10	Pitch, Burgundy	10 @ 15
Buchu	@ 90	Sabadilla	25 @ 30	Quassia	10 @ 15
Cantharadics	@ 75	Sabadilla, powd.	35 @ 45	Quinine, all brds	21 1/2 @31 1/2
Capsicum	@ 60	Sunflower	6 @ 8	Rochelle Salts	20 @ 25
Cardamom	@ 75	Worm American	15 @ 20	Saccharine	2 00 @2 20
Cardamom, Comp.	@ 75	Worm Levant	30 @ 35	Salt Peter	7 1/2 @ 12
Catechu	@ 60	Soaps		Selditz Mixture	20 @ 25
Cinchona	@ 60	Aconite	@ 60	Soap, green	15 @ 20
Colchicum	@ 75	Aloes	@ 60	Soap, mott castile	10 @ 15
Cubebs	@ 75	Arnica	@ 60	Soap, white castile	@6 25



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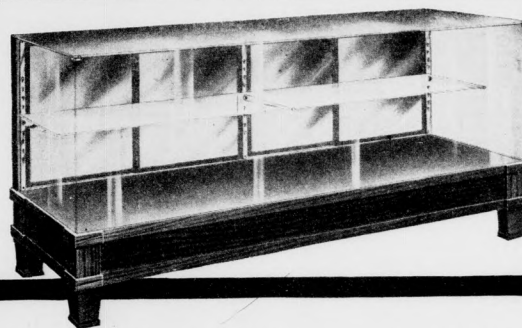
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ADVANCED

Olives—Bulk
Salt

DECLINED

Dried Apples
Fruit Jars
Lima Beans
Mixed Candy
Pecans

Index to Markets

By Columns

		1		2	
		AMMONIA		Clams	
		12 oz. ovals 2 doz. box	Doz. 75	Little Neck, 1lb.	@1 00
		AXLE GREASE		Little Neck, 2lb.	@1 50
		Frazers		Clam Bouillon	
		1lb. wood boxes, 4 doz.	3 00	Burnham's, 1/2 pt.	2 25
		1lb. tin boxes, 3 doz.	2 35	Burnham's, pts.	3 75
		3 1/2 lb. tin boxes, 2 doz.	4 25	Burnham's qts.	7 50
		10lb. palls, per doz.	6 00	Corn	
		15lb. palls, per doz.	7 20	Fair	75 @ 90
		25lb. palls, per doz.	12 00	Good	1 00 @ 1 10
		BAKED BEANS		Fancy	@1 30
		No. 1, per doz.	45 @ 90	French Peas	
		No. 2, per doz.	75 @ 1 40	Monbadon (Natural)	2 45
		No. 3, per doz.	85 @ 1 75	per doz.	2 45
		BATH BRICK		Gooseberries	
		English	95	No. 2, Fair	1 50
		BLUING		No. 2, Fancy	2 35
		Jennings'		Hominy	
		Condensed Pearl Bluing		Standard	85
		Small C P Bluing, doz.	45	Lobster	
		Large C P Bluing, doz.	75	1 lb.	2 50
		BREAKFAST FOODS		1 lb.	2 25
		Apetizo, Biscuits		Picnic Tails	2 75
		Bear Food, Pettijohns	1 95	Mackerel	
		Cracked Wheat, 24-2	2 50	Mustard, 1lb.	1 80
		Cream of Wheat, 36-2	4 50	Mustard, 2lb.	2 30
		Cream of Rye 24-2	3 00	Soused, 1 1/2 lb.	1 60
		Egg-O-See Wheat	2 75	Soused, 2lb.	2 75
		Posts Toasties, T.	2 80	Tomato, 1lb.	1 50
		No. 2	2 80	Tomato, 2lb.	2 80
		Posts Toasties, T.	2 80	Mushrooms	
		No. 3	2 80	Hotels	@ 15
		Farinose, 24-2	2 70	Buttons, 1/2	@ 14
		Grape Nuts	2 70	Buttons, 1	@ 25
		Grape Sugar Flakes	2 50	Oysters	
		Sugar Corn Flakes	2 50	Cove, 1lb.	90 @
		Hardy Wheat Food	2 25	Cove, 2lb.	1 60 @
		Postma's Dutch Cook	2 75	Plums	
		Holland Rusk	3 20	Plums	90 @ 1 35
		Kellogg's Toasted Rice	3 30	Pears in Syrup	1 50
		Kellogg's Toasted Rice	3 30	No. 3 cans, per doz.	1 50
		Kellogg's Toasted Wheat	2 80	Peas	
		Biscuit	3 30	Marrowfat	@ 1 15
		Krinkle Corn Flake	1 75	Early June	@ 1 25
		Malt Breakfast Food	4 50	Early June sifted	1 45 @ 1 55
		Maple Flakes	2 50	Peaches	
		Maple Corn Flakes	2 50	Pie	90 @ 1 25
		Minn. Wheat Cereal	3 75	No. 10 size can pie	@ 3 35
		Algrain Food	4 25	Pineapple	
		Ralston Wheat Food	4 50	Grated	1 75 @ 2 10
		Ralston Wht Food 10c	1 45	Sliced	90 @ 2 60
		Saxon Wheat Food	2 50	Pumpkin	
		Shred Wheat Biscuit	3 60	Fair	80
		Triscuit, 18	1 90	Good	90
		Pillsbury's Best Corn	4 25	Fancy	1 60
		Post-Tavern Special	2 80	Gallon	2 15
		Quaker Puffed Rice	4 25	Raspberries	
		Quaker Puffed Wheat	2 85	Standard	@
		Quaker Brkfst Biscuit	1 90	Salmon	
		Quaker Corn Flakes	1 75	Warrens, 1 lb. Tall	2 30
		Victor Corn Flakes	2 20	Warrens, 1 lb. Flat	2 40
		Washington Crisps	1 85	Red Alaska	1 65 @ 1 75
		Wheat Hearts	90	Pink Alaska	1 35 @ 1 45
		Wheatena	4 50	Sardines	
		Evapor'd Sugar Corn	90	Domestic, 1/2	2 75
		BROOMS		Domestic, 1 lb. Mustard	2 75
		Parlor	3 00	Domestic, 1/2 Mustard	2 75
		Jewel	3 70	French, 1/2	1 80 @ 2 35
		Winner	4 25	Shrimps	
		Whittier Special	4 55	Dunbar, 1st. doz.	1 20
		Parlor Gem	3 75	Dunbar, 1 1/2 doz.	2 25
		Common Whisk	1 00	Succetash	
		Fancy Whisk	1 25	Fair	90
		Warehouse	4 00	Good	1 20
		BRUSHES		Fancy	1 25 @ 1 40
		Scrub		Strawberries	
		Solid Back, 8 in.	75	Standard	2 95
		Solid Back, 11 in.	95	Fancy	2 25
		Pointed Ends	85	Tomatoes	
		Stove		Good	1 15
		No. 3	90	Fancy	1 35
		No. 2	1 25	No. 10	3 50
		No. 1	1 75	CARBON OILS	
		Shoe		Barrels	
		No. 8	1 30	Perfection	@ 1 1 1/2
		No. 7	1 30	D. S. Gasoline	@ 1 1 1/2
		No. 4	1 70	Gas Machine	@ 2 7 1/2
		No. 3	1 90	Deodor'd Nap'a	1b 19
		BUTTER COLOR		Cylinder	25 @ 34 1/2
		Dandelion, 25c size	2 00	Engine	16 @ 22
		Paraffine, 6s	10	Black, winter	8 @ 10
		Paraffine, 12s	10	CATSUP	
		Wicking	20	Snider's pints	2 25
		CANNED GOODS		Snider's 1/2 pints	1 35
		Apples		CHEESE	
		3lb. Standards	@ 90	Acme	@ 19
		Gallon	2 50 @ 2 75	Bloomington	@ 18 1/2
		Blackberries		Carson City	@ 18
		2 lb. Standards	1 50 @ 1 90	Hopkins	@ 18
		Standards	5 00	Riverside	@ 18
		Beans		Brick	@ 19
		Baked	85 @ 1 30	Leiden	@ 15
		Red Kidney	85 @ 90	Limburger	@ 19
		String	70 @ 1 15	Pineapple	40 @ 50
		Wax	75 @ 1 25	Edam	@ 85
		Blueberries		Sap Sago	@ 22
		Standard	1 80	Swiss, domestic	@ 13
		Gallon	6 75		

3

CHEWING GUM.

