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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 29, 1913

Number 1532

Bright Thoughts by the World's Brightest

The habit of looking on the best side of every event is worth more than a thousand pounds a year.—*Johnson.*

The gayest castles in the air are better for comfort and for use than the dungeons in the air that are daily dug by discontented people.—*Emerson.*

Some people are always finding fault with nature for putting thorns on roses. I always thank her for putting roses on thorns.—*Alphonse Karr.*

Sorrow itself is not so hard to bear as the thought of sorrow coming. Airy ghosts that work no harm terrify us more than men in steel with bloody purpose.—*T. B. Aldrich.*

Life is made up, not of great sacrifices or duties, but of little things in which smiles and kindnesses and small obligations given habitually are what win and preserve the heart and secure comfort.—*Sir H. Davy.*

No work is worth doing badly, and he who puts his best into every task that comes to him will surely outstrip the man who waits for a great opportunity before he condescends to exert himself.—*Joseph Chamberlain.*

Once, perhaps, in each crisis of our lives our guardian angel stands before us with his hand full of golden opportunity, which, if we grasp, it is well with us; but woe to us if we turn our backs sullenly on our gentle visitor and scorn his celestial gift! Never again is the gracious treasure offered and the favorable moment returns no more.—*Maxwell Gray.*

The men whom I have seen succeed best in life have always been cheerful and hopeful men who went about their business with a smile on their faces and took the changes and chances of this mortal life like men, facing rough and smooth alike as it came and so found the truth of the old proverb that "good times and bad times and all times pass on."—*Charles Kingsley.*

If I can by a lucky chance, in these days of evil, rub out one wrinkle from the brow of care or beguile the heavy heart of one of sadness; if I can, now and then, penetrate the gathering film of misanthropy, prompt a benevolent view of human nature and make my reader more in good humor with his fellowbeings and himself, surely, surely I shall not have written in vain.—*Washington Irving.*

I once gave a lady two-and-twenty receipts against melancholy. One was a bright fire; another, to remember all the pleasant things said to her; another, to keep a box of sugar-plums on the chimney-piece and a kettle simmering on the hob. I thought this mere trifling at the moment, but have in after life discovered how true it is that these little pleasures often banish melancholy better than higher and more exalted objects and that no means ought to be thought too trifling which can oppose it either in ourselves or in others.—*Sydney Smith.*



The One Universal Cereal Food

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

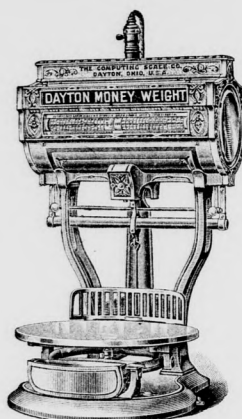
Shredded Wheat Biscuit

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



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

The Shredded Wheat Company
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Twenty years' experience in building Computing Scales, is a service that is handed you when you buy a Dayton Moneyweight Scale. There's as much difference in Dayton Scales and "The Other Kind," as there is between a Swiss Watch and a "Dollar Watch."

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

Moneyweight Scale Company

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

WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo



This is Horehound Weather

YE "DOUBLE A"



OLDE FASHION

Horehound Candy

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

PUTNAM FACTORY
ORIGINATORS
National Candy Co.
Grand Rapids, Michigan

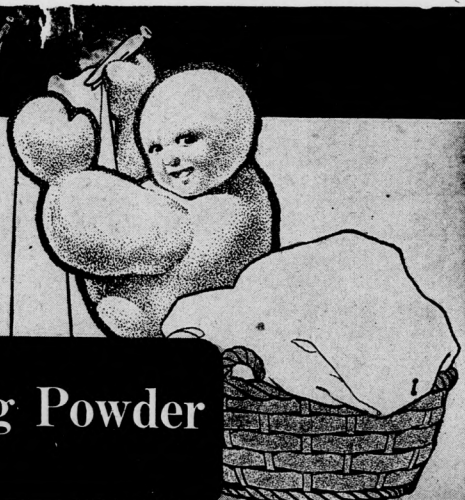


next time

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

Lautz Snow Boy Washing Powder

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



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THE NEW MAN IN POWER.

Full authority should seldom be given suddenly to an untried man. Like the novice trying to run an automobile, he is apt to cause damage. His intentions may be of the best, but a wrong touch at the lever in a moment of doubt or excitement may prove disastrous. He has everything to gain and nothing to lose by making his trial efforts under the supervision of a more experienced man. The theory of teaching a boy to swim by pushing him off the bridge may work in some instances, but that is not always a safe method to follow. It should not be considered complimentary to a new man to let him begin his administration in a mild way and take on more authority as he demonstrates his ability to use it wisely.

Nearly every new man in authority passes through an experimental stage, especially if he has not had some definite experience along similar lines. Due allowance should be made for the difficulty which any man may encounter while he is learning to get just the right grip on his scepter. Instead of severely criticising a new manager because of lapses from an ideal standard, it would be better to regard his extreme rulings as temporary experiments, rather than matured specimens of his administrative methods.

DAMAGED ORANGES.

The Government has placed a ban on the interstate traffic in California's frost damaged oranges and lemons, and this action is timely and will be to the financial and sanitary advantage of the people of the country. California has suffered a tremendous loss in the damage of her citrus crops just as they were nearing the harvest, and the entire country will sympathize with her in her calamity. But this is no reason why California should attempt salvage at the expense of the rest of the country. The damaged fruit would, much of it, color up to look like good oranges, but it would be immature, juiceless, bitter, worthless and unwholesome. To sell such

fruit would be a fraud upon the people. But for the prompt action of the Government there is little question but that many cars of the worthless fruit would be shipped to the Eastern states to be sold for what it would bring to the ignorant and unwary. This has been done in other seasons, both from Florida and California and the present action is merely to prevent a repetition of the old frauds. It may seem hard on California to make her stand the entire loss, but it is exactly what other states have to do under similar circumstances. When the Michigan peach crop is winter killed, as it was a year ago, the loss is complete with no chance of salvage. When the Michigan apple or cherry or plum crop goes wrong it is the same. Michigan always has to stand her losses and there is no reason why California should not do the same. The only difference is that the disaster comes to California just as fortune is within the grasp, while in Michigan it comes a few months earlier, but the results are the same. The Government has taken wise precautions and in time against the vending of California's damaged crop. In the long run this will be to California's advantage for it will save her the bad reputation of being a producer of fruit without quality.

AN APPRECIATION.

A pleasing incident was brought out a few days ago in the mercantile circles of Western Pennsylvania through its being made public that the late Geo. D. Trawin, of Meadville, had left his entire dry goods store to his recent employee. After providing bounteously for his mother, remembering the various charitable institutions and public needs of his home town, this was the disposition of his store, to be given into the hands of his employee to be managed as a co-operative establishment until such time as it seemed to them best to dispose of it.

Probably the surprise was not greater to the public than to the employee themselves. Some of them had been in the same employ for more than a decade. And when the man at the helm was disabled physically, there had been those among them who could step in and thus enable the work to go on without a break. No doubt the manager received extra pay for his extra attention. Every servant behind the counter felt that he or she was getting full pay for services rendered. And so they went on, each doing his or her best. And now comes the recognition!

It is a joy to know that there is even hired help which can be trusted to do the work, though the owner is far away, in body or in mind. It is

equally a joy to have this material appreciation for such service. The fact that there is mutual satisfaction as well as mutual service counts for much in any business. There may now be the feeling on the part of those so generously remembered that they might have done more or better, but that they did well is shown by the act of their late employer. And that they did this without thought of such an outcome, renders the service of double worth. While their pleasure in receiving the bequest may be not more than was that of their employer in making it,—his final benediction, "Well done, good and faithful servants."

THE MILLINERY OPENING.

The opening of the spring season in millinery will begin next Monday. With two wholesale millinery houses, Corl, Knott & Co. and the Kimm-J-Rogers Company. Grand Rapids is easily the millinery capital of Michigan and during the month that the opening continues buyers will be here from all sections of the State and from Northern Indiana, Ohio and Illinois and even from Iowa, Wisconsin and other states. Next to the furniture sales the millinery opening is one of the most important trade functions on the calendar for Grand Rapids. It brings between 500 and 600 visitors to town who remain all the way from two to ten days, studying the new styles, copying the models, getting new ideas and placing orders. Most of the visitors are independent milliners in the smaller towns, but among them are the buyers for the department stores and the larger millinery establishments in the cities. A large majority of them are women, and they are as bright, intelligent, keen witted and business-like as any lot of women that could be assembled. If the city appreciated the importance of these visitors to Grand Rapids some effort would be made to receive them. But perhaps it is as well that they are left to themselves. They come here not to be entertained but on business and their preference in most cases is not to be disturbed. They are welcome, nevertheless, and may they continue to come for many years and find it to their profit and pleasure to do so. The prospects for the spring millinery season this year are said to be excellent. Easter comes unusually early this season and this will be the advantage of the trade. What may be a love of a bonnet on March 23 may have to be renewed on the Fourth of July. To remind the milliners of this is probably unnecessary. As keen and successful business women they probably have sized up this situation months ago and have been making their plans accordingly.

"SEEING THINGS."

It pays to get out and see things. Many a man applies himself so closely to his own business that he knows nothing of what is going on in the big mercantile or manufacturing establishment two blocks away. He may spend days or weeks trying to work out some problem of business organization or the like, thinking perhaps he is a pioneer in that field, when as a matter of fact, the same problem has been most happily solved by a dozen concerns within walking distance.

Many men regret that they cannot travel more in order to see things and get new ideas. And yet they do not use the opportunities at their feet. They live for years in plain sight of establishments where there is much to learn by merely going inside of them. An hour or two some noon, or some afternoon, would furnish sights just as new and perhaps just as helpful, as if they were found a thousand miles away.

Many good ideas can be adapted from one kind of business to another. A skirtmaker may learn something from an iron foundry, and a paint manufacturer may learn valuable things in a dry goods store or a piano factory. It is always interesting and helpful to see things in the process of manufacture. It takes away the mystery of common things, and at the same time adds interest to them. It opens up the mind and gives it something concrete to think about.

THEORIES AND FACTS.

We hear it said that one man proceeds from theory and another from facts. This difference is usually pointed out by the man who prides himself on being "practical." It is well to be practical, but there is such a thing as being "too practical," as the term goes. A man is "too practical," when he measures the value of every action by immediate results and does not allow time for natural development, does not take into consideration the results which, though vital, cannot be measured in dollars and cents—such as prestige, good will and established use.

On the other hand, a man is too theoretical when he disregards fundamental facts and either ignorantly or carelessly goes ahead contrary to what sound experience has proved to be true.

Have theories, for they are the life of your plans and actions; and don't forsake your theory just because you meet with a few minor facts that are unfavorable—these are but obstacles. But be sure you have a place in your theory for all facts that are fundamental.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Jan. 21—In the matter of the Montague Iron Works Company, bankrupt, of Montague, a hearing was had on the trustee's report of offer for the assets of said bankrupt's estate, excepting bills and accounts receivable, of \$14,000, of which \$7,000 in cash, and the balance certain real estate subject to mortgage of \$3,000, such real estate consisting of a farm of 258 acres in Montague township, Muskegon county, and no further offers having been received and it appearing that such sale will be for the best interests of the estate, it was authorized and confirmed.