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
Juicy Fruit	55
Red Robin	55
Sen Sen (Jars 80 pkgs, \$2.20)	55
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	55

CHICORY

Bulk	5
Red	7
Eagle	5
Frank's	7
Scheuer's	6
Red Standards	1 60
White	1 60

CHOCOLATE

Walter Baker & Co.	22
German's Sweet	32
Premium	32
Caracas	23
Hershey's Almond 5c	85
Hershey's Milk, 5c	85
Walter M. Lowney Co.	29
Premium, 1/2s	29
Premium, 1/4s	29

CLOTHES LINE

No. 40 Twisted Cotton	95
No. 40 Twisted Cotton	1 30
No. 40 Twisted Cotton	1 70
No. 40 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 60 Braided Cotton	1 85
No. 60 Braided Cotton	2 25
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	1 00
No. 72 Jute	1 00
No. 61 Sisal	85
Galvanized Wire	per doz.
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10

COCOA

Baker's	37
Cleveland	41
Colonial, 1/2s	35
Colonial, 1/4s	35
Eppe's	42
Hershey's 1/2s	30
Hershey's, 1/4s	28
Huyler	36
Lowney, 1/2s	33
Lowney, 1/4s	33
Lowney, 1/2 lb. cans	33
Lowney, 1/4 lb. cans	33
Van Houten, 1/2s	18
Van Houten, 1/4s	36
Van Houten, 1s	65
Van-Eta	36
Webb	33
Wilber, 1/2s	33
Wilber, 1/4s	33

COCOANUT

Dunham's	per lb.
1/2s, 5lb. case	30
1/2s, 5lb. case	29
1/2s, 15lb. case	29
1/2s, 15lb. case	28
1s, 15lb. case	27
1s & 1/2s 15lb. case	28
Scalloped Gems	10
1/2s & 1/4s palls	16
Bulk, palls	14 1/2
Bulk, barrels	12 1/2

COFFEES, ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23
Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23
Fair	24
Choice	25
Choice	25
Fancy	26
Fancy	26
Fair	25
Choice	26
Choice	26
Fancy	28
Fancy	28
Fair	25
Choice	26
Choice	26
Fancy	28
Fancy	28

Private Growth

Private Growth	26 @ 30
Mandling	31 @ 35
Aukola	30 @ 32
Short Bean	25 @ 27
Long Bean	24 @ 25
H. L. O. G.	26 @ 28
Fair	24
Fancy	26
Spot Market, Strong	26
Spot Market, Weak	24
New York Basis	24 75
Arbuckle	24 75
Lion	24 50
McLaughlin's XXXX	24 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to V. P. P.	
McLaughlin & Co., Chicago.	

4

Extract

Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONS

Stick Candy	Palls
Standard	8 1/2
Standard H H	8 1/2
Standard Twist	9
Jumbo, 32 lb.	8
Extra H H	11
Boston Cream	14
Big Stick, 30 lb. case	9

Mixed Candy

Grocers	7
X L O	7 1/2
Special	10
Conserve	8 1/2
Royal	8
Ribbon	14
Broken	8 1/2
Cut Loaf	9 1/2
Leader	8 1/2
Kindergarten	11
French Cream	9
Hand Made Creams	17
Premio Cream mixed	14
Paris Cream Bon Bons	10

Fancy-In Palls

Fancy-In Pails	
Gypsy Hearts	14
Coco Bon Bons	14
Fudge Squares	14
Peanut Squares	17
Sugared Peanuts	12
Salted Peanuts	12
Starlight Kisses	13
Lozenges, plain	11
Champion Chocolate	12

6	7	8	9	10	11
<p>Superba 8 1/2 Triumph Cakes 16 Vanilla Wafers 17 Wafer Jumbles can 18 Waverly 10</p> <p>In-er Seal Goods per doz. Albert Biscuit 1.00 Animals 1.00 Arrowroot Biscuit 1.00 Baronet Biscuit 1.00 Bremner's Butter 1.00 Wafers 1.00 Cameo Biscuit 1.00 Cheese Sandwich 1.00 Chocolate Wafers 1.00 Cocoanut Dainties 1.00 Dinner Biscuits 1.00 Faust Oyster Crackers 1.00 Fig Newton 1.00 Five O'clock Tea 1.00 Frotana 1.00 Ginger Snaps, N. B. C. 1.00 Graham Crackers, Red Label, 10c size 1.00 Graham Crackers, Red Label, 5c size 1.00 Lemon Snaps 1.00 Oatmeal Crackers 1.00 Old Time Sugar Cook 1.00 Oval Salt Biscuit 1.00 Oysterettes 1.00 Premium Sodas 1.00 Pretzletes, Hd. Md. 1.00 Royal Toast 1.00 Rykon Biscuit 1.00 Saltine Biscuits 1.00 Saratoga Flakes 1.00 Social Tea Biscuit 1.00 Sultana Fruit Biscuit 1.00 Soda Crackers N B C 1.00 Soda Crackers Select 1.00 S. S. Butter Crackers 1.00 Uneda Biscuit 1.00 Uneda Jinder Waffer 1.00 Uneda Lunch Biscuit 1.00 Vanilla Wafers 1.00 Water Thin Biscuit 1.00 Zu Zu Ginger Snaps 1.00 Zwieback 1.00</p> <p>Other Package Goods Barnum's Animals 50 Chocolate Tokens 2.50 American Beauty 2.50 Ginger Snaps 2.50 Butter Crackers, NBC family package 2.50 Soda Crackers, NBC family package 2.50 Fruit Cake 3.00 Cracker Meal 75</p> <p>In Special Tin Packages. Per doz. Festino 2.50 Minaret Wafers 1.00 Nabisco, 25c 2.50 Nabisco, 10c 2.50 Champagne Wafer 2.50</p> <p>Per tin in bulk Sorbetto 1.75 Nabisco 1.50 Festino 1.50 Bent's Water Crackers 1.40</p> <p>CREAM CARTAR Barrels or drums 33 Boxes 34 Square Cans 36 Fancy caddies 41</p> <p>DRIED FRUITS Apples Evaporated, Choice bulk 6 1/2 Evaporated, Fancy pkg. 7 1/2 California 12@14 Apricots Corsican 15 Citron Currants 9 1/2 Imp'd 1 lb. pkg. 9 1/2 Imported, bulk 9 1/2 Peaches Muirs—Choice, 25 lb. b 9 Muirs—Fancy, 25 lb. b 10 Fancy, Peeled, 25 lb. b 18 Pearl Lemon, American 12 1/2 Orange, American 12 1/2 Raisins Cluster, 20 cartons 2.25 Loose Muscatels 3 Cr 5 1/2 Loose Muscatels 4 Cr 6 L. M. Seeded, 1 lb. 7@7 1/2 California Prunes 90-100 25lb. boxes 6 80-90 25lb. boxes 6 1/2 70-80 25lb. boxes 7 60-70 25lb. boxes 7 1/2 50-60 25lb. boxes 8 40-50 25lb. boxes 9 FARINACEOUS GOODS Beans California Lima 7 1/2 Michigan Lima 6 Med. Hand Picked 2.45 Brown Holland 1.75 Farina 25 lb. packages 1.50 Bulk, per 100 lbs. 4.00 Original Holland Rusk Packed 12 rolls to container 3 containers (36) rolls 2.85 5 containers (60) rolls 4.75 Hominy Pearl, 100 lb. sack 2.00 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2.50 Pearl Barley Chester 3.00 Empire 3.75</p>	<p>Peas Green, Wisconsin, bu. 2.30 Green, Scotch, bu. 2.25 Split, lb. 2.5</p> <p>Sago East India 5 German, sacks 5 German, broken pkg.</p> <p>Taploca Flake, 100 lb. sacks 5 Pearl, 130 lb. sacks 5 Pearl, 36 pkgs. 2.25 Minute, 36 pkgs. 2.75</p> <p>FISHING TACKLE 1/4 to 1 in. 6 1 1/4 to 2 in. 7 1 1/2 to 2 in. 9 2 in. 11 3 in. 20</p> <p>Cotton Lines No. 1, 10 feet 5 No. 2, 15 feet 7 No. 3, 15 feet 9 No. 4, 15 feet 10 No. 5, 15 feet 11 No. 6, 15 feet 12 No. 7, 15 feet 15 No. 8, 15 feet 18 No. 9, 15 feet 20</p> <p>Linen Lines Small 20 Medium 26 Large 34</p> <p>Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80</p> <p>FLAVORING EXTRACTS Jennings D C Brand Terpenese 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 doz. 1.50 Extract Mexican Vanilla Jennings D C Brand No. 1 F box, per doz. 90 No. 2 F box, per doz. 1.25 No. 4 F box, per doz. 2.25 No. 3 Taper, per doz. 2.00 2 oz. Flat F M per doz. 2.00</p> <p>FLOUR AND FEED Grand Rapids Grain & Milling Co. Winter Wheat Purity Patent 5.70 Seal of Minnesota 4.75 Sunburst 4.75 Wizard Flour 5.00 Wizard Graham 5.00 Wizard Gran. Meal 4.40 Wizard Buckwheat 6.00 Rye 4.40 Valley City Milling Co. Lily White 5.90 Light Logo 5.30 Graham 2.40 Granena Health 2.50 Gran. Meal 1.60 Boiled Med. 1.50 Voigt Milling Co. Graham 4.60 Voigt's Crescent 5.50 Voigt's Flourloigt 5.50 Voigt's Hygienic 4.60 Voigt's Royal 4.90 Watson-Higgins Milling Co. Perfection Flour 5.50 Tip Top Flour 5.10 Golden Sheaf Flour 4.80 Marshall's Best Flour 4.85 Worden Grocer Co. Quaker, paper 5.40 Quaker, cloth 5.50 Quaker Buckwheat bbl 5.40 Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/4s 5.20 American Eagle, 1/4s 5.10 American Eagle, 1/4s 5.00 Spring Wheat. Roy Baker Golden Horn, family 4.75 Golden Horn, bakers 4.65 Wisconsin Rye 3.75 Judson Grocer Co. Ceresota, 1/4s 5.50 Ceresota, 1/4s 5.70 Ceresota, 1/4s 5.60 Worden Grocer Co. Wingold, 1/4s cloth 5.50 Wingold, 1/4s cloth 5.40 Wingold, 1/4s cloth 5.30 Wingold, 1/4s paper 5.35 Wingold, 1/4s paper 5.30 Bakers' Patent 5.15 Wykes & Co. Sleepy Eye, 1/4s cloth 5.70 Sleepy Eye, 1/4s cloth 5.60 Sleepy Eye, 1/4s cloth 5.50 Sleepy Eye, 1/4s paper 5.50 Sleepy Eye, 1/4s paper 5.50 Meal Bolted 4.20 Golden Granulated 4.40 Wheat Red 1.10 White 1.10 Oats Michigan carlots 36 Less than carlots 38 Corn Carlots 52 Less than carlots 56 Hay Carlots 13.00</p>	<p>Less than carlots 15.00 Feed. Street Car Feed 33 No. 1 Corn & Oat Feed 33 Cracked corn 32 Coarse corn meal 32</p> <p>FRUIT JARS Mason, qts., per gro. 4.00 Mason, qts., per gro. 4.40 Mason, 1/2 gal. per gro. 6.75 Mason, can tops, gro. 1.40</p> <p>GELATINE Cox's, 1 doz. large 1.75 Cox's, 1 doz. small 1.00 Knox's Sparkling, doz. 1.25 Knox's Sparkling, gr. 14.00 Knox's Acidu'd. doz. 1.25 Nelson's 1.50 Oxford 1.50 Plymouth Rock, Phos. 1.75 Plymouth Rock, Plain 90</p> <p>GRAIN BAGS Broad Gauge 18 Amoskeag 19</p> <p>HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25</p> <p>HIDES AND PELTS Hides Green, No. 1 11 Green, No. 2 10 Cured, No. 1 12 1/2 Cured, No. 2 11 1/2 Calfskin, green, No. 1 15 Calfskin, green, No. 2 13 1/2 Calfskin, cured, No. 1 16 Calfskin, cured, No. 2 14 1/2</p> <p>Pelts Old Wool @ 30 Lamb's 50@1.00 Shearings 50@1.00</p> <p>Tallow No. 1 @ 5 No. 2 @ 4</p> <p>Wool Unwashed, med. @ 20 Unwashed, fine @ 15</p> <p>HORSE RADISH Per doz. 90</p> <p>JELLY 5lb. pails, per doz. 2.20 15lb. pails, per pail 48 30lb. pails, per pail 90</p> <p>JELLY GLASSES 1/4 pt. in bbls, per doz. 15 1/2 pt. in bbls, per doz. 16 8 oz. capped in bbls, per doz. 18</p> <p>MAPLEINE 2 oz. bottles, per doz. 3.00</p> <p>MINCE MEAT Per case 2.85</p> <p>MOLASSES New Orleans Fancy Open Kettle 42 Choice 35 Good 22 Fair 20 Half barrels 2c extra</p> <p>MUSTARD 1/4 lb. 6 lb. box 16</p> <p>OLIVES Bulk, 1 gal. kegs 10@1.15 Bulk, 2 gal. kegs 10@1.15 Bulk, 5 gal. kegs 95@1.10 Stuffed, 8 oz. 1.35 Stuffed, 14 oz. 2.25 Pitted (not stuffed) 14 oz. 2.25 Manzanilla, 8 oz. 90 Lunch, 10 oz. 95 Lunch, 16 oz. 2.25 Queen, Mammoth, 19 oz. 4.25 Queen, Mammoth, 23 oz. 5.75 Olive Chow, 2 doz. cs, per doz. 2.25</p> <p>PICKLES Medium Barrels, 1,200 count 7.75 Half bbls, 600 count 4.38 5 gallon kegs 2.00 Small Barrels 9.50 Half barrels 5.25 5 gallon kegs 3.00 Gherkins Barrels 14.50 Half barrels 7.75 5 gallon kegs 3.00 Sweet Small Barrels 14.50 Half barrels 8.00 5 gallon kegs 3.25</p> <p>PIPES Clay, No. 216, per box 1.75 Clay, T. D., full count 60 Cob 90</p> <p>PLAYING CARDS No. 90, Steamboat 75 No. 15, Rival, assorted 1.25 No. 20, Rover, enam'd 1.50 No. 572, Special 1.75 No. 98, Golf, satin fin. 2.00 No. 808, Bicycle 2.00 No. 632, Tourist's 2.25</p> <p>POTASH Babbitt's 4.00</p> <p>PROVISIONS Barreled Pork Clear Back 22.00@23.00</p>	<p>Short Cut Clear 21 00@21 50 Bean 19 50@20 00 Brisket, Clear 21 00@22 00 Pig 22 00@23 00 Clear Family 26 00</p> <p>Dry Salt Meats S P Bellies 13</p> <p>Lard Pure in tierces 11 1/2@12 Compound Lard 8 1/2@8 1/2 80 lb. tubs advance 1/2 50 lb. tubs advance 1/2 20 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1 8 lb. pails advance 1</p> <p>Smoked Meats Hams, 12 lb. av. 15 1/2@16 Hams, 14 lb. av. 15 1/2@16 Hams, 16 lb. av. 14 1/2@15 Hams, 18 lb. av. 14 1/2@15 Skinned Hams 15 Hamm, dried beef sets 20@20 1/2 California Hams 11 1/2@12 Picnic Balled Hams 15 Boiled Hams 23@23 1/2 Minced Ham 12 1/2@13 Bacon 16@16 1/2</p> <p>Sausages Bologna 9 1/2@10 Liver 7 1/2@8 Frankfort 10@10 1/2 Cured 13@14 Veal 11 Tongue 11 Headcheese 9</p> <p>Beef Boneless 17.00 Rump, new 19.00</p> <p>Pig's Feet 1/2 bbls. 1.00 1/4 bbls. 2.00 1/2 bbl. 4.00 1 bbl. 8.00</p> <p>Tripe Kits, 15 lbs. 90 1/2 bbls. 1.60 1/4 bbls. 3.00</p> <p>Casings Hogs, per lb. 35 Beef, rounds, set 17@18 Beef, middles, set 90@95 Sheep, per bundle 80</p> <p>Uncolored Butterine Solid Dairy 12@16 Country Rolls 12 1/2@18</p> <p>Canned Meats Corned beef, 2 lb 4.20 Corned beef, 1 lb 2.20 Roast beef, 2 lb 4.20 Roast beef, 1 lb 2.20 Potted Ham, 1/2 50 Potted Ham, 1/4 50 Deviled Ham, 1/2 50 Deviled Ham, 1/4 50 Potted Tongue, 1/2 50 Potted Tongue, 1/4 50</p> <p>RICE Fancy 6@6 1/2 Japan Style 5@5 1/2 Broken 4@4 1/2</p> <p>ROLLED OATS Rolled Avena, bbls. 4.35 Steel Cut, 100 lb. sks. 2.25 Monarch, bbls. 4.10 Monarch, 90 lb. sacks 1.10 Quaker, 1 Regular 1.45 Quaker, 20 Family 4.00</p> <p>SALAD DRESSING Columbia, 1/2 pt 2.25 Columbia, 1 pint 4.00 Durkee's, large, 1 doz. 4.50 Durkee's, small, 2 doz. 5.25 Snider's, large, 1 doz. 2.35 Snider's, small, 2 doz. 1.35</p> <p>SALERATUS Packed 60 lbs. in box Arm and Hammer 3.00 Wyandotte, 100 lbs. 3.00</p> <p>SAL SODA Granulated, bbls. 80 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs. 1.25</p> <p>SALT Common Grades 100 3 lb. sacks 2.60 70 4 lb. sacks 2.40 60 5 lb. sacks 2.40 28 10 lb. sacks 2.25 56 lb. sacks 4.00 28 lb. sacks 2.00</p> <p>Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20</p> <p>Solar Rock 56 lb. sacks 25</p> <p>Common Granulated, Fine 1.05 Medium, Fine 1.10</p> <p>SALT FISH Cod Large, whole @ 7 1/2 Small, whole @ 7 Strips or bricks 7 1/2@10 1/2 Pollock @ 4 1/2</p> <p>Halibut Strips 15 Chunks 16</p> <p>Holland Herring Y. M. wh. hoop bbls. 12.00 Y. M. wh. hoop 1/2 bbl. 6.50 Y. M. wh. hoop kegs 72</p>	<p>Y. M. wh. hoop Milchers Kegs 75 Queen, bbls. 11.00 Queen, 1/2 bbls. 6.15 Queen, kegs 68</p> <p>Trout No. 1, 100 lbs. 7.50 No. 1, 40 lbs. 3.25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75</p> <p>Mackerel Mess, 100 lbs. 16.50 Mess, 40 lbs. 7.00 Mess, 10 lbs. 1.85 Mess, 8 lbs. 1.50 No. 1, 100 lbs. 10.00 No. 1, 40 lbs. 6.60 No. 1, 10 lbs. 1.25</p> <p>Whitefish 100 lbs. 9.75 50 lbs. 5.25 10 lbs. 1.12 8 lbs.92 40 lbs. 4.65 10 lbs. 2.10 8 lbs.75</p> <p>SEEDS Anise 14 Canary, Smyrna 5 Caraway 10 Cardomom, Malabar 1.20 Celery 40 Hemp, Russian 5 Mixed Bird 5 Mustard, white 8 Poppy 16 Rape 6 1/2</p> <p>SHOE BLACKING Handy Box, large 3 dz 3.25 Handy Box, small 1.50 Bixby's Royal Polish 85 Miller's Crown Polish 85</p> <p>SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars 43</p> <p>SODA Boxes 5 1/2 Kegs, English 4 1/2</p> <p>SPICES Whole Spices Allspice, Jamaica 9 Allspice, large Garden 11 Cloves, Zanzibar 27 Cassia, Canton 14 Cassia, 5c pkg. doz. 25 Ginger, African 9 1/2 Ginger, Cochinch 14 1/2 Mace, Penang 70 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Mixed, 5c pkgs. doz. 45 Nutmegs, 70-80 30 Nutmegs, 105-110 22 Pepper, Black 15 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian 45</p> <p>Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 25 Cassia, Canton 12 Ginger, African 18 Mace, Penang 75 Nutmegs, 75-80 35 Pepper, Black 16 Pepper, White 35 Pepper, Cayenne 24 Paprika, Hungarian 45</p> <p>STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lb. pkgs. 5 1/2 Muzzy, 40 lb. pkgs. 5 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 lbs. 6 1/2 Silver Gloss, 12 lbs. 6 1/2 Muzzy 45 lb. packages 5 16 lb. packages 4 1/2 12 lb. packages 6 50 lb. boxes 3 1/2</p> <p>SYRUPS Corn Half barrels 28 Blue Karo, No. 2 1.80 Blue Karo, No. 2 1/2 2.06 Blue Karo, No. 5 2.10 Blue Karo, No. 10 2.00 Red Karo, No. 2 1.91 Red Karo, No. 2 1/2 2.40 Red Karo, No. 5 2.35 Red Karo, No. 10 2.25</p> <p>Pure Cane Fair 16 Good 20 Choice 25</p> <p>TABLE SAUCES Halford, large 3.75 Halford, small 2.25</p> <p>TEA Japan Sundried, medium 24@26 Sundried, choice 30@33 Sundried, fancy 35@40 Basket-fired, medium 30 Basket-fired, choice 37 Basket-fired, fancy 40@43 Nibs 30@32 Siftings 10@12 Fannings 14@15</p> <p>Gunpowder Moyune, medium 35 Moyune, choice 38</p>	<p>Moyune, fancy 50@60 Pingsuey, medium 33 Pingsuey, choice 35 Pingsuey, fancy 50@58</p> <p>Young Hyson Choice 30 Fancy 40@50</p> <p>Oolong Formosa, Fancy 50@60 Formosa, medium 28 Formosa, choice 35</p> <p>English Breakfast Medium 25 Choice 30@35 Fancy 40@60</p> <p>India Ceylon, choice 30@35 Fancy 45@50</p> <p>TOBACCO Fine Cut Blot 1.45 Bugle, 16 oz. 8.84 Bugle, 10c 11.00 Dan Patch, 8 and 16 oz. 32 Dan Patch, 4 oz. 11.52 Dan Patch, 2 oz. 5.76 Fast Mail, 16 oz. 7.80 Hawatha, 16 oz. 60 Hawatha, 5c 5.40 May Flower, 16 oz. 9.36 No Limit, 8 oz. 1.78 No Limit, 16 oz. 3.56 Ojibwa, 8 and 16 oz. 40 Ojibwa, 10c 11.10 Ojibwa, 5c 1.85 Petoskey Chief, 7 oz. 2.00 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 7.76 Sweet Cuba, canister 9.16 Sweet Cuba, 5c 5.76 Sweet Cuba, 10c 9.92 Sweet Cuba, 1 lb. tin 4.90 Sweet Cuba, 16 oz. 4.80 Sweet Cuba, 1/2 lb. foil 2.75 Sweet Burley 5c L&D 5.28 Sweet Burley, 8 oz. 2.45 Sweet Burley, 24 lb. 4.90 Sweet Mist, 1/2 gro. 5.70 Sweet Mist, 3 oz. 11.10 Sweet Mist, 8 oz. 35 Telegram, 5c 5.76 Tiger, 5c 6.00 Tiger, 25c cans 2.35 Uncle Daniel, 1 lb. 2.35 Uncle Daniel, 1 oz. 2.25</p> <p>Plug Am. Navy, 16 oz. 32 Apple, 10 lb. butt 38 Drummond Nat Leaf, 2 and 5 lb. 60 Drummond Nat Leaf, per doz 96 Battle Ax 23 Bracer, 6 and 12 lb. 30 Big Four, 6 and 16 lb. 32 Boot Jack, 2 lb. 86 Boot Jack, per doz. 86 Bullion, 16 oz. 46 Climax, Golden Twins 48 Climax, 14 1/2 oz. 48 Climax, 7 oz. 47 Days' Work, 7 & 14 lb. 62 Creme de Menthe, lb. 62 Derby, 5 lb. boxes 28 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. F., 12 & 24 lb. 56 Granger Twist, 6 lb. 46 G. T. W., 10 1/2 & 21 lb. 36 Horse Shoe, 6 & 12 lb. 45 Honey Dip Twist, 5 & 10 lb. 45 Jolly Tar, 5 & 8 lb. 40 J. T., 5 1/2 & 11 lb. 35 Kentucky Navy, 12 lb. 32 Keystone Twist, 6 lb. 45 Kismet, 6 lb. 48 Maple Dip, 20 oz. 25 Merry Widow, 12 lb. 32 Nobby Spun Roll 6 & 3 58 Parrot, 12 lb. 34 Parrot, 20 lb. 28 Patterson's Nat. Leaf 93 Peachee, 6-12 & 24 lb. 40 Plover, 5 lb. 45 Piper Heidsick, 4 & 7 lb. 69 Piper Heidsick, per doz. 98 Polo, 3 doz., per doz. 48 Red Lion, 6 & 12 lb. 30 Scrapple, 2 & 4 doz. 48 Sherry Cobbler, 8 oz. 32 Spear Head, 12 oz. 44 Spear Head, 14 1/2 oz. 47 Spear Head, 7 oz. 47 Sq. Deal, 7, 14 & 28 lb. 28 Star, 6, 12 & 24 lb. 48 & 30 lb. 34 Ten Penny, 6 & 12 lb. 31 Town Talk, 14 oz. 80 Yankee Girl, 6, 12 & 24 30</p>

SPECIAL PRICE CURRENT

12

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

Smoking

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

13

Pilot, 7 oz. doz. 1 05
 Pilot, 14 oz. doz. 2 10
 Prince Albert, 10c 96
 Prince Albert, 8 oz. 4 92
 Prince Albert, 16 oz. 8 40
 Queen Quality, 5c 48
 Rob Roy, 5c foil 5 90
 Rob Roy, 10c gross 10 20
 Rob Roy, 25c doz. 2 10
 Rob Roy, 50c doz. 4 12
 S. & M., 5c gross 5 76
 S. & M., 14 oz. doz. 3 20
 Soldier Boy, 5c gross 5 95
 Soldier Boy, 10c 10 56
 Soldier Boy, 1 lb. 4 80
 Sweet Caporal, 1 oz. 60
 Sweet Lotus, 5c 6 00
 Sweet Lotus, 10c 12 00
 Sweet Lotus, per doz. 4 85
 Sweet Rose, 2 1/4 oz. 30
 Sweet Tip Top, 5c 2 00
 Sweet Tip Top, 2 1/2 oz. 28
 Sweet Tips, 1/4 gro 10 85
 Sun Cured, 10c 11 75
 Summer Time, 5c 5 74
 Summer Time, 7 oz. 1 65
 Summer Time 14 oz. 3 50
 Standard, 2 oz. 5 90
 Standard, 3 1/2 oz. 2 38
 Standard, 7 oz. 1 68
 Seal N. C., 1 1/2 cut plug 70
 Seal N. C., 1 1/2 Gran 63
 Three Feathers, 1 oz. 63
 Three Feathers, 10c 10 20
 Three Feathers and 20
 Pipe combination 2 25
 Tom & Jerry, 14 oz. 3 60
 Tom & Jerry, 7 oz. 1 80
 Tom & Jerry, 3 oz. 8 75
 Trout Line, 5c 5 95
 Trout Line, 10c 10 60
 Turkish, Patrol, 2-9 5 74
 Tuxedo, 1 oz. bags 48
 Tuxedo, 2 oz. tins 96
 Tuxedo, 4 oz. cart 64
 Tuxedo, 16 oz. tins 64
 Twin Oaks, 10c 94
 Union Leader, 50c 5 06
 Union Leader, 25c 2 55
 Union Leader, 10c 11 60
 Union Leader, 5c 5 95
 Union Workman, 1 1/2 5 76
 Uncle Sam, 10c 10 80
 Uncle Sam, 3 oz. 2 20
 U. S. Marine, 5c 6 00
 Van Bibber, 2 oz. tin 88
 Velvet, 5c pouch 1 44
 Velvet, 10c tin 1 92
 Velvet, 3 oz tin 3 84
 Velvet, 16 oz. can 7 68
 Velvet, combination cs 5 75
 War Path, 5c 5 95
 War Path, 3 oz. 1 60
 Wave Line, 3 oz. 40
 Wave Line, 16 oz. 40
 Way up, 2 1/2 oz. 5 75
 Way up, 16 oz. pails 31
 Wild Fruit, 5c 5 76
 Wild Fruit, 10c 11 82
 Yum Yum, 5c 6 00
 Yum Yum, 10c 11 82
 Yum Yum, 1lb., doz. 4 80

TWIN

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

VINEGAR

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

WICKING

No. 9, per gross 30
 No. 1, per gross 40
 No. 2, per gross 50
 No. 3, per gross 75

WOODENWARE

Baskets
 Bushels, wide band 1 00
 Bushels, wide band 1 15
 Market 40
 Splint, large 3 50
 Splint, medium 3 00
 Splint, small 2 75
 Willow, Clothes, large 3 25
 Willow, Clothes, small 6 25
 Willow, Clothes, me'm 7 25

Butter Plates

1/4 lb., 250 in crate 30
 1/2 lb., 250 in crate 30
 1 lb., 250 in crate 35
 2 lb., 250 in crate 45
 3 lb., 250 in crate 65
 5 lb., 250 in crate 85

Wire End.

1 lb., 250 in crate 35
 2 lb., 250 in crate 45
 3 lb., 250 in crate 55
 5 lb., 250 in crate 65

Churns

Barrel, 5 gal., each 2 40
 Barrel, 10 gal., each 2 55
 Clothes Pins
 Round Head
 4 inch, 5 gross 50

14

4 1/2 inch, 5 gross 55
 Cartons, 20 2 1/2 doz bxs. 60
 Egg Crates and Fillers
 Humpty Dumpty, 12 dz. 20
 No. 1, complete 40
 No. 2, complete 28
 Case No. 2, fillers, 15 sets 1 35
 Case, medium, 12 sets 1 15

Faucets

Cork lined, 3 in. 70
 Cork lined, 9 in. 80
 Cork lined, 10 in. 90

Mop Sticks

Trojan spring 90
 Eclipse patent spring 85
 No. 1 common 80
 No. 2 pat. brush holder 85
 Ideal No. 7 85
 12lb. cotton mop heads 1 45

Pails

2-hoop Standard 2 00
 3-hoop Standard 2 35
 2-wire Cable 2 19
 Cedar all red brass 1 25
 3-wire Cable 2 30
 Paper Bureka 2 25
 Fibre 2 40
 10 qt. Galvanized 1 70
 12 qt. Galvanized 1 90
 14 qt. Galvanized 2 10

Toothpicks

Birch, 100 packages 2 00
 Ideal 85

Traps

Mouse, wood, 2 holes 22
 Mouse, wood, 4 holes 45
 Mouse, wood, 6 holes 70
 Mouse, tin, 5 holes 65
 Rat, wood 80
 Rat, spring 75

Tubs

20-in. Standard, No. 1 7 50
 18-in. Standard, No. 2 6 50
 16-in. Standard, No. 3 5 50
 20-in. Cable, No. 1 8 00
 18-in. Cable, No. 2 7 00
 16-in. Cable, No. 3 6 99
 No. 1 Fibre 10 25
 No. 2 Fibre 9 25
 No. 3 Fibre 8 25
 Large Galvanized 5 75
 Medium Galvanized 5 00
 Small Galvanized 4 25

Washboards

Bronze Globe 2 50
 Dewey 1 75
 Double Acme 3 75
 Single Acme 3 15
 Double Peerless 3 75
 Single Peerless 3 25
 Northern Queen 3 25
 Double Duplex 3 00
 Good Luck 2 75
 Universal 3 15

Window Cleaners

12 in. 1 65
 14 in. 1 85
 16 in. 2 30

Wood Bowls

13 in. Butter 1 50
 15 in. Butter 3 75
 17 in. Butter 3 75
 19 in. Butter 6 00
 Assorted, 13-15-17 3 00
 Assorted, 15-17-19 4 25

WRAPPING PAPER

Common Straw 2
 Fibre Manila, white 3
 Fibre Manila, colored 4
 No. 1 Manila 4
 Cream Manila 3
 Butchers' Manila 2 1/2
 Wax Butter, short c't 13
 Wax Butter, full count 20
 Wax Butter, rolls 19

YEAST CAKE

Magic, 3 doz. 1 15
 Sunlight, 3 doz. 1 00
 Sunlight, 1 1/2 doz. 50
 Yeast Foam, 3 doz. 1 15
 Yeast Cream, 3 doz. 1 00
 Yeast Foam, 1 1/2 doz. 58

AXLE GREASE

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

BAKING POWDER

Royal
 10c size 90
 1/4 lb. cans 1 35
 6 oz. cans 1 90
 1/2 lb. cans 2 50
 3/4 lb. cans 3 75
 1 lb. cans 4 80
 3 lb. cans 13 00
 5 lb. cans 21 50

15

CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots 31
 El Portana 38
 Evening Press 32
 Exemplar 32

Worden Grocer Co. Brand
 Ben Hur

Perfection 35
 Perfection Extras 35
 Londres 35
 Londres Grand 35
 Standard 35
 Puritanos 35
 Panatellas, Finas 35
 Panatellas, Bock 35
 Jockey Club 35

Old Master Coffee



Old Master 33
 San Marto 33
 Pilot 33

TEA

Royal Garden 1/2, 3/4 and 1 lb. 40
 THE BOUR CO.
 TOLEDO, O.

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds



White House, 1lb.
 White House, 2lb.
 Excelsior, Blend, 1lb.
 Excelsior, Blend, 2lb.
 Tip Top, Blend, 1lb.
 Royal Blend
 Royal High Grade
 Superior Blend

16

Boston Combination

Distributed by Judson
 Grocer Co., Grand Rapids;
 Lee & Cady, Detroit;
 Symons Bros. & Co., Saginaw;
 Brown Davis & Warner, Jackson;
 Godsmark, Durand & Co., Battle Creek;
 Fielbach Co., Toledo.

COCOANUT

Baker's Brazil Shredded



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



The only
 5c
 Cleanser

Guaranteed to equal the best 10c kinds



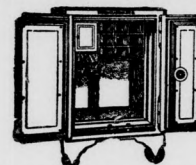
Apex Hams
 Apex Bacon
 Apex Lard
 Excelsior Hams
 Excelsior Bacon
 Silver Star Lard
 Family Pork
 Fat Back Pork

Prices quoted upon application.
 Hammond Standish & Co., Detroit, Mich.

17

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, 75 lbs. 4 00
 Acme, 25 bars, 70 lbs. 3 80
 Acme, 100 cakes 3 00
 Big Master, 100 blocks 4 00
 German Mottled 3 15
 German Mottled, 5 bx 3 15
 German Mottled 10 bx 3 10
 German Mottled 25 bx 3 05
 Marseilles, 100 cakes 6 00
 Marseilles, 100 cks 5c 4 00
 Marseilles, 100 ck 1/2 4 00
 Marseilles, 1/2 box toll 2 10

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

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

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

Soap Powders
 Snow Boy, 24s family size 3 75
 Snow Boy, 60 5c 2 40
 Snow Boy, 100 5c 3 75
 Gold Dust, 24 large 4 50
 Gold Dust, 100-5c 4 00
 Kirkoline, 24 1lb. 3 80
 Pearlina 3 75
 Soapine 4 00
 Eaubitt's 1776 3 75
 Roseline 3 59
 Armour's 3 70
 Wisdom 3 80

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

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

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

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale by Frank P. Cleveland

If you are looking for a business opening here are some deals that will stand investigation:

Drug Store in Buffalo county, Nebraska; sales \$900 monthly; rent \$40.00; established 16 years. Price \$5,500.

Furniture and Undertaking business in live Wyoming city of 15,000 population; stock, fixtures, equipment and accounts invoice about \$15,000; sales \$5,500 monthly; established 9½ years.

Wisconsin—Three-story 30-room furnished hotel, including building, furniture; business well established and located at one of the best points in the state; price \$16,000.

Rug Works and Compressed Air House Cleaning Plant in Toledo, Ohio; profits average \$95 per week; business well established; price \$10,500.

Dry Goods and Ladies' Furnishing Store in Clinton county, Michigan; invoice about \$8,000; sales average \$3,000 monthly; a well established profitable business located in a live place. Will invoice and sell at 75 cents on the dollar.

Steam Laundry in New Hampshire city of 25,000 population; net profits average \$200 per month; business established 11 years; price \$2,750.

Hardware Store and Tin Shop in Knox county, Illinois; invoice about \$8,300; good opening for practical merchant.

Chicago—Hardware Store, Plumbing and Heating business; fine Southside location; business established 22 years; sales average \$25,000 per year; invoice about \$10,000.

Hardware and Implement business in McLean county, Illinois; invoice about \$9,600; sales average \$2,500 monthly; price right.

Hardware Store and Tin Shop in Iron county, Missouri; invoice about \$4,000; rent \$12 per month; well selected stock; price right.

I bring buyers and sellers together. No matter where located if you want to buy, sell or trade any kind of business or property address Frank P. Cleveland, 1261 Adams Express Building, Chicago, Illinois. Established 1881. 709

For Exchange—Modern 8-room house with garage. First-class repair. 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 exchange all the above for stock goods or improved farm. Address 809 W. 2nd St., Flint, Mich. 671

Business Opportunity—We have a general store in a good Southern Michigan town and, owing to the continued ill health of our dry goods and shoe man, we offer these lines for sale. If interested in an attractive cash price, let us hear from you. Address No. 716, care Tradesman. 716

For Sale—Dry goods and men's furnishing stock in good growing section of Grand Rapids. Invoice about \$1,000. Cash only. No fixtures included. Shelving, counters and lights belong to building. Splendid opportunity to grow with community. Address Opportunity, care Tradesman. 715

For Sale—Drug store, fine proposition. Bargain at \$2,500. Cash \$1,000, balance contract. Long lease, fine location. M. A. Jones, Plymouth, Mich. 714

Wanted—Party to open shoe store; no shoes carried at all here; population two to three thousand. Northern Illinois town. An excellent opportunity; if you are interested investigate at once; party must have experience. Call on or address A. R. Owen & Co., Riverside, Ill. 713

For Sale—My hardware business, located at Beaver Dam, Wisconsin; large manufacturing center and richest farming country in the state. Business has been established thirty-two years. My reason for selling is I wish to retire from active business. Address F. Rassmann, Beaver Dam, Wisconsin. 712

Do you want a good, up-to-date, well advertised, increasing shoe business? Not a get-rich-quick, but a solid paying business in a good Holland town of 10,000. Will sell stock and business for what it is worth. I am owner. Have good reason for selling. If you mean business, address No. 711, care Tradesman. 711

For Sale—The best clothing and shoe business in State for an investment, \$15,000. In town 2,500 population. Three good factories, surrounded by good farming country. The best location in town. Will sell on account sickness in family. Address No. 703, care Tradesman. 703

I have a two (2) chair barber shop for sale. H. D. Young, Lock Box 167, Morenci, Mich. 707

Life-Time Opportunity—General store, fast growing Central Washington town, coming railway center. Fruit, grain, stock, mines, timber tributary. Over \$40,000 cash business last year. Stock can be bought for \$10,000 or less. Bonafide offer. Investigate if you are a live one. F. A. De Vos, Orville, Wash. 708

For Sale—Automobile, carriage and implement business with building, 13,000 square feet of floor space in a city of 4,000. Located in Central Michigan in the best farming section. Have two railroads. No dead stock and stock is low at present time. Terms, one-half down. Will make a close price. Address No. 710, care Tradesman. 710

For Sale—Store in Upper Peninsula on rich mining company's location. No competition. Accounts positively secured. Stock inventories about \$2,500. No expense. Man and wife can clear \$150 per month. Address No. 705, care Tradesman. 705

For Sale—General store in Northern Michigan, \$2,500 stock, all accounts secured by rich corporation. No competition. Small expenses. A real bargain. Address No. 706, care Tradesman. 706

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 \$50 per acre. Incumbrance \$2,500. Don't write unless you are willing to give value for value. Address No. 700, care Tradesman. 700

For Sale or Exchange—Jewelry and bazaar stock. Also brick building. Address W. A. Burling, Adm., Muir, Mich. 702

For Sale—Store building and a general merchandise stock, in a good locality. Address R. E. Anslow, R. F. D. No. 3, Ionia, Mich. 701

For Sale—A good paying candy factory in the best city in Michigan. We have good reasons for selling. Address Mascott, care Tradesman. 699

For Sale—An up-to-date outfit of drug store fixtures and fountain complete. G. Van Arkel, Muskegon Heights, Mich. 693

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. 691

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—Drug store, Wisconsin, part cash; sales \$10,000 year. Address Sharon Pharmacy, Sharon, Wis. 663

For Sale—For health reasons, will sacrifice well located, long established shoe store. Stock about \$6,000. Address Childs, Muskegon, Mich. 687

For Sale—Improved account registers at reasonable prices. Any size. Fire protection provided. No springs, hinges or rivets to wear. Guaranteed five years. Address Maxwell Filing System Co., 47 Wade Bldg., Cleveland, Ohio. 633

Wanted—Interest in good established farm implement business. Indiana or Southern Michigan. L. F. Case, Sharon, Wis. 686

For Sale—Drug stock in Western Michigan. Trade established over ten years. Address No. 696, care Michigan Tradesman. 696

For sale or exchange for farm, modern 30 room hotel or rooming house building. Cash value \$10,000. J. Hanselman, Manistee, Mich. 695

For Sale—A stock of general merchandise, building and fixtures. Invoice about \$6,000. Quickly reduced. Good reasons for selling. Write Lock Box No. 14, Six Lakes, Mich. 694

Initiation Bank Notes—Your advertisement neatly printed on 1,000, \$3.50; express prepaid. Quantities cheaper. Federal Book Co., Washington, D. C. 673

Wanted—To hear from owner who has good store for sale. Northwestern Business Agency, Minneapolis. 684

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. 679

Mr. Merchant—Clean out your store and send your odds and ends to the Reedsburg Auction House. We will buy them for cash if cheap, or sell them for you on commission. Also turn into cash very quickly stocks of merchandise anywhere in the U. S. or Canada by the auction methods. Best service guaranteed. Speak English and German. For dates and information address The Reedsburg Auction House, Reedsburg, Wis. 675

Owing to ill health, I offer for sale my general stock inventorying about \$15,000. Location exceptionally good. Will sell at inventory, discount for cash. Address P. O. Box 328, Lebanon, Oregon. 688

For Sale—Hardware, tinning, plumbing and coal business, Southern Pa. town. Store building, dwelling, stable, etc. Coal sales since April 1, 625 tons. Only hardware, tinning and plumbing stand in town. Well established, in rich farming district. Great business opportunity for right party. If interested address No. 670, care Tradesman. 670

For Exchange—Modern 8 room house with garage. First-class repair. Seven room house, neat home, both in Flint, 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 exchange all the above for stock goods or improved farm. Address 809 W. 2nd St., Flint, Mich. 671

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

City twenty thousand, has no department store. Can furnish best building, best business block. H. E. Dakin, Hannibal, Mo. 668

For Sale—\$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 selling. An exceptionally fine business. Will sell at inventory. Address No. 666, care Tradesman. 666

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

Store equipped with Middleby oven. Fine location opposite post office. Or will sell oven, used three years. J. Hanselman, Manistee, Mich. 676

For Sale—Well improved farm in Michigan. Will consider part trade for hardware, \$3,000 to \$5,000. Box 136, Saybrook, Ill. 662

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

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

Want ads. continued on next page.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.

Death of Charles E. Fleming.

The news of the death of Charles E. Fleming, while not entirely unexpected, will be received with deep regret by his many friends, both in and out of the shoe trade.

Mr. Fleming was born in Vermontville, of Scotch parentage succeeding his father in the shoe business at that place. Feeling that he would like to try the life of a road salesman, he sold his shoe stock and accepted a position with the Hirth-Krause Company, of Grand Rapids, covering the



principal cities on the Michigan Central Railway. He proved himself a hard working, painstaking, efficient salesman, his employers having the utmost confidence in his judgment and his customers never doubting the sincerity of his statements. The fact that he had a host of friends who esteemed his worth was testified to by the many flowers that were sent him during his long illness and which he was never without.

Mr. Fleming was of a very sympathetic nature—one of those whose courteous kindheartedness struck one immediately as having its root in a pure, unselfish mind. He seemed to belong to the old school wherein chivalry of character was esteemed more than money. His home life was most ideal, he having been devoted to his wife and daughter, who survive him.

Mr. Fleming passed away last Saturday and he was buried at Battle Creek yesterday. G. A. Krause, who sustained a close personal relation with the deceased for many years and who mourns his death like that of a brother, attended the funeral and was greatly impressed by the many testimonials given the memory of the deceased. Oscar Hirth also attended.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 20.—Until the coffee recently disposed of at the valorization sale is "amalgamated," the market will probably run along in the same channel in which it has moved for some time. At the moment there is a slightly easier feeling, although quotations are steady. In store and afloat there are 2,589,175 bags, against 2,528,752 bags at the same time a year ago. At the close Rio No. 7 is quoted at 13¼@137½c in an invoice way. Mills show a slight steady improvement. Good Cucuta, 15¼@16c.

Sales of tea have been limited in individual cases to the smallest quantities wherewith to do business. Prices are firmly maintained and this is about the only redeeming feature in sight. There seems to be less said

about a duty on teas, although some seem to like to dwell upon this phase.

Refined sugar is very quiet. Would-be buyers do not believe that the bottom rate has yet been reached and they are taking only supplies for current requirements. The prevailing quotation is 4.55@4.60c.

Rice is steady, but the volume of business has hardly been up to previous weeks. Primary markets appear to be rather above this one. Prime to choice domestic, 5¾@5½c.

In spices there has been more call for cloves, but the market for the general line has been only of a prefatory character. The supplies are not especially large, although apparently ample for all demand being made.

Molasses is moving about as usual. There is no weakness and the supply is not especially large. Good to prime centrifugal, 35@40c. Supplies of sugar syrups are somewhat limited and rates are firmly held.

Spot tomatoes, standard 3s are worth 87½@90c. There is precious little business being done, and sales seem to be of a lot here and a lot there as can be picked up. Futures are generally spoken of as worth 80c f. o. b. factory for goods that are really standard 3s. Future corn is quoted by Maine canners at 90c f. o. b. Portland. Peas, spot and future, are not attracting much attention. Holders are firm and not inclined to make any concession unless it be found absolutely "necessary." Other goods show little if any change in any respect.

Butter has had a week of ups and downs and at the close shows some falling off. Creamery extras, 33½@34c; firsts, 30@33c; held stock, 31½@32c for extras and 29½@30c for firsts; process, 26½@27; imitation creamery, 24½@25½; factory, 23@24c. Cheese is quiet, with whole milk, 17¾@18c.

Really desirable eggs are steady and firm, but there is a big supply of storage stock that is working out at whatever figure it will fetch. Finest Western whites, 26@31c; fresh gathered extras, 26@27c; refrigerator, 16@20c.

Lansing—E. Van Buren, a Holt merchant, is said to hold the record in this city for both long and high stepping. Friday afternoon Van Buren came to Lansing for supplies. The team he is accustomed to drive are young horses with a disposition to break loose and scatter things for their owner. Van Buren hitched his team in front of the Roller market, South Washington avenue, anchoring the high horse with a rope, and the other with a heavy strap. Van Buren was just getting A. C. Roller nicely interested in the story of a good department of the team, neither having run away in the year 1913, when the animals simultaneously broke their anchorage and started south on Washington avenue. Van Buren left his story incomplete and shot through the door. The Holt merchant is a god sized man, but he is declared to have made over twenty miles an hour in sprinting for the team. Van Buren took steps

longer than any animal of the store age and the haste of his horses was useless, for the Holt merchant landed on the rear of the swaying vehicle with a bang that gave the horses a fresh fright. Van Buren seized the reins and before the galloping horses reached Lenawee street they were "sawed" to a stop. Van Buren lost both rubbers in his sprint. One of them was located on the street opposite the Roller market and the other Roller says he got off the market roof with a ladder.

Detroit—The M. G. Soper Co. has been organized to manufacture and deal in all kinds of tobaccos, cigars, cigarettes, pipes, candies, notions, magazines, etc., with an authorized capital stock of \$12,000, of which \$10,000 has been subscribed and \$6,000 paid in in cash.

Lansing—W. K. Prudden & Co., manufacturer of automobile wheels, has increased its capital stock from \$500,000 to \$750,000.

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

In the matter of J. J. Van Zoeren & Company, bankrupts, notice is hereby given that, in accordance with the order of this court, I, or the trustee who shall hereafter be appointed, will sell at public auction, to the highest bidder, on Saturday, February 1st, 1913, at 10:00 a. m., at the store formerly occupied by the bankrupts, 1404 (new) Plainfield avenue, Grand Rapids, Michigan, the assets of said bankrupts, consisting of men's and boys' clothing and furnishing goods, store furniture and fixtures and accounts receivable. Said assets are inventoried, at cost price, as follows: men's clothing \$1,729.27; boys' clothing \$730.17; furnishing goods \$976.93; hats and caps \$188.18; furniture and fixtures \$728.50; accounts, face value, \$1,480.50. Itemized inventories of said assets may be seen at the office of Hon. Kirk E. Wicks, Referee, Houseman Building, or Wm. B. Holden, Receiver, Grand Rapids Dry Goods Co., Grand Rapids, Michigan.

Said sale will be for cash and subject to confirmation by the court; and notice is hereby given that if an adequate bid is obtained said sale will be confirmed within five days thereafter, unless cause to the contrary be shown.

Wm. B. Holden, Receiver.

Hilding & Hilding, Attorneys for Receivers.

BUSINESS CHANCES.

Stocks of any kind of merchandise, bought for cash. Address 293 Gratiot Ave., Detroit, Mich. 719

Clean, up-to-date pharmacist, with \$2,500 capital to take interest and manage city drug store; \$10,000 worth of solid mahogany fixtures, best in State, and stock now running above \$4,000. Will give half interest to right man. Quick action necessary and can locate to suit. Russell B. Thayer, Bell Phone, Bearinger Bldg., Saginaw, Mich. 718

Wanted—To buy stock general merchandise or bazaar. Address No. 722, care Tradesman. 722

For Sale—Billiard, pool, card and lunch room. In best location. Doing \$100 to \$140 a week business. This is a great opportunity for someone. Address Regan Bros., Belding, Mich. 720

Good opening for first-class vaudette at Muskegon Heights. Enquire of The Suburban, B. Atkins, Prop., or City Drug Store. 717

Clothing, dry goods, men's furnishings, and shoe stocks bought for cash; must be cheap. H. Kauffer, 376 Broadway, Milwaukee, Wis. 653

For sale or exchange for stock of general merchandise, a 237 acre farm, black loam soil, level. Good buildings. Price \$75 per acre. Harry Thomasma, 433 Houseman Bldg., Grand Rapids, Michigan. 665

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

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

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

For Sale—Store stock and fixtures, or stock and fixtures and rent building, in a live Northeastern Michigan town. Good business, good location. Good reason for selling. Stock will inventory \$15,000. Could reduce to \$12,000. Address No. 685, care Tradesman. 685

For Sale—Small stock general merchandise, located in live town Southern Michigan. Good paying business. Address Box 293, Sunfield, Mich. 656

AUCTIONEERS.

Col. W. B. Carpenter, President Missouri Auction School, 14th and Grand Ave., Kansas City, Mo., can convert your stock into cash. Send him \$2 for Fact, Fun & Fiction for Auctioneers, 288 pages, morocco bound. 537

Free—Investing for profit magazine. Send me your name and I will mail you this magazine absolutely free. Before you invest a dollar anywhere, get this magazine. It is worth \$10 a copy to any man who intends to invest \$5 or more per month. Tells you how \$1,000 can grow to \$22,000—how to judge different classes of investments, the real earning power of your money. This magazine six months free if you write to-day. H. L. Barber, Publisher, 433-28, W. Jackson Blvd., Chicago. 515

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

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

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

HELP WANTED.

Salesmen Wanted—To carry on commission, line misses, children's McKay sewed and children's and infants' turn shoes in Western and Northern states. Address Box 1,000, Orwigsburg, Pa. 721

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

G. J. Johnson Cigar Co.

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

Hammond Dairy Feed

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

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

COFFEE SALESMAN

Experienced
Coffee Salesman
for
Southern Michigan

TEAS, COFFEES AND
SPECIALTY GOODS

Correspondence strictly confidential.

Address. RADIX care Michigan Tradesman.



Ten Thousand General Merchants

Have found that a department of five, ten and twenty-five cent goods is a better advertisement for them than slashed prices on staples.

And there are ten thousand general merchants right now whose departments of popular priced home goods are doing more to keep trade at home than any suicidal price reduction they ever made.

Such a department saves your staple lines from the chopping block, and changes your advertising from an expense to a profit.

How much does it cost?

Fifty dollars will buy much, one hundred dollars will buy more, but the easiest and quickest way for you to get complete information is to write to our nearest headquarters for a free circular of explanation which gives every detail that you will wish to know.

FREE

Sales-making window trim of any goods shown here will be mailed to every merchant requesting the same from Dept. A. P., Butler Brothers, Chicago.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

CHICAGO

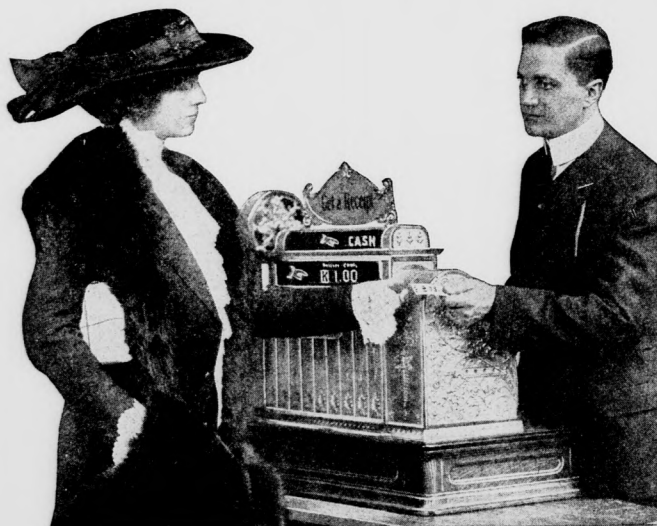
NEW YORK

ST. LOUIS

MINNEAPOLIS

DALLAS

The Grocer Gets His Money



When the Customer Gets a Receipt.

The "Get a Receipt" plan compels the giving of a correctly printed receipt to the customer, which means that there are corresponding and unchangeable records inside the register for the grocer and the clerk.

The customer's printed receipt, the clerk's receipt on the sales-strip, and the grocer's receipt on the adding wheels, are all made by the same operation of the register and therefore must be the same

The Customer's Receipt

014 MAY 15

★K - 1.00

W. S. JOHNSON
416 Fourth Ave.

Keep This Receipt
It is your Protection
WATCH FOR
ANNOUNCEMENT
(over)

This receipt which goes to the customer, is printed by the register.

The Grocer's Receipt

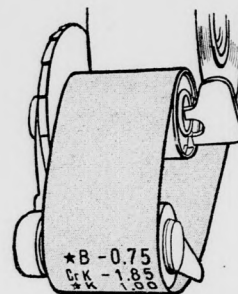


These are the adding wheels which must show the same record as the receipt. They are the grocer's receipt for a correct unchangeable record.

National Cash Registers range in price from \$20 to \$790.

Write for complete information about the "Get a Receipt" plan.

The Clerk's Receipt



The sales-strip, which must show the same record as the customer's receipt and the adding wheels, is the clerk's receipt for having handled the transaction correctly.

The National Cash Register Company
Dayton, Ohio