Jan. 22—A voluntary petition was filed by Herman and Abraham Lucas, copartners as Lucas Brothers, of Maple Grove, Missaukee County, and they were adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held at his office on Feb. 11, 1913, for the purpose of electing a trustee, proving claims, examining the bankrupt, etc. The only assets scheduled are stock in trade \$1,800, subject to mortgage, and accounts receivable \$50. The following creditors are scheduled:

Taxes	\$ 18.47
Ben Meekhof, Lucas, Michigan, secured by mortgage on stock	956.48
Kelly & Mater, Cadillac	46.04
C. A. Olson, Cadillac	12.00
Grand Rapids Notions Co.	114.21
Judson Grocer Co.	253.18
Vanderberg Cigar Co.	41.00
Michigan Knitting Co., Lansing	42.00
Bucklin & Co., Chicago	13.75
Hamstra & Co.	16.20
DeBoer & Dik, Chicago	21.18
E. J. Morgan & Co., Cadillac	68.29
J. Cornwell Sons Cadillac	56.85
National Grocer Co., Cadillac	148.94
U. S. Rusk Co.	64.82
Peoples' Savings Bank, Cadillac (Endorsed note)	100.00
	\$1,978.60

A voluntary petition was filed by Hans J. Fisher, doing business under the name of Fisher & Fox, a druggist at 1534 Grandville avenue, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the Referee calling the first meeting of creditors to be held at his office on Feb. 10, 1913, for the purpose of electing a trustee, proving claims, examining the bankrupt, etc. The following assets are scheduled:

Interest in real estate, subject to land contract, assigned	\$ 500.00
Stock in trade, subject to mortgage of \$250.	2,500.00
Household goods, etc. (exempt)	260.00
Fixtures, (subject to mortgage of \$300)	1,200.00
Accounts receivable	200.00
Interest in bond in National Life Insurance Company of Chicago, maturing in April, 1913	400.00

The secured or preferred liabilities amount to \$1,775.00, and the unsecured aggregates \$3,733.93, total \$5,508.93, the following being the principal creditors:

Secured or Preferred.	
Ed. Kramer, Zeeland (labor)	\$ 25.00
Albert Klomprens, Hamilton, (Chattel mortgage on stock)	250.00
John Slafekorn, Grand Rapids (Chattel mortgage on fixtures)	350.00
Zeeland State Bank, Zeeland (Endorsed note)	300.00
G. R. National City Bank, Grand Rapids (Endorsed note)	150.00
Kent State Bank, Grand Rapids (Endorsed note)	350.00
Wm. TenHagen, Grand Rapids (Endorsed note)	400.00
Unsecured.	
G. R. Stationery Co.	\$ 18.07

Best-Russell Co., Chicago	32.00
John Wyeth & Bros., Philadelphia	40.12
Wm. R. Warner, Philadelphia	28.00
G. R. Cigar Co.	11.55
H. Hamstra & Co.	16.70
Hochschild Keltner Co., Chicago	17.30
Te. Woodhouse	28.37
Vander Berg Cigar Co.	56.34
Rademaker-Dooge Co.	73.76
Peter Dornbos, Grand Haven	19.70
Claud G. Piper	63.15
Cherteman & Streeter, Philadelphia	32.57
Rysdale Candy Co.	39.64
Baker-Hoekstra Candy Co., Kalamazoo	73.72
A. H. Morrell & Co.	15.00
Naylor Upholstering Co.	76.90
Foot & Jenks, Jackson	10.96
Harriss McClean, Detroit	20.00
Empire State Wine Co., Rochester	44.55
D. M. Amberg & Bro.	32.20
Liedert Cigar Co.	58.05
Kortlander Bros.	27.30
Stock Food Co., Minneapolis	12.80
Daniel-Lynch Co.	12.50
Grandville Star News Co., Grandville	3.50
Interchangeable Fixture Co.	25.00
Stearns Frederick Co., Detroit	31.68
DeFree & DeYoung, Zeeland	40.00
Lind Bros.	17.00
Ted & Ed Clothing Co., Zeeland	18.00
Borrowed Money.	
Nellie Fisher, Muskegon	300.00
C. J. Fisher, Holland	350.00
Zeeland Commercial Bank, Zeeland	600.00
Henry Mulder, Zeeland	230.00
Mrs. Gertie Fisher, Grand Rapids	150.00
Mrs. J. A. Arink, Overisel	300.00
T. VanZoeven, Grand Rapids	50.00
Mrs. John Fox, Zeeland	300.00
Mrs. Mary Fox, Zeeland	300.00
Wm. Van Slooten, Zeeland	50.00

Jan. 23—In the matter of Brink Shoe Store, bankrupt, of Grand Rapids, the final meeting of creditors was held. The final report and account of Albert A. Frey, trustee, was considered and allowed, and a final dividend of 10 per cent. was ordered paid to general creditors. A first dividend of 10 per cent. was ordered paid on Sept. 24, 1912, making the total dividends 20 per cent.

Jan. 25—In the matter of Lewis Hancock, bankrupt, of Grand Rapids, the first meeting of creditors was held. No creditors were present and it appearing from the examination of the bankrupt that there were no assets above statutory exemptions, it was determined that no trustee be appointed. Unless further proceedings are desired by creditor's the estate will probably be closed at the expiration of twenty days.

In the matter of the North American Boiler Company, bankrupt, of Muskegon, the final meeting of creditors was held. The final report and account of the trustee, John H. Moore, of Muskegon, was considered and approved, and a order for final distribution entered. There were not more than sufficient assets to pay the preferred claims and administration expenses, and no dividends was ordered for general creditors.

Jan. 27—In the matter of Homer Klap, bankrupt, formerly merchant at Grand Rapids, the first meeting of creditors was adjourned to Feb. 27, 1913.

A voluntary petition was filed by Eugene D. Tangney, a merchant of Ludington, and he was adjudicated a bankrupt by Judge Sessions, and the matter referred to Referee Wicks. An order was made by the referee appointing John J. Cronin, of Ludington, as custodian, and calling a first meeting of creditors to be held at his office on Feb. 14, 1913, for the purpose of electing a trustee, proving claims, examining the bankrupt, etc. The following assets are scheduled by the bankrupt:

Stock in trade, subject to mortgage	\$7,000.00
Accounts receivable	256.80
Fixtures	500.00

The following creditors are scheduled:

Preferred and Secured.

Taxes	\$ 100.78
Joseph Reel, Ludington (labor)	5.00
Ludington State Bank, Ludington (secured by mortgage on stock)	1,470.00
	\$1,575.78

Unsecured.

Desseur & Engle, Chicago	\$ 30.00
Cluett, Peabody & Co., Chicago	270.00
Cohen Bros. & Co., Milwaukee	607.49
Cheney Brothers, New York	18.00
Ferguson Water Proof Co., St. Louis	88.75
Feldstein Bros. Co., New York	137.25
Goll & Frank Co., Milwaukee	316.78
N. Gutman & Co., New York	36.25
Hole Proof Hosiery Co., Milwaukee	39.19
Hilker & Weichers Mfg. Co., Racine	28.50
Herbert Clothing Co., Buffalo	255.00
Jacob David Sons & Co., N. Y.	268.25
Larned-Carter Co., Detroit	66.00
Levi Bros. & Co., Buffalo	94.50
Miller-Watt & Co., Chicago	476.00
Miller-Watt & Co., Chicago (note)	135.56
New York Mill End Pant Co., New York	81.00
Perry Glove & Mitten Co., Perry	40.13
Ryan Bros. Knitting Co., Detroit	70.67
A. G. Spaulding & Bros., Chicago	53.92
The L. S. Pants Co., New York	107.65
Ackerman Bros., Milwaukee	71.45
Baker Marvill Co., Detroit	51.00
Weil-Pflaum & Co., Chicago	294.50
Weil-Pflaum & Co., Chicago (note)	50.00
Rose M. Tangney, Ludington	1,405.03
John Magnuson, Ludington	141.00
	5,233.86

A voluntary petition was filed by William G. Palmer and Philip S. Palmer, copartners as Palmer Auto Company, of Hart, and in the absence of Judge Sessions, they were adjudicated bankrupt by Referee Wicks. An order was also made by the referee calling the first meeting of creditors to be held at his office on Feb. 18, 1913, for the purpose of electing a trustee, proving claims, examining the bankrupts, etc. Lester Slocum, of Hart, was appointed custodian, pending the election of a trustee.

The following assets are scheduled:

Real estate, claimed as exempt and subject to mortgage	\$ 300.00
Stock in trade, subject to exemptions	750.00
One Ford automobile, subject to contract note	350.00
Accounts receivable	39.69

The following liabilities are scheduled:

Preferred and secured.

Taxes for 1912	\$ 46.77
Charles Piper, Hart, contract note on automobile	350.00
Charles H. & Conger, Hart, chattel mortgage stock	200.00
E. A. Noret, Hart, mortgage on real estate	200.00
	\$ 796.77

Unsecured.

Charles Piper, Hart	\$ 150.00
M. L. Johnson, Hart	200.00
U. S. Tire Co., Detroit	251.45
Empire Tire Co., Detroit	44.38
Diamond Rubber Co., Detroit	77.65
B. F. Goodrich, Akron	135.55
Michelin Tire Co., Miltown, N. Y.	131.50
N. Y. Luricating Oil Co., N. Y.	40.20
Standard Oil Co., Grand Rapids	39.66
H. W. Johns Manville Co., Detroit	417.81
Goodyear Tire & Rubber Co., Akron	9.00
Jones Speedometer Co., Brooklyn	3.62
Excelsior Gen. Supplies Co., Chicago	19.46
Automobile Supply Co., Chicago	53.79
Indian Refining Co., New York	14.25
Globe Refining Co., Cleveland	14.42
Muskegon Automobile Co., Muskegon	27.18
Pres-o-lite Co., Detroit	8.75
Becker Auto Co., Grand Rapids	50.00

\$1,738.67

Jan. 28—In the matter of Fowler & Fowler, bankrupt, formerly merchants at Fremont, the final meeting of creditors was held. The final report and account of the trustee, T. I. Fry, of Fremont, was considered and allowed, and a final dividend of 9 per cent. declared and ordered paid to creditors. Creditors have received nothing previous to this time. No cause to the contrary having been shown by creditors it was determined a certificate recommending the bankrupts' discharge be made by the referee.

A bird in the hand does not get the early worm.

CONVENTION AT FLINT.

Fine Prospects for Meeting of Retail Grocers and General Merchants.

Port Huron, Mich., Jan. 27—Everything is progressing finely for the annual convention of the Retail Grocers' and General Merchants' Association of Michigan at Flint, Feb. 25 to 27. Merchants from the unorganized towns will be more largely represented than at previous meetings. The different associations will elect their delegates in the next week or so if they have not already done so, and the indications are that there will be 500 delegates present during the sessions. The following merchants have sent in their applications for membership and expect to be present: R. J. Putnam, Caro; F. M. Cobb, Potterville; E. W. Jones, Cass City; Gundry & Son, Grand Blanc; C. D. Andrews, Colling; A. H. Sauer, Kent City; C. P. Lillie & Son, Coopersville; H. O. Whitfield, Pontiac; A. J. Milliken, St. Clair; Shaws Dry Goods, St. Clair; Joseph Joachim St. Clair; Max Jennings, St. Clair; H. A. Smith, Marine City; Wm. Mannel, Marine City; Hiram Calkins, Marine City; T. W. Crow, Marine City; R. G. & H. H. Baker, Marine City; Beauvas Bros., Marine City. J. T. Percival, Secy.

The Grand Rapids Retail Grocers' Association admitted four new members at their last meeting and elected the following delegates to the State Convention in Flint Feb. 25, 26 and 27: F. W. Fuller, F. Merrill, F. A. France, W. A. Wood, A. C. Bertch, R. Andre, M. Dekker, C. Appel, R. DeBoer, L. O. Barber, C. S. Perkins, U. P. Workman, A. L. Smith, Geo. Shaw, J. F. Gaskill, A. W. Ladewig, R. Watkins, Geo. Hanna, E. L. May, J. Koss, M. Van Westenbrugge M. Klunder, J. J. Hartger, W. Mulder, A. Cov, G. E. Shireling, L. Van Dusen. A. L. Smith, Acting Secy.

Post H. K. of G. Flourishing.

Port Huron, Jan. 27—Almost the full membership attended the regular meeting of Post H Monday night. One new member was elected and reports from the retiring Secretary and Treasurer showed the Post to be in first class financial condition with nearly \$200 to its credit and all bills paid.

State Secretary-Treasurer, W. J. Devereaux was present and reported that twenty-three new applications for membership in the State organization had been received in the last three weeks and nine of these are to the credit of members of Post H. The report of the Chairman showed much good work done during the year among the sick and afflicted members and their families. F. N. M.

Where He Was Valuable.

"Yes," said the celebrated oculist, "he had some rare trouble with his eyes. Every time he began to read he would read double. And yet he is able to hold a very high-salaried position."

"Why, what can he do?" said the friend.

"The gas company gave him a job reading meters."

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

New York, Jan. 27.—Quotations on spot coffee are firmly adhered to. Roasters are taking only large enough for current needs, but they keep coming frequently and the aggregate will be satisfactory. Rio No. 7 is worth 135¢@13¼¢. Santos 4s 153¢@15¼¢. Milds quiet and steady with a fair jobbing demand. Good Cucuta, 153¢@16¢.

The tea market is mighty slow just now; in fact there is no market for teas. The trade talks of the proposed duty on teas, but aside from talking they are doing nothing. Simply waiting for spring. Prices are steady, and this is the one redeeming feature.

Sugar, too, is another staple that is moving only in a hand to mouth manner. Buyers refuse to take supplies ahead of current requirements. Refined is ¾¢ lower than a year ago—4.60@4.65¢.

Quotations of rice here are said to be below the parity of rates in the South, and the impression prevails that some decline must take place there before anything like activity will prevail. Prime to choice domestic, 5½¢@5½¢.

A fair demand for almost all sorts of spices prevails and while quotations show no advance, there is a better feeling and dealers look for a good spring run of business. Sinapor: black pepper in large lots, 10¾¢@11¢; white 17¾¢@17¾¢.

Molasses are firm, but there is no

special activity in the demand. Good to prime centrifugal, 35¢@40¢. Syrups in light supply and quotations unchanged.

There is nothing of interest to report in canned goods. Maine future corn is opening at 87½¢@90¢. Some have sold at 85¢ but packers are loth to part with stock on this basis. Spot corn nominal and neither buyer nor seller seems to take much interest in the situation. It is hard to find desirable tomatoes below 80¢. If a smaller figure is named the quality is pretty sure to be lacking. Nothing doing in futures. Other goods unchanged in any particular.

Butter is in good demand firm. Creamery specials quoted at 33½¢@34¢; firsts, 31¢@33¢; held extras, 32¢@33¢; first, 29¢@31¢; process 26¢@27¢. Imitation creamery, 24½¢@25¢. Factory, 23¢@24¢.

Cheese is steady and whole milk specials are worth 17¾¢@18¢. The price of cheese seems to be above the views of buyers and they are not anxious to buy ahead of daily needs.

Eggs are steady, but there are no 50 cent goods in sight. In fact the very highest rate for nearby stock is 32¢. Best Western white 26¢@30¢; extras 27¢@28¢. Held stock, 19¢@21¢.

Bracing Breezes From Muskegon.

Muskegon, Jan. 27.—Have you joined the army? What army? Why, the army of Muskegon boosters. The Muskegon Chamber of Commerce has started a campaign for new members and is getting them too. This bunch

never started anything they did not finish.

The plans for the new Elks Temple are practically completed. From the ruins of the old one, will soon rise a temple, the beauty of which will far surpass that of the one recently destroyed by fire. When completed it will be just another example of how Muskegon does things.

The new change of time on the Pentwater branch of the P. M. is a welcome one, especially to the Grand Rapids boys, who work on that line. The train which usually left Muskegon at 7:20 a. m. is now scheduled to leave at 8 a. m. This will give the Grand Rapids boys a chance to make this train without leaving home Sunday night. Come on, boys, and we will all go up together and have a chance at the baked apples.

Our last U. C. T. meeting was extra well attended, due no doubt, to the letter written by our Secretary, Brother Foote. When it comes to letter writing, Mr. Foote is there with both feet.

For the benefit of some of our friends, who, no doubt, will attend the Hardware Dealer's Convention in Detroit and who are usually possessed with a mania for going abroad when they get so close to Canada, will say if they have many such trips to make there is a place in Detroit where they can get "two for five."

We have been informed that the programme for the Hardware Dealer's Convention, which is now being printed, will contain the pictures of sev-

eral new faces this year. Among those who should receive honorable mention will be the Mayor of Ionia.

J. H. L.

What He Thought.

A man walking along the street of a village stepped into a hole in the sidewalk and broke his leg. He engaged a famous lawyer, brought suit against the village for one thousand dollars and won the case. The city appealed to the Supreme Court but again the great lawyer won.

After the claim was settled the lawyer sent for his client and handed him one dollar.

"What's this?" asked the man.

"That's your damages, after taking out my fee, the cost of appeal and other expenses," replied the counsel.

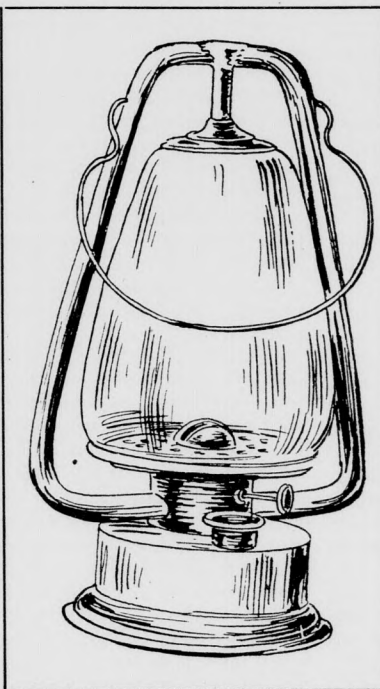
The man looked at the dollar, turned it over and carefully scanned the other side. Then he looked up at the lawyer and said: "What's the matter with this dollar? Is it counterfeit?"

Doris Couldn't Draw It.

As a slight diversion the teacher suggested that each child in the class draw a picture from which she could guess what the child wanted to be when grown. All sorts of articles were illustrated: books for bookkeepers, hats for milliners, etc. One little girl, however, had a blank sheet.

"Why, Doris, don't you want to be anything when you are grown?"

"Yessum," said Doris; "I want to be married, but I don't know how to draw it."



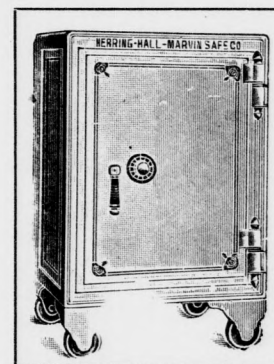
Hang Out a Lantern!

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

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

Some Chances You Cannot Afford to Take

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



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

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



Movements of Merchants.

Hesperia—A. E. Mills has engaged in the meat business here.

Nashville—R. W. Bivens succeeds John Acket in the meat business.

Fremont—J. W. Sipperley succeeds Mrs. Fry in the restaurant business.

Hastings—A new bank building is being erected by the Hastings City Bank.

Evart—John C. Houghton will open a cigar factory in the Voller building, Feb. 1.

Imlay City—Mrs. Allen succeeds Mrs. G. E. Hicks in the millinery business.

Belding—W. L. Covert succeeds Chapman & Chapman in the grocery business.

Hastings—Herman Bessmer has installed a cold storage plant in his meat market.

Blanchard—Leslie Sherman, formerly of Fennville, has engaged in general trade here.

Fennville—L. S. Dickinson will use one of his new store buildings for a dry goods store.

Detroit—The capital stock of the Detroit Piano Co. has been increased from \$2,000 to \$10,000.

Kalamazoo—The I. X. L. Garbage Co. will engage in business at 710 Minor avenue Feb. 1.

Saginaw—The Central Warehouse Co. has increased its capitalization from \$4,000 to \$50,000.

Fenwick—F. J. Loree has closed out his stock of general merchandise and removed to Belding.

Carson City—Mrs. J. L. Baldwin, recently of Ovid, succeeds Mrs. C. A. Evey in the millinery business.

Saginaw—The business men here are planning the erection of a hotel at an estimated cost of \$250,000.

Cadillac—The Peoples Savings Bank of Cadillac has increased its capital stock from \$75,000 to \$100,000.

Durand—J. G. Show, grocer, has sold his stock to G. W. Gillespie, who will continue the business at the same location.

Alma—Fred Slater will open a hat and men's furnishing store here Feb. 15, under the management of Guy Campbell.

Detroit—The Payette-Walsh Co., wholesale dealers in cigars, has increased its capital stock from \$10,000 to \$25,000.

Lake City—J. F. Rathbun, formerly of South Boardman, has opened a jewelry repair shop in the B. F. Scott drug store.

Delton—Kopf & Kopf, who conducted a general store at Cedar Creek for several years, have removed their stock here and will continue the business.

Walkerville—E. S. Powers, recently of Hart, has leased the Walkerville creamery and will operate it under his own name.

Alanson—Ralph Myers has sold his hardware, implement and grocery stock to Mr. Graham, who will continue the business.

Chesaning—Albert N. Dumas, of Dumas & Haley, dealers in general merchandise, died at his home Jan. 22, of diphtheria.

Lansing—A. E. Parsons, grocer at 355 South Butler street, sustained a fire loss Jan. 22, which was partially covered by insurance.

Ionia—At a meeting of farmers last week plans were made for the establishment of co-operative farmers' elevators here and at Muir.

Stanton—O. D. Buccanning & Son, meat dealers, have sold their stock to D. Chase, formerly of Houghton, who will continue the business.

Riverdale—Mint Hockstra has sold his stock of general merchandise to B. O. Markham, recently of Shepherd, who will continue the business.

Kalamazoo—The Abbott hardware store, on Lincoln and East avenues, was burglarized Jan. 27, and goods to the amount of about \$100 taken.

Manistee—Duggen & Eberhardt, piano manufacturers of Ludington, have opened a store here under the management of Charles J. Duggen.

Owosso—Fred E. Van Dyne well-known as the traveling salesman for the Owosso Casket Company and Miss Lula Syre were married last week.

Detroit—Valentine Schroeder, wholesale confectioner and fruit dealer on Woodward avenue, sustained a \$50,000 loss by fire Jan. 27.

Ithaca—Wm. M. Parker has sold his confectionery stock and news stand to Henry Aldrich, formerly of Muir, who will continue the business.

Eaton Rapids—Floyd A. Parks, recently of Caro, has purchased the O. C. Palmer drug stock and will continue the business at the same location.

Lansing—The Robson Auto Sales Company has built a cement block building 44 x 32 feet and will occupy it with a complete stock of auto supplies.

Owosso—William McConnell has purchased an interest in the Crowe Implement Co. stock and the business will be continued under the same style.

Kalamazoo—The Van Ostrand-Mattison Drug Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$8,000, of which \$4,000 has been subscribed and \$1,000 paid in cash.

Rockford—Harry J. Mulberry has leased a store building on Courtland street, which he will occupy about March 1, with a stock of clothing.

Detroit—Opium, morphine, etc., valued at \$400 was seized by the police Jan. 26, in a raid on the Red Cross Pharmacy at Rivard and Macomb streets.

Cheboygan—The Cheboygan Stave Co. has engaged in business with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The La Mode Cloak House has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Traverse City—Joseph Klaasen has become manager of the shoe department of the Globe Department store. He has had a wide experience in this line of trade.

Charlotte—The W. W. Kimball Co., of Chicago, have opened a branch piano store here under the management of M. R. Knickerbocker, formerly of Lansing.

Kalamazoo—The Central Storage Co. has engaged in business with an authorized capital stock of \$1,000, of which \$600 has been subscribed and paid in in cash.

Fowlerville—Glover & Converse, dealers in automobiles and automobile supplies, have dissolved partnership, Mr. Glover taking over the interest of his partner.

Eureka—Frank M. Brewbaker has sold his stock of general merchandise to Charles Chaffin, formerly of Perrington, who will take possession about March 1.

Holt—Manz Bros. have sold their stock of general merchandise to John Fay and Frank Wrook, who have formed a copartnership and will take possession Feb. 1.

Grant—G. Bode & Co., shoe dealers at Fremont, have leased a store building here and will open a branch store March 1, under the management of Arthur Bode.

Durand—Elmer Derham and his brother, Floyd A., have purchased the Durand Flouring Mills and will continue the business under the style of Derham Bros.

Kalamazoo—The Economy Dry Goods Co. store at 230 North Burdick street was entered by burglars Jan. 24, and a small amount of clothing and shoes taken.

Zeeland—The Ted & Ed Clothing Co. will remove their stock to another building Feb. 1, and immediately erect a brick building on the site of their present place of business.

Shelby—Hugh Johnston, who has conducted a shoe store here for the past 34 years, has sold his stock to L. E. Phillips, recently of Muskegon, who has taken possession.

Manistee—John Kruse has moved his undertaking equipment to the second floor of his store building at 269 Sixth street and will occupy the first floor with a stock of groceries.

Caro—J. H. Beckton has sold his drug stock to O. C. Palmer, who has recently been engaged in a similar business at Eaton Rapids. Mr. Palmer will take possession Feb. 1.

Oakley—Jacob Gordon, of the firm of Fillinger & Gordon, dealers in general merchandise, died at his home, Jan. 21, of diphtheria, aged 37 years.

Marquette—Misses Ida Jackson and Jennie Young have formed a copartnership and will open a millinery store in the White building, Feb. 1.

Kalamazoo—T. J. O'Neil, who conducts the White Kitchen restaurant, has opened a dairy lunch room on North Burdick street and installed a bakery in connection therewith.

Kalamazoo—The Johnson-Howard Company has bought the warehouses and leased the yards now occupied by O. Gumbinsky & Bros. adjoining and will materially enlarge its business.

Middleton—Crismore & Kuster, hardware dealers, have dissolved partnership and the business will be continued by J. W. Crismore, who has taken over the interest of his partner.

Fremont—L. G. Graft, who conducts a garage and machine shop, has admitted Robert Southard to partnership and the business will be continued under the style of Graft & Southard.

Sault Ste. Marie—The Soo Co-operative Mercantile Agency 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.

Whitehall—The Lakewood Lumber & Construction Co. has been incorporated, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Maple Rapids—Grover White has sold his interest in the general merchandise stock of Crook & White, to his partner, Claude Crook, who will continue the business under his own name.

Cambria—Blakely & Son have traded their store building, fixtures and stock of hardware and implements to A. V. Henry, for his 120 acre farm. Mr. Henry will take possession about March 1.

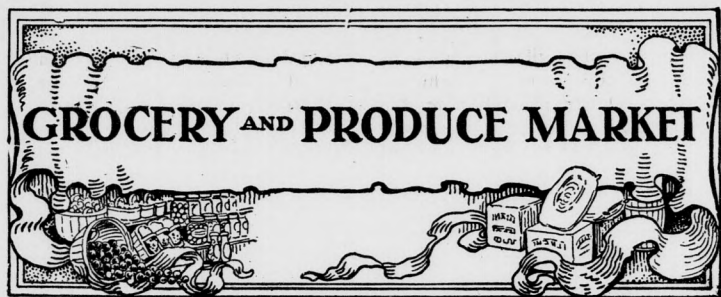
Evart—Brice Kille and Earl L. Dake have formed a copartnership under the style of Kille & Dake and engaged in business, selling typewriters, cash registers, adding machines, etc.

Vicksburg—Wilbur C. Whitney who has been connected with the bank here for several years and which he was instrumental in organizing has moved to Sparta to conduct a large supply store.

Detroit—The Detroit Coil Co. has merged its business into a stock company under the same style with an authorized capital stock of \$10,000, of which \$9,000 has been subscribed and paid in in cash.

Dowagiac—L. L. Bascome has sold a half interest in his men's furnishing and merchant tailoring stock to W. L. Brennehan and the business will be continued under the style of Bascome & Brennehan.

Hopkins—DeWitt Henning, who has recently engaged in general trade here, purchased his dry goods of the Grand Rapids Notions and Crockery Co., his shoes of the Herold-Bertsch Shoe Co. and his groceries of the Worden Grocer Co.



The Produce Market.

Apples—Northern Spys, \$3 per bbl; Greenings and Baldwins, \$2.75; Russets and other good varieties, \$2.50. Greater activity is reported with a better demand from consuming points.

Bananas—\$2.50@2.75 per 100 lbs.

Beets—60c per bu.

Butter—The consumptive demand for butter is absorbing all of the receipts on arrival and the market is healthy at unchanged prices. Medium and low grades of butter are in slow sale and seem to be accumulating somewhat. Creamery advanced this week 1c a pound to 35c. Local dealers pay 24@25c for No. 1 dairy and 18c for packing stock.

Cabbage—\$2 per bbl.

Carrots—60c per bu.

Celery—\$1.25 per box for home grown.

Cranberries—Late Howes are steady at \$9.75 per bbl.

Eggs—The demand for fresh eggs is absorbing the entire supply as fast as it arrives. There has been very favorable weather for a large egg production and prices are therefore on a very moderate basis and dealers are conservative in making commitments. Unless some cold winter weather develops, no material advance is likely. Grocers are paying 22@24c for current receipts and 27@28c for fancy. Storage stock is in light demand.

Grape Fruit—\$3.75 per crate for 36s and \$4 for all other sizes.

Grapes—Malaga, \$9.50 per keg of 50 to 60 lbs.

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

Lemons—\$8 per box for choice California or Messina; \$9 for fancy and scarce.

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

Onions—Spanish are in fair demand at \$1.15 per crate, home grown command 35@40c per bu.

Oranges—California Navels, \$3.50 @4 per box; Florida, \$3.50 for small and \$4 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 Jerseys, \$5 per bbl.; Delawares in bushel hampers, \$1.50.

Veal—Buyers pay 10½@12½c, according to quality.

Dressed hogs—9½@10c per lb.

The Flint Spring Water Ice Co. has been organized with an authorized capital stock of \$50,000 common and \$25,000 preferred, of which \$50,000 has been subscribed, \$12,000 being paid in in cash and \$38,000 in property. The stockholders and the number of shares held by each are: Joseph Horner, 825 common, 400 preferred; Willibald Wiss, 200 common, 400 preferred and Rowland Lowe, 200 common and 400 preferred. Operations will be carried on at Flint.

The Duchess-Lulu Co. has engaged in business to manufacture and sell face goods and creams, with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and paid in in cash. The stockholders and the number of shares held by each are: Lulu Bradshaw, 30 shares; Campbell Bradshaw, 30 shares; Francis E. Evarts, 25 shares and J. Andrew Geirber, Fremont, 15 shares.

The Grand Rapids Butchers' Supply Co. has been merged into a stock company, with an authorized capital stock of \$20,000, of which \$16,500 has been subscribed, \$4,747 paid in in cash and \$8,727.39 in property. The stockholders and the number of shares held by each are: John C. Blickee, 130 shares; Carrie C. Blickee, 10 shares and Wm. K. Boot, 15 shares.

M. Friedman & Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$250,000, of which \$150,000 has been subscribed and paid in in property. The stockholders and the number of shares held by each are: Morris Friedman, 900 shares; Joseph Roth, 300 shares and Adolph Friedman, 300 shares.

Fred Carl Richter traveling salesman for the Delemater Hardware company of Detroit met with a serious accident at Fountain, on his last trip. He accidentally came in contact with a hot stove severely burning his hand and wrist.

Pontiac—Kessell, Dickinson & Dickinson, dealers in clothing have leased the store building adjoining their own and will convert it into an annex to be used exclusively for boys and children's clothing.

The Clyde Park Mercantile Co. has engaged in business with an authorized capital stock of \$4,000, of which \$2,000 has been subscribed and \$1,000 paid in in cash.

The Grocery Market.

Sugar—The New York basis for American Sugar Refining Co. is 4.35—all others 4.30, New York.

Tea—The tea market has shown no change within the last week. Business is fair with values unchanged throughout. The trade is expecting no immediate change in the market until the new season opens.

Coffee—Although it has been reported that the valorization coffee held in this country has already been sold, it does not seem to have affected the market to any extent as prices are about the same as a week ago. One thing certain however, those who expected a break when the valorization coffee was put on the market will be disappointed. All grades of Rio and Santos remain unchanged, and the demand is small. Milds are also unchanged and in light demand. Java and Mocha quiet at ruling prices.

Canned Fruits—There has not been any great movement in canned fruits during January, but as this month is usually the duller in the year no one is at all surprised. Prices are fully 10 per cent. lower on the entire line than a year ago. The recent freeze in California has not, as yet, affected prices of canned fruits, but if there is a scarcity of citrus fruits there is sure to be a firmer market on other fruits.

Canned Vegetables—The tomato market is nominally unchanged, although there is an understanding that certain interests are shading somewhat, but in most instances this is undoubtedly on offerings below standard quality. Future tomatoes are unchanged and in light request. Corn and peas, both spot and future, are unchanged and in light demand, with the exception of cheap corn, which is wanted.

Dried Fruits—Wholesalers and jobbers are calling attention to the fact that most varieties of dried fruits are cheap, but especially evaporated apples which are selling at six and three-quarter cents and higher, according to grade. Quotations are fully two cents per pound lower than is usually quoted at this time of year and as prices usually advance during the spring months it would seem that apples are a good buy at present quotations. Pears and nectarines are selling at much lower prices than in past years and it is expected as soon as the consumer finds this out there will be an increase in the demand. The market on apricots is gradually advancing and while prices are higher than at the opening of the season it is expected that quotations will go still higher with the arrival of spring.

Cheese—The market remains steady at unchanged prices, with only a moderate consumptive demand. Storage stocks are light and fancy cheese seems unlikely to make any material change in price. Under grades are a little more plentiful and are not quite so firm as the better grades.

Starch—Muzzy bulk and Best bulk and Best package have advanced 15c per 100.

Syrups and Molasses—Glucose is unchanged for the week. Sugar syrup

and molasses are both dull and unchanged.

Provisions—All grades of smoked meats are steady and unchanged and with only a moderate consumptive demand. Pure lard is firm and wanted at an advance of ¼c over a week ago. Compound lard is unchanged. There is only a moderate demand. Barreled pork is steady and unchanged, as are dried beef and canned meats.

Fish—The fish business is showing more activity than a short time ago on account of the nearness of Lent and as it is nearly a month earlier than the Lenten season usually begins, there is sure to be more fish of all kinds used. Canned salmon and sardines were never lower in price than at the present time and while the consuming demand has been of fair size the past two or three months, it is sure to increase as the season advances.

Bank Dividends.

The Fourth National Bank has increased its dividend rate to 12 per cent. and will pay 1 per cent. monthly instead of quarterly, the first disbursement to be Feb. 1. The Peoples Savings Bank adopted this plan a year ago and apparently to the entire satisfaction of the stockholders who thus can count upon a regular monthly income. An examination of the lists of stockholders in the various banks will show that many women and estates have holdings and to them the monthly plan of paying seems to be especially acceptable. None of the other banks have adopted the monthly plan but the South Grand Rapids State is likely to do so before the year is far advanced. The South Grand Rapids, the infant among the local institutions, paid 12 per cent in quarterly installments last year and this year the stockholders will be further benefitted by having their taxes paid, making the dividends net to the stockholders. The Kent State is now on a 12 per cent. basis, payable quarterly. The Commercial Savings last year paid 8 per cent. and is likely to go to 10 this year. The Old National still pays 4 per cent. semi-annual and taxes, but this year its surplus and undivided profits account will pass the 100 per cent. level and the dividend rate may be increased but whether it will be quarterly or semi-annual has not yet developed. From the beginning the Old National has paid semi-annual and it may abide by tradition instead of having more frequent distribution. The Michigan Trust last year paid 5 per cent. semi-annual and an extra of 2 per cent., making 12 per cent. in all. It could easily double this dividend rate and still have something to add each year to surplus but its dividend policy for the future has not been divulged. The Grand Rapids Savings always paid semi-annual but this year will pay quarterly and on a 10 per cent. basis. The Grand Rapids National City will continue its 10 per cent. this year in quarterly installments and the semi-annual 3 per cent. distributed by the City Trust and Savings will add about 2 per cent. to what the stockholders will receive.



Gradual Growth of the Michigan Trust Company.

Those who are promoting the organization of a new trust company are very sanguine of its success, as should be expected. And contingent, of course, on good management there seems no reason why the hopes of reasonable success should not be realized. The city and the territory tributary to it are growing in population, wealth and interests and with this growth comes increased demands and greater opportunity for just such services as a trust company can render. The new company, it is stated, will undertake to guarantee real estate titles and will make a specialty of real estate mortgage loans for small investors in addition to its other functions, and this will be a new and undeveloped field and which may have considerable possibilities. Successful as the new enterprise may hope to be, however, it will be a mistake on the part of those who are organizing it to hope that for profitability it will become another Michigan Trust Company from the very start. This is said not pessimistically, nor with any desire to discourage, but as a gentle warning such as might be bestowed upon the young man who is ambitious to start in life where his father left off. The Michigan Trust Company, big and prosperous as it is now, was an institution of slow growth at the beginning. It was organized July 15 1889, with \$200,000 capital and at an early meeting of the directors a resolution was adopted that no dividends should be paid to stockholders until the company had accumulated a surplus and undivided account of \$100,000 or 50 per cent. of the capitalization. The company was at the close of its eighth year before the initial dividend was paid, and then it was 4 per cent. semi-annual. At the end of the first year its statement showed an accumulation of \$8,007, and this was increased to \$21,529 at the end of the second. At the end of its fifth year it was \$73,373 to the good and at the end of the eighth year the books showed the coveted 50 per cent. and then the dividends began. In the next eight years the surplus and undivided profits grew from \$100,927 to \$139,249 and in the company's seventeenth year, the book value took a jump of nearly 100 per cent. from \$145,000 in January to \$267,281 in June. This large increase came chiefly through the clean up of the R. G. Peters trusteeship. Peters made an assignment sometime in the '90s, with liabilities running well up into the millions and with widely scattered assets. The Michigan Trust Company was ap-

pointed trustee and President L. H. Withey gave his personal attention to straightening out the tangles. When the trusteeship came to a close, so wisely had things been managed that all the debts had been paid and Peters was still a millionaire. The Trust Company was allowed \$10,000 a year compensation as trustee, and expenses, and it was this money, coming in in a lump, that made the big increase in the surplus and undivided profits account. In 1908 the surplus and profits had grown to \$292,095, and since then the increase has been as follows, as shown by the statements of date as given:

June 23, 1909, \$334,703.
June 30, 1910, \$347,776.
June 7, 1911, \$454,926.
June 14, 1912, \$512,846.
November 26, 1912, \$582,742.

In the last three years the company has had rapid growth, but the showing is due, it is stated, not to current earnings, but to a succession of "clean ups" of old affairs. The company has had the management of some of the largest estates in Western Michigan that have come in probate during its history, including the H. C. Hackley, estate, the John Canfield estate and the Thomas D. Gilbert estate. It had the straightening out of R. G. Peters affairs when he was in a tangle the first time, and is rendering him the same service again. In fact, in the last twenty years there have been few big failures or estates in which it has not been concerned in one way or another, and the records show that in all its doings it has shown a high degree of ability and efficiency.

When the Michigan Trust Company was organized it was a pioneer in the rendering of such services as it sought to fulfill, and it had the hard work of a pioneer to do in preparing the field for cultivation. Up to that time a corporation assignee was almost unknown, a corporation administrator or executor of an estate was a distinct novelty and a corporation guardian of the minor or a non compos unread of. Not only had the public to be educated in corporation possibilities, but the local courts had to be shown that a corporation could discharge such functions. All this pioneering work has been long since done and when the new trust company comes into existence it will find the field ready for its tillage.

An incident in the early history of the Michigan Trust Company and which did much to educate the popular mind as to the efficiency of a corporation guardian may be recalled. The Trust Company was appointed

2½% Every Six Months

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

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

Fourth National Bank

Savings Deposits

3

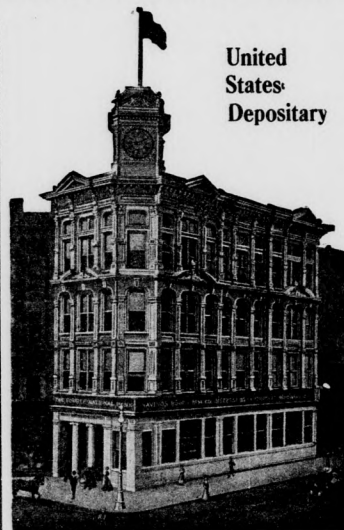
Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Capital
Stock

\$300,000

United
States
Depositary



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

guardian of a young girl with a small estate, and a married man who ought to have known better persisted in paying her undue attentions. The Trust Company as guardian warned him, but without avail. Whether it was Anton G. Hodenpyl, then Secretary of the company, or the late George E. Wanty, the company's legal advisor, who suggested it is not a matter of history, but between them they employed Harmon Cowan, now under sheriff, to find the man and give him as sound a thrashing as Cowan would do were the girl in the case his own sister. Cowan fulfilled the commission with neatness, dispatch and thoroughness. Cowan was arrested for assault and battery, as it was expected he would be, but when the circumstances became known, there was such a roar of applause and approval that he was let off with a nominal fine, and in a day the Michigan Trust Company as a faithful and efficient guardian had a national fame.

The Michigan Trust Company did not always have the field to itself. The Peninsular Trust Company with \$100,000 capital was organized and began business on April 23, 1894, when the Michigan Trust was completing its fifth year. The late Enos Putman was President of the company, George G. Whitworth, now Treasurer of the Berkey & Gay Furniture Co., was manager, and Adolph B. Mason, now of Detroit was active in its affairs. The company had offices on Monroe avenue, where Seigel's store is now located, and its name is still to be seen on the building. At the end of its first year's business the company showed surplus and undivided profits of \$2,232, and a year later it was \$9,496 to the good. The company continued until December, 1900 when it was taken over by the Michigan Trust Company. Its last statement showed surplus and profits of \$27,702. It is not known exactly why the company sold, out, but the death of Enos Putman and the difficulty of finding his successor had something to do with it, and the desire of Mr. Whitworth to affiliate with Berkey & Gay was another important factor. The company was doing a good business and those who had money invested in it disposed of their holdings to the old company on terms that netted them a reasonable profit.

With the right men in control of it and under wise management the new trust company ought to prosper, not as a competitor of the old company, but as a sharer of a field that should be large enough for two. A little rivalry will, undoubtedly, stir the old company, which, perhaps, has grown lazy with prosperity and exclusive possession, to greater activity and enterprise, and enough new business will be developed to make both companies successful. If the town had but one grocery or dry goods store there would naturally be some restlessness in the community at being compelled to do business there and many of us would go to Grandville or to Rockford or Ada for our supplies, even though it were in-

convenient. It is the same with a bank or a trust company. We like to have a choice as to which establishment to patronize and this trait in human nature breeds business which makes reasonable competition profitable.

When the Time Comes to Settle.

Speaking of a gambler's chance, there is a tendency on the part of very many storekeepers to do this when extending credit. This spirit of chance seems to be born in some persons. Knowing full well that the odds are against them, they will let the recklessness of gaming gain control, and will enter into an agreement for credit extensions, which is only done, as they express it, "for the sport." It ceases to be sport when the time comes for them to settle for purchases from the jobber while they have outstanding accounts on their own books upon which they cannot realize.

The gambler's chance should have no place in the credit department. It should be hard reasoning that decides who are worthy and whom to avoid. Give charity when desirable, but do not take chances with anything which is to take its place among the assets. The merchant should bear in mind that he is taking the chance not only for himself, but also for his own creditors, who are trusting him to be careful in business so that they may not be disappointed in their efforts to collect from him. Many of these chances may convince them that he is an unsafe risk.

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

Buffalo, Jan. 29—Creamery butter, fresh, 30@34c; 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, 25c; cold storage, candled, 18@20c.

Poultry (live)—Turkeys, 18@21c; cox, 11@12c; fowls, 15@16c; springs, 15@16c; ducks, 17@19c; geese, 15@16c. Poultry dressed, turkeys, 20@24c; ducks, 18@21c; geese, 15@17c; chicks, 15@17c; fowls, 15@16c.

Beans—Red kidney, \$2.25@2.50; white kidney, new \$3.25; medium, new \$2.40@2.45; narrow, new \$3.25; pea, new, \$2.40@2.45.

Potatoes—55@60c per bu.

If a man has anything he can't give away he proceeds to raffle it off.

Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	82	85
Am. Gas & Elec. Co., Pfd.	45	47
Am. Light & Trac. Co., Com.	405	415
Am. Light & Trac. Co., Pfd.	108	110
Am. Public Utilities, Com.	64	66
Am. Public Utilities, Pfd.	77	78
Can. Puget Sound Lbr.	3	3
Cities Service Co., Com.	119	122
Cities Service Co., Pfd.	87½	89
Citizens' Telephone	94	96
Comw'th Pr. Ry. & Lt. Com.	67½	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	
G. R. Brewing Co.		100
G. R. Nat'l City Bank	180	181
G. R. Savings Bank	216	
Holland-St. Louis Sugar, Com.		7
Kent State Bank	266	
Macey Co., Com.	200	
Lincoln Gas & Elec. Co.	28	32
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.	62½	63
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	22	25
Tennessee Ry. Lt. & Pr., Pfd.	76	77
United Light & Railway, Com.	85	90
United Lt. & Ry., 1st Pfd.	82	84
United Lt. & Ry., 2nd Pfd., (old)	84	89
United Lt. & Ry., 2nd Pfd., (new)	74	75
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1943	95½ 96½
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	98½ 100
G. R. Gas Light Co.	1915	100½ 100½
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Saginaw City Gas Co.	1916	95 99

*Ex-dividend.

January 23, 1913.

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Assets Over Three and One-half Million

GRAND RAPIDS SAVINGS BANK

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Send for literature.

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Grand Rapids, Mich.

We recommend

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of the

American Public Utilities Company

To net 7½%

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

Kelsey, Brewer & Company
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Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3½ Per Cent.

Paid on Certificates

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

United Light & Railways Co.

First Preferred Stock

Bought and Sold

At present market price will yield better than 7%

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

HOWE, CORRIGAN & CO.

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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

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Grand Rapids, Michigan

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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.



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E. A. STOWE, Editor.

January 29, 1913.

THE INSURANCE EXPOSURE.

The statement of facts presented in the Tradesman of last week relative to the writing of illegal insurance by John P. Oosting, of this city, stands unrefuted. The fact that the violations of law were brought properly and prominently to the attention of Insurance Commissioner Palmer is also admitted by that gentleman. Palmer insists that he sent for Oosting and Oosting is equally insistent that Palmer never sent him any invitation to appear in Lansing. He says he did appear there on his own volition and admitted that he had written two policies. Subsequent events tend to show that instead of there being two policies in existence, there are fifteen or twenty and possibly more. The policies are absolutely valueless. They had no value when they were written and they have no value at this time, because the company is not only insolvent but absolutely unreliable.

The Tradesman maintains that this showing is sufficient to justify the retirement of State Insurance Commissioner Palmer to give place to a man who will not assume the duties of judge, jury and prosecutor as well as Commissioner. Mr. Palmer appears to hold himself above the law and does not seem to have that high conception of public duty and responsibility that a public official ought to have, but insists on remaining in office until July 1, when his place will be taken by John T. Winship, of Saginaw, who will probably cleanse the office of State Insurance Commissioner of the erratic political atmosphere which has surrounded it for the past eighteen months and substitute therefor an atmosphere of common sense and respect for the law.

The Tradesman is, naturally, much gratified over the outcome, because it has accomplished all it expected to accomplish—and more. It has demonstrated to the people of Michigan that if the present Insurance Commissioner had sedulously discharged the duties of his office, as his exceptionally capable predecessor did, he would have left a record that would have been one of the cherished achievements of Michigan. We could have referred to his administration with the same degree of pride that we refer to the administration of ex-

Commissioner Barry and the recently completed administration of Gilman M. Dame as the head of the Dairy and Food Department. That he did not do this is a matter of general regret.

The Tradesman realizes that much good has resulted in its exposure of the crookedness which was going on in the writing of illegal insurance in Western Michigan. It will cause the insuring public to be more critical as to the character of the policies it accepts and also result in more thorough scrutiny of the responsibility of the companies issuing the policies.

RAILROADS AND TAXES.

The last decade has seen very little railroad building in Michigan. This has not been because Michigan has no undeveloped corners or districts to which railroads might be built. The reason for it must be found elsewhere, and possibly if we look into the matter of railroad taxation the mystery as to why the railroad builders have gone elsewhere may be solved. In 1901, the last year that railroads were taxed on the basis of earnings, the specific plan as it was called, the taxes levied on the railroads was \$1,356,857.96, while in 1911, taxed on the ad valorem plan, the railroads were called upon to pay \$4,372,144.50, an increase of 222 per cent. in ten years. In 1901 the gross earnings of the railroads were \$42,777,895.58, and in 1911 they were \$63,835,222.30, an increase of 49 per cent. Earnings increased 49 per cent and taxes increased 222 per cent.—is it surprising capitalists sought other fields for their railroad building enterprises than in Michigan? In 1901 the taxes levied represented 3.1 per cent. of the gross earnings and in 1911 the percentage was 6.8 per cent. of the gross and 39.7 per cent. of the net earnings. How many new industrial or commercial enterprises would be established in Michigan if the policy of the State were to take \$39.70 of every \$100 earned above actual operating expenses, with no provision made for improvements or renewal of equipment? Such a policy would be paralyzing to industrial and commercial development of all kinds, and that the effect is the same on railroad building is shown by the fact that in 1901 we had 10,882.80 miles of railroad while in ten years the increase was only 103.65 miles, or about ten per cent. Summing up the situation, there has been an increase in ten years of 10 per cent. in the railroad mileage, an increase of 49 per cent. in the gross earnings of the railroads and an increase of 222 per cent. in the taxes. Would it not have been more to the advantage of the State to have had a much smaller increase in the taxes and a much larger increase in the mileage? The railroad taxes go into the primary school fund and the records show that in ten years the primary school fund has grown 234 per cent., most of it coming from the railroads, while the increase in the money raised for educational purposes by the taxation of private property has been only 39 per cent. In 1901 the tax cost from all sources per child of school age was \$9.41 and 1911 it

was \$12, an increase of 78 per cent. Easy money from the railroads apparently has developed habits of extravagance and waste in the educational field. Many of the counties in the State receive in primary school money more than they pay in state taxes and more than they can honestly and legitimately use.

All that part of Michigan lying north of the Grand Trunk railroad is in need of more railroads and better facilities, and the present Legislature could render a valuable public service by conducting an enquiry into why railroad building in this State has for a decade been practically at a stand still. If it is excessive taxation or excessive regulation would it not be to the advantage of the State to relax from the rigor which has prevailed at least to such an extent as to give railroad builders a chance to see their way to doing business at a reasonable profit?

IMPROVED P. M. SERVICE.

In arranging a new train schedule, going into effect this week, the officials of the Pere Marquette have shown a commendable desire to improve the Western Michigan facilities for travel. On the Pentwater branch for years the Pere Marquette morning train has pulled out of Muskegon at 7 o'clock, entirely too early for passengers from this city to make connections with it either by steam trains or by interurban, and with the result that a trip to Penwater from here meant a two days' excursion, one day to go and the other to return. The new schedule starts the train an hour later, at 8 o'clock, and now the Grand Rapids traveler by taking the interurban at 6 o'clock can catch the train at Muskegon, spend the day at Penwater and return home the same night. This little shift in the leaving time of this train will do much to facilitate trade and social relations between Grand Rapids and Penwater and ought to result in a material increase in the traffic, both freight and passenger. Another change in the schedule gives Grand Rapids a direct train to Ludington, something it has never had before and apparently for no other reason than because a precedent for it could not be found. Instead of running through to Traverse City the 5:55 train north will run to Baldwin and thence to Ludington, with close connections for Manistee. The opposite train will leave Ludington in the morning to arrive here about 11 o'clock and the Ludington business man will thus have half a day in town and can get home in the evening without vexatious change of cars. This change cuts off the evening train for Traverse City which is to be regretted, but no doubt the Traverse City service will be restored and by that time Ludington will have become so accustomed to having the through train to Grand Rapids that its abandonment will be out of question. The change on the Pentwater branch and the direct train to Ludington may be regarded as having come to stay and both will be of great advantage to Grand Rapids, as well as to towns at the other ends of the lines.

HARMONY AT LANSING.

The relations between the executive and the legislative departments of the State seem to be harmonious, which is in refreshing contrast with the conditions that have existed in recent years at Lansing. Governor Ferris is a Democrat and the Legislature in both houses is Republican, but harmony seems to be possible between them, and this is somewhat refreshing in view of what has been the conditions for more than a dozen years past. Governor Osborn had an almost solidly Republican Legislature at his back and was in an almost continual row with the law makers. Governor Warner during his six years had almost solidly Republican Legislatures to work with and the combination was far from happy. During Governor Pingree's four years what he thought of the Legislature and what the Legislature thought of him wouldn't be fit to print. And now we have a Democratic Governor and a Republican Legislature and everything seems to be lovely. The reason for this is said to be that Governor Ferris entertains the somewhat novel idea that political considerations are subordinate to the welfare of the State. He mingles with the Legislators not as a politician but as a fellow citizen equally interested with them in promoting the welfare of the State. If he finds that a Republican member has introduced a bill that should be in the statute books he tells the members of his own persuasion to vote for it, and he opposes unworthy measures in the same non-partisan way, not caring for its origin, but looking solely to results. This is the right attitude for the governor of a state to assume. But in actual operation it is not often that we find this principle of statesmanship followed.

MAKE SOME NEW FRIENDS.

Don't get into the habit of going to the same places and in the same company all the time. I knew two men who sat in the same office all day long and yet, always took their luncheon together. One of them seldom went anywhere without the other. I do not think this is the best plan. They may get a good deal from each other's company, but they certainly lose much by not associating, part of the time, with other men. I would not care to dine with the same man every day, even if he were the brightest one of his kind.

Noon is a good time for business men to get new thoughts—but many of them do not make the most of the opportunity. I believe in a luncheon to-day, a library to-morrow, an art gallery next day, a visit to some business establishment the next, and so on—sometimes alone, sometimes with a friend, sometimes with a party.

If you are in a rut, try this plan. Get out of the beaten track for an hour or so every day and see how much it will broaden you. Cultivate the acquaintance of men who are getting out of the ruts themselves—the men who are open-minded, progressive, and worth while.

My share in the work of the world may be limited, but the fact that it is work makes it precious. * * *

INSURANCE THAT'S A MENACE.

The statement that insurance does not always insure is confirmed by the settlement made by the Grand Rapids Merchants Mutual Insurance Co. with Brummeler & Terhaar for the destruction of the store building and stock they previously purchased from Telgenhoff Bros., at Corinth. They carried \$2,000 insurance on the store building—\$1,000 in the Grand Rapids Merchants Mutual Fire Insurance Co. and \$1,000 in the Leathermans Mutual Insurance Co., of Philadelphia. The latter company was probably defunct at the time of the fire—indeed, circumstances lead to the belief that it was probably insolvent when the policy was written—so that the insured has received absolutely no returns whatever from this source. One of the conditions set forth in the policies of the Grand Rapids Merchants Mutual Fire Insurance Co. provide that the policyholder shall receive only three-quarters of such sum as the face of that policy bears to the total insurance, in consequence of which the insured received \$600 in full settlement of their \$1,000 policy. Mutual insurance of this character may be a good thing so long as the policyholder does not have a fire, but if he pays 60 per cent. of the standard premium rate and receives 60 per cent. of the face of his policy in the event of a fire, he is no better off than he would have been if he had paid regular premiums and had received the full value of his policy in the event of a fire loss. In other words, the saving in rate in dealing with the mutual company is exactly offset by the shrinkage in the value of the policy in the event of a fire. If he undertakes to provide for this discrepancy by carrying 66 per cent. more insurance than his property is actually worth, he subjects himself to suspicion and the possibility of litigation in effecting a settlement in the event of loss.

The Tradesman has never opposed mutual or assessment insurance as such. In fact, it has encouraged the formation of this class of companies for the undertaking of certain kinds of risks, conditional on their being conducted along correct business lines by men of experience in the fire insurance business and having their risks so scattered and isolated that they are not likely to sustain an overwhelming loss as the result of a general conflagration.

The official report of the Grand Rapids Merchants Mutual Fire Insurance Co. for Dec. 31, 1912, shows 1,460 policy holders, \$1,102,615 insurance in force and \$2,798.06 actual cash on hand. As this is considerably less than \$3 actual tangible assets for each \$1,000 of insurance carried, the Tradesman is of the opinion that the rates should be advanced, so as to create and maintain a larger percentage of assets. Until this is done, insurance in the company is a menace instead of a protection. In fact, it is a two-fold menace to the policyholder, because he sustains a two-fold relation to the company—first, as co-partner with nearly 1,500 other policyholders and second, as a beneficiary in the event of loss by fire.

That condition in the policy which restricts the liability to three-quarters of the face of the policy should also be eliminated. This feature is not only dishonest in itself, but is calculated to lead to fraud and deception in other directions.

By making these two changes in the working plans of the organization, the Grand Rapids Merchants Mutual Fire Insurance Co. would then be in a position to undertake the writing of insurance without impairing the credit of every policyholder, as is the case under the present system. Probably many merchants do not realize that the signing of an application for assessment insurance and the acceptance of a policy from an assessment company create a liability which seriously impairs their credit with the mercantile agencies and also with the wholesale houses from which they draw their supplies. The wholesale dealers have been a little slow in acting in this matter, but if they were to do their whole duty in the premises and refuse to extend credit to any retailer who insists on carrying inadequate insurance and who would be insolvent in the event of a fire loss, they would soon place the present unsatisfactory condition on a solvent and substantial basis.

In some cases men who are doing business under the corporate form have signed the applications and notes in a corporate capacity, which is clearly illegal, because corporations organized under the statute creating mercantile incorporations have no legal right to engage in the insurance business, which the taking on of assessment insurance amounts to. This is a point that corporate merchants are quite apt to overlook, important as it is and vital as it is to their legal status and liability under the law.

TO REGULATE INTERURBANS.

One subject of possible legislation which the local boards of trade and similar civic organization may well take an interest in is that of interurban regulation. It might be wise to place the interurbans under the same supervision of the State Railroad Commission as that of the steam roads. Nobody would find fault if the interurbans were required to file the same reports as to earnings and operations which are called for from the steam roads. It would be entirely proper to compel them to keep on file their freight and passenger tariff sheets and to make them subject to penalties for rebating and other evil practices. But for the Legislature to undertake to determine what the interurban passenger and freight rates shall be would be to discourage interurban building in Michigan, because such legislation is almost invariably radical. A bill is now pending in the Legislature fixing the passenger rate at one cent a mile when the interurban occupies a public highway. This bill should be killed, and for two reasons. It would be an obstacle in the way of securing money for interurban building, and it is unnecessary. A public highway in Michigan cannot be used for corporation purposes without a franchise granted by the township authorities

and ratified by the popular vote. The people in the townships through which an interurban runs ought to be sufficiently intelligent to decide for themselves if the use of the highway is such a detriment to them as to warrant a lower rate of fare, and legislative interference seems totally uncalled for. Michigan wants more interurbans. We want the State gridironed with them, connecting up all the leading towns and opening up the rural districts to thicker settlement and greater prosperity. The policy of the State toward the interurbans should be so broad and liberal as to encourage their construction. This does not imply that the State should cast aside all safe guards, but it does mean that we should be sane in dealing with them. None of the interurbans now in operation has proven to be a gold mine for its owners. On the contrary from all accounts the interurbans that have shown profits have been the exception. There is certainly nothing in their present condition to warrant radical legislation in the direction of rate making. The wise plan is to leave the subject alone.

UNIONISM EXEMPLIFIED.

The hotel and restaurant waiters in New York, who by the way are among the most unconscionable hold-up men on earth, and the garment workers in Rochester are giving the country a fine exemplification of the teachings of labor unionism. These two classes of labor are on strike for more wages, concessions in the matter of hours, and recognition of the union and the usual scenes are being enacted where union labor is involved. In New York the hotels and restaurants are being mobbed, windows smashed, property damaged and lives endangered. In Rochester it is the same. In both cities extra police have been put on and the calling out of the troops may be necessary. The strikers as members of their unions are following the teachings of Gompers and Debs and other professional fiends of labor. They are following the example of the dynamite using steelworkers in the ways of violence. If reasonable arguments will not prevail then it is the club and the gun and the fire brand. These are the teachings of unionism and unionism's methods. Neither in New York nor in Rochester is the question of wages or of hours of work the main issue. The strikes may have had their start in wages and hours but the struggle now is on the recognition of the unions. In both cities employers have become heartily sick of the domination of the walking delegate and his constant interference with business, and they are determined to be "op' shop." It is this that makes the leaders desperate and it is to hold their jobs as leaders that is causing them to urge their followers on to these acts of violence which have become so familiar when the union goes on strike.

The best life is that which helps us not only to see into other people's hearts, but also to look deeper into our own hearts and see whether we are trying to help others along the rough places as well as we can.

MUCH LIKE SHEEP.

The American people are much like sheep. They run in flocks and almost anybody who wins notable success can be a leader among them. This is notably true in agriculture. Let somebody make a "killing" in potatoes and everybody raises potatoes. Or it may be chickens, or melons or peaches or beans. For several successive seasons those who have had apple orchards and cared for them properly have made much money, with high prices and an easy market for all they could produce. For several years the planting of apple trees have been very much of a fad. This has not been confined to any one locality, but has been general. The apple crop last year was tremendous. Michigan, Missouri, New York, Canada—all the apple raising districts had their bumpers. With such an abundant crop the marketing of the product has been a problem. For several seasons the growers have been accustomed to a dollar a bushel and upwards, but the ruling price this season is half that and there is certain to be disappointment for the farmer who expected to get the top price for his product in a market that has been glutted since apples first came in in the fall. Unwilling to sell at what is offered many farmers will hold on until the advancing season will make selling imperative, and then it will be at anything they can get, and their conclusion will be that there is no money in apple raising. This may have a tendency to check the enthusiasm for apple growing and, perhaps, it will be well. The fruit represents a splendid revenue producer for the intelligent grower, but there is danger that even this good thing may be over done. A season of low prices will warn off those who go into it as a means to an easy living, but those who have taken it up as a business and follow it scientifically, with pruning knife and spray pump, will continue to find it profitable. If apple tree planting ceases to be a fad, the question is what will be taken up next?

The prize hen in the recent egg-laying contest at Mountain Grove, Mo., has been sold for \$800. She was owned by J. A. Bickerdite, of Millerville, Ill., and holds the world's record for egg production, having laid 281 in the 12-months' contest. Her name is "Lady Show You." She is a White Rock—not the water, but real flesh and blood. And she was purchased by the publisher of a poultry paper. We have no objection to the hen laying so many eggs. We have no objection to her former owner accepting \$800 for her. But the thing that puzzles us is where in the world the publisher got the money.

Once the newspapers and the public howled about the egg trust. Now they are beginning to fear that the women's club which have been trying to cut the cost of living by giving the people storage eggs at moderate prices may be in some way "hooked up" with the much-maligned "trust."



Make Strong Display of Your Aluminum Ware.

Merchandise Required.

One half dozen preserving kettles.
One half dozen lipped sauce pans.
One half dozen Berlin sauce pans.
Two double boilers.
One half dozen Berlin kettles.
One teakettle with cereal cooker insert.
One half dozen waffle irons.
One half dozen skillets.
One half dozen rice boilers.
One half dozen coffee pots.
One half dozen percolators.
One half dozen griddles.
Three baking pans.
Two egg poachers.
Two steam cookers.
One half dozen teakettles.
One half dozen teapots.

Fixtures Required.

Five rolls crepe paper.
Ten wooden boxes.
Six small pasteboard boxes.
Five 6-inch board about 30 inches long.
Two strips of wood, about 4 feet long.
Nails.
Pins.
Plenty of price tickets.

Here is an aluminum window trim which we commend to any merchant as well worth his time and attention. Aluminum steadily grows in popularity. Its prices are getting so low that it is a much more familiar figure in the kitchen than it was a few years ago.

Some wise man said that if you want to please a woman get her a

piece of china or glassware. Many merchants are finding that aluminum answers the purpose even better if it is properly displayed in store and window.

Make a strong display of your aluminum. Don't be afraid it can't give a good account of itself.

Aluminum is so beautiful that if given half a chance it can make more than an attractive appearance.

This window would be hard to make were it not for the fact that the design is placed before you herewith. All you have to do is copy it as carefully as possible.

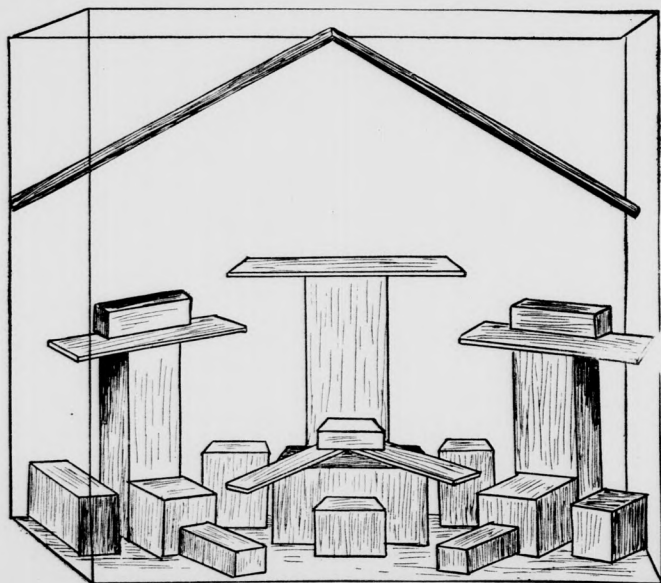
Incidentally, let us say if you are not pushing aluminum, you are overlooking a very profitable branch. Now is the time to take hold. This is seasonal merchandise every day in the year.

The first thing to do in building this window trim is to make a study of the fixtures as we have outlined them.

Don't get scared at the rather formidable quantity of boxes. These are easy to get. Undoubtedly you have a lot of them in your basement.

Cover the background neatly with red crepe paper. We would have you lay special emphasis on the word "neatly." If any rough corners show or if the paper is not overlapping in an entirely neat way much of the good effect which otherwise would make an impressive window will be lost.

After you get the background in shape cover with red crepe paper your two 4-foot strips of wood and nail them to the top of the window in an extended "V" shape as shown in the drawing.



Drawing of the Fixtures.

Arranging the Background.

Now let's get the background finished before beginning on the units in the front.

This is a very simple matter. Attach a lipped sauce pan to the background at each corner as shown by the photograph and then cover your "V" shaped affair with griddle pans, sauce pans and skillets, alternating them as we have done.

Use pins for attaching these articles to the background. It is surprising how much weight two pins will hold. Don't use nails because that will make the window look botchy.

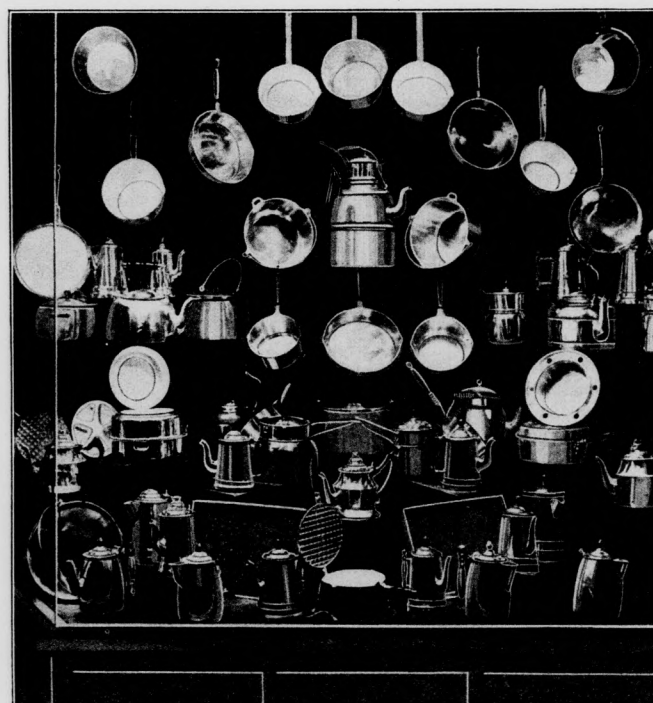
Now build up a big unit in the center. This consists first of a tall box and a six inch strip of board covered with red crepe paper. In the center,

plan. Do not crowd in too much merchandise. You will note that we have taken up the entire floor space in front with only a bailed griddle, dozen coffee pots, percolators, teapots, a big waffle iron and two large baking pans.

This makes a very handsome window and one which any merchant can afford to put in.

Merchandise Will Show Well.

Let us impress on you, however, the necessity of following these directions closely, as too much deviation would make the general effect less impressive. The actual window shows up much better than it possibly can be made in a photograph. Aluminum is such a beautiful substance that it lends itself to attractive window



The Display Photographed.

on top, put a tea kettle with a cereal cooker insert and on either side of this a preserving kettle. To the front of the board attach a skillet and two lipped sauce pans as shown by the illustration.

Now arrange the units on the right and left as indicated in the drawing. This consists in each case of a tall wooden box, a piece of board and a small pasteboard box all covered with red crepe paper. On the pasteboard box arrange two coffee pots or percolators and immediately in front of this a teakettle and two Berlin kettles. Practically the same arrangement is made on the other side, although the merchandise differs a little.

Photograph Gives Directions.

The arrangement of the lower units in the front are very plainly apparent in the photograph. A study of the drawing for the proper means of placing the boxes and a study of the photograph for the proper merchandise to place upon the boxes will give you a better idea than we could tell it here in print. Therefore, we will let it go at that.

Be careful in arranging the floor

display fully as well as any kind of merchandise.

Don't attempt to garnish this window a bit. If you put anything else with it you will spoil it. The trim is easy enough. Just give it a fair chance—Butler Way.

Had to Catch Him.

The farmer's mule had just balked in the road when the country doctor came by. The farmer asked the physician if he could give him something to start the mule. The doctor said he could, and, reaching down in his medicine case, gave the animal some powders. The mule switched his tail, tossed his head and started on a mad gallop down the road. The farmer looked first at the flying animal and then at the doctor.

"How much did that medicine cost, Doc?" he asked.

"Oh, about fifteen cents," said the physician.

"Well, give me a quarter's worth, quick!" And he swallowed it. "I've got to catch that mule."

Money saves some men a lot of worry—by their not having it.

MUST KNOW HIS BUSINESS.

Some Qualifications of the Successful Buyer.

"An inexperienced man can better be entrusted to sell than to buy," says the head of a large manufacturing concern. "He will lose less money, because, as a rule, the success of a number of salesmen is largely dependent upon the ability of one buyer, while the buyer's success is seldom in any sense dependent upon other than himself. He must know. It is in his power not only to make much money for his concern, but also to lose much. Therefore he must be sure he is right from experience before he buys.

"And his knowledge is infinitely broader in scope and more difficult to obtain than the knowledge usually required of salesmen, because the buyer, as a rule, must be a specialist in a number of lines, whereas the salesman's job more frequently is but one line. He learns one thing or one line of goods well, but the buyer must learn well several lines.

"He not only must know the intrinsic value of the goods and the various methods and costs of production, so that he may hammer down the price at the source of supply where he knows the cost of production is cheapest; he not only must keep in close touch with all the markets, and be able to forecast and adjust the condition of his stocks with respect to fluctuating prices, but also, especially in the case of the purchase of resale goods, he must know the selling market and must be able to anticipate fluctuations in demand as well as in prices.

Slipshod Buying Disastrous.

"Merchants and manufacturers alike go into bankruptcy each year because of slipshod buying quite as much as inefficient selling. Just consider for a minute how buying affects the percentage of net profit in the case of the merchant.

"Last year a hardware merchant out on the north side turned a \$9,000 stock slightly more than two times. His sales for the year were approximately \$20,000. His average gross profit on sales was close to 31 per cent., but his cost of doing business, including interest on his investment, soared to 25 per cent. giving him a net profit of 6 per cent. on sales, or \$1,200. This was approximately 13½ per cent. net profit on his stock investment.

"But another hardware merchant, located about half a mile from this man, turned a \$6,000 stock three and a half times. His sales for the year approximated \$20,000. His gross profit on sales averaged 30 per cent. while his cost of doing business was 24 per cent. giving him also 6 per cent. net profit on sales, or \$1,200. But this gave him 20 per cent. net on his \$6,000 investment, as against only 13½ per cent. for the other merchant. Why? Because this second merchant kept his stock investment down to \$6,000, yet had offered the public as big a variety of merchandise as the other man with his \$9,000 stock. How?

"This second man paid strict atten-

tion to quantities in his buying, as well as to price. He did not jump at big quantity purchases on the low price bait, but determined the right quantities to be bought just as judiciously as he decided upon the variety. He bought quantities that would supply a reasonable demand for a reasonable length of time. Of course he considered the advantage of any big discounts in return for 'quantity' purchases—but he also considered the possible disadvantages.

"He not only considered the fact that the money tied up in an excess quantity of one item was losing for him the interest it might earn in the bank, but also the profit that same money might be earning if invested in another item that he might as well be selling at the same time.

"This attention to the buying of a reasonably small quantity of any one item and a big variety enabled him to offer as big a variety and to sell as much in a year as the man who had tied up in stock worth half again as much money. It made the difference between 13½ and 20 per cent. net on the investment.

Why Some Make Mere Living.

"I tell you, more merchants to-day are simply making a mere living instead of a good income because they do not know how to buy rather than because they don't know how to sell. Often the best salesman on earth could not sell at a profit something that is bought without the exercise of good judgment.

"And the success of a manufacturing business also is greatly dependent upon the buyer of raw materials and other supplies. Here the difficulty of buying right is often greater than in the retail store. Here, if ever, in business knowledge is power. The manufacturer's buyer must not only know all the sources of raw material, but he must be able accurately to forecast price and supply fluctuations and delivery possibilities.

"He must have intimate knowledge of stock on hand and all the processes of production, so that he can forecast the need of making exceptions to his 'maximum' and 'minimum' running inventories in the light of a rising or a falling market or an impending 'break' in prices.

"Of course I'm talking about 'top notch' buyers, who actually do take all the present and past facts and on them scientifically predict the future and buy accordingly. They are the men who must not only know their own business from alpha to omega, but also several other businesses, especially those from which they buy. They are the men who are responsible at the rock bottom point of production for a low cost on the finished product that makes it possible for the salesmen of their company successfully to compete with other manufacturers.

Buyer Must Have Experience.

"A buyer ought to be well seasoned before he does any actual buying. This seasoning process must be the sort that gives the embryo buyer actual experience with the goods he will buy and the sort of men with whom he will deal. Usually he is 'brought up with the business,' and

his experience covers a wide variety of departments—the wider the better. Of course certain experiences are better than others. The stock clerk and the cost clerk, or the voucher clerk and the assistant auditor, perhaps, all get valuable buying information—provided they perform their duties with a keen thirst for detailed knowledge of the 'what' and the 'where' and the 'why' of the materials they handle or record.

"But this experience alone will not make a good buyer—not by a good deal. He also must have a combination of definite personal qualities that are hard to find, especially in men who also have had the necessary preliminary experience just mentioned.

"For big success he must have unusual personal power, with a faculty to make himself independent of influences other than a restricted number of plain facts.

"With a host of robust, optimistic salesmen battering at him, always searching for his weak points, this is not always an easy task. He ought to be robust in physique and optimistic himself—for it is a fact, I think, that a physically weak man is more susceptible to the influence of robust personalities than the man who has equally vigorous vitality—and it is true that a majority of salesmen are physically as well as mentally strong. If they dominate physically, they have a big advantage over the buyer.

"I shall never forget how, several years ago, a titan salesman breezed into my office—physically and mentally, too, I think, he was twice as strong as I—completely dominated the fifteen minute interview, and, although I did not really need his line, I did not then have gumption enough to refuse him, so thoroughly did he enthuse me with his own confidence and optimistic faith in his line of goods.

Good Buyer Always Courteous.

"Yet a good buyer is always courteous to salesmen. Whether or not he buys, he must keep the salesman's good will, because they now and then really have exceptionally good offers, and they can often supplement the buyer's knowledge of the market.

"At the same time the buyer must remain neutral, must be able to refuse personal favors without offending, for he knows that favors to his firm will likely be offered in proportion to his refusal of personal gifts.

"He must know when a salesman is 'bluffing.' This also requires accurate knowledge of all the lines he buys as well as knowledge of human nature. Add to this the necessary knowledge of the uses of what he buys, including sure knowledge of consumer demands and tastes, and of factory processes and costs, and you have a combination of mental, moral, and physical requirements hard to beat."

Donald Scott.

Didn't Want Ducks.

"I thought you were going into the chicken business," remarked a friend. "Yes, but I've got through."

"What was the matter?"

"Well, you have to take so many chances. When I started I bought a hen and a dozen eggs, and I asked a neighbor out there where I went how long it took for eggs to hatch. She said 'Three weeks if it's for chickens and four for ducks.' Well, after my hen had set three weeks, I took her off, because I didn't want ducks."



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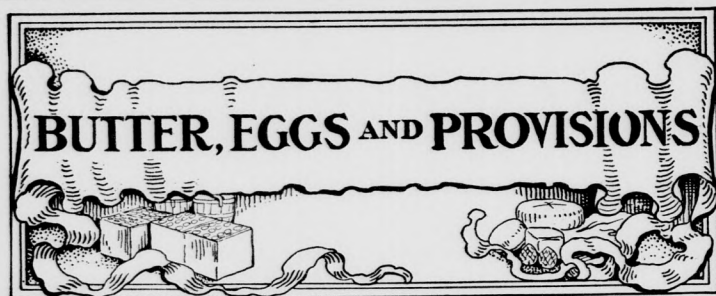
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Michigan is one of the most responsive markets in the world for your goods. Prosperity has overtaken the people and they are buying.

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Michigan Tradesman



Present System of Buying Eggs Is Very Poor.

Merchants of Michigan do not seem to realize that the present system of buying and marketing eggs, or rather in the lack of system, that there are millions of eggs wasted every year. This means money lost to many people. Such losses fall upon the farmers, poultrymen, merchants, shippers and commission men.

It hardly seems possible with the advancement that has been made in the methods of doing business during the last four or five years that the buying and marketing of eggs has received so little attention. The methods in common use to-day are no better than they have been for years.

Should Candle Every Egg.

If every merchant would start the first of the month and candle every egg bought, and ship as soon as he had a case, it would raise the price paid the producer, but at the same time the selling price would be no more, because the buyer would not have to allow for shrinkage. It would simply be installing a system in marketing that would improve the quality and by so doing the farmer as well as every one who handles eggs would make more money.

The methods now used by most merchants in buying or marketing eggs is very poor. There are many ways of improving it. The best way would be to candle every egg bought. Merchants should teach farmers the mutual advantage of candling. By improving the quality prices are sure to be higher and the farmer will get the extra profit.

The following taken from a bulletin issued by the United States Department of Agriculture gives a thorough description of how eggs are marketed and why there is so much difference in the buying price paid by the merchants, and the selling price paid by the consumer and also what is causing the large losses in the egg business. The bulletin is in part as follows:

Consumer Has Wrong Idea.

"During the fall and winter months it is the current opinion among consumers, when they are compelled to pay high prices for strictly fresh eggs, that the farmer or poultryman, the original producers, is receiving a high price for this product. This is true in so far as it relates to the producer who is so situated that he can either retail his eggs directly or place them in the hands of a dealer or retailer who can dispose of them within a short time and while they are strictly fresh; farmers, who produce the great bulk of the eggs sold are not so fortunate. The price they received, while

varying with the season, is, during a considerable portion of the year, often much below and apparently out of proportion to the prices paid to the consumer.

"The reason for this lies in the lack of care given the eggs in the methods of handling used in connection with the present system of marketing, and not, as a rule, in the realization of an undue or unreasonable profit by the egg handlers or dealers.

Methods of Marketing Bad.

"At present the common method of marketing eggs is very bad. The farmer gathers his eggs whenever convenient, sometimes each day, sometimes two or three times each week. The eggs are brought to the house and kept until there is a sufficient number to take to the village or until the farmer makes a trip to town for some other purpose and takes the eggs along.

"No particular attention is given to the condition under which the eggs are kept in the meantime. They may be put in a pantry or cupboard of the kitchen where the temperature is comparatively high and where the eggs are sure to undergo considerable deterioration in quality or to reach a more or less advanced stage of unfitness. Even in cases where the temperature may be realized and an effort made to secure more suitable conditions by placing the eggs in the cellar, there is likelihood that the cellar may be damp, and the eggs in consequence become moldy. Likewise no particular effort is made to obtain clean eggs by proper attention to the nests and by frequent gathering or to separate the clean from the soiled eggs when taking them to market. Whenever a nest of eggs is discovered in the weeds or about the barn they are usually added to the eggs in the market basket without question as to whether they are partly incubated.

Egg Only Part Fresh.

"As a result the farmer starts for town with a basket of eggs, part of which are perfectly fresh and wholesome, part of them dirty and smeared, and part of them shrunk or stale or even partly or wholly spoiled. These eggs the farmer takes to the village store and receives for them a certain price per dozen, which is usually given in trade. The village merchant is not a dealer in eggs from choice, but rather because he feels it necessary to take the eggs in order to keep the trade of the farmer. If he does not take the eggs he fears that the farmer will offer them to one of his competitors and will in consequence be likely to give that competitor the bulk of his trade. For

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

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Opposite Morton House

Grand Rapids, Michigan

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 same reason the merchant believes that he must accept the eggs as they run, good or bad, fresh or stale, clean or dirty, for if he does not his competitor will.

"The merchant holds the eggs until he has enough to make a shipment to some egg dealer or shipper from whom he gets his regular quotations. The delay here may be anywhere from two days to a week, or even two weeks. Usually the conditions attendant upon the shipment of these eggs up to the time they reach the packing house are such as to cause a still further deterioration in the eggs. After they reach the packing house they are assembled in great enough numbers so that more attention and care is given their handling, and although the eggs go through one or more sets of hands from this point before they are placed in storage or reach the consumer, the deterioration which they undergo is usually not so great proportionately.

Many Spoiled.

"The result of this common and almost universal method of marketing eggs is that when the eggs leave the hands of the country merchant, and still more when they reach the packer, quite a large proportion, varying with the season and the weather, are either seriously deteriorated or are wholly bad. It is usual somewhere during the process of marketing, after the eggs have left the hands of the country merchant, for them to undergo a grading process, in the course of which the bad eggs are discarded and the deteriorated eggs are separated and eventually sold for a less price than they would bring were they of first quality. Obviously, the man who buys these eggs 'case count,' candles them, and sells the graded product must be passed back to the storekeeper and eventually to the farmer.

Farmers Are Careless.

"The average farmer through carelessness and lack of knowledge produces indifferent eggs; the method of buying in vogue places no premium on quality, and the farmer producing clean eggs and putting them in the hands of the storekeeper in a good, fresh condition realizes no more for them than does the careless farmer, one-quarter or one-third of whose eggs may be bad. The subsequent course of the eggs to the market and to the table of the consumer usually includes a grading process for the purpose of culling out the bad and deteriorated eggs, and this in turn makes necessary a reduction in the price which can be paid to the producer.

"To correct this injustice to the careful farmer and to place a premium on the production of good eggs and their subsequent careful handling, a system of buying is necessary which bases payment on quality. It is not the purpose of the writer to enter into a discussion of the general problem of 'loss-off' buying in its relation to the commercial egg, but simply to suggest that if grocers would exercise more care in buying the egg business would be much more profitable and satisfactory."

The best guarantee is the knowledge that you don't need a guarantee.

System in the Butcher Shop.

A good memory is an essential to any man, no matter what line of business he may be engaged in, and it should be cultivated as much as possible; but no matter how perfect it may become, it can never take the place of paper and pencil, nor the place of the right kind of a book-keeping system. Take a wholesale house, by way of example, and it will be found that every transaction, no matter how small or how large it may be, is recorded in their books, under a system, worked out in such a way that it can be traced and referred to at any time that is necessary. In the large department stores they have systems whereby even the smallest sale is kept track of, and if by chance a mistake be made, it is easily located and corrected.

The average man who runs a meat market places entirely too much dependence on his memory, with the result that every once in a while an order is forgotten or is not put up in time to be sent when it was promised, or a charge is forgotten occasionally. These small mistakes do not amount to much when they are taken singly, but they must amount to serious losses in a year's time, both in money and custom, and the worst part of it all is that there is no excuse for them, as they are all absolutely preventable.

When such mistakes are made in the ordinary meat market the butcher tries to excuse this lapse of memory by saying that these things do not happen very often. I wonder what he means by often—once a day, once a week, or once a month? If the butcher who takes refuge in this excuse would stop and figure up the cost of such mistakes—only those that he is aware of—and then think of the losses which have occurred through lack of system, about which he knows nothing, he would wake up to the fact that while his memory may be exceedingly good, it is not good enough, even though he may forget something only very occasionally.

Our memory is given to us more to be used as a means of knowing what to do, or how to act when certain circumstances arise, than to be used as a storehouse for details, all of which may be easily available for use, when proper precautions are taken for their disposal. As has often been said, there are two kinds of knowledge—one that you have and the other that you know where to get, and the second is far more valuable to all of us than the first.

Take the case of the order boy about whom all of us have heard, who was possessed of such a good memory that when he covered his route he was able to take the orders of all his various customers with out ever using paper and pencil to write them down. When he came back he could rattle off the whole string, but even though he was a prodigy, he made an occasional mistake. Were I running the shop in which he worked I would not consider him as reliable as the boy with a poorer memory, but who knew enough to

write down every order as soon as it was given to him. Besides, there was a record that could be looked up when necessary in the latter case.

A certain young butcher of my acquaintance boasts that he can take and put up all his orders, and after shipping them, go to his desk and put them all down with never a mistake. He never could get me to believe that. I would rather trust the man who wasn't able to perform these kind of stunts, but who entered all his orders just as soon as he got them.

I was in a market about 6 o'clock the other evening, when the proprietor was busy making up his ledger. Every once in a while he would ask one of his men (there were two of them) how much did Mrs. So-and-So's leg of lamb weigh, or was Mrs. So-and-So's chicken for roasting or fricasee, or what kind of a steak did another customer get and what did it weigh? It seemed to me that his was an awful waste of time, as all of these questions would be quite unnecessary were there the least bit of system in that market.

In a great many other stores the butchers are performing wonderful feats of mental arithmetic during the whole day. A woman comes in and buys, for example, three pieces of meat, say a leg of lamb, a steak and a piece of soup meat. After they are put up the butcher figures the amounts mentally, rings up the charge and that's the end of the whole transaction. It may be all right, and then again there may be occasional errors. Who can tell? If the next day the customer complains that she has been overcharged, how can she be convinced otherwise, when there is no record at all? It becomes all a matter of memory then, and at best it leaves a bad impression. If the butcher should happen to discover that he did not charge enough, he has a mighty poor chance of convincing the customer and of collecting the difference. How much better it would be to have duplicate checks, the various sales itemized, the customer to get one with her meat and the store to keep the other. There would be less chance of error, and the errors would be much easier to correct once they were made.

The time is rapidly approaching when no sales of any kind will be made save with a sales slip, and the sooner you install this system the better it will be for you.—Butchers' Advocate.

The Deepening Influence of Travel.

"I tell you," said the globe-trotter, "travel is a great thing. If there is anything in a man travel will bring it out."

"Yes," said his pale, newly landed friend; "especially ocean travel."

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Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter
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the United States.

Manufactured by Wells & Richardson Co.
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Handling Toilet Accessories in a Men's Wear Store.

While it is hard to apply any general observation to a whole business, or even to the same line of business in a single city, it might well be asserted that the present tendency in the retailing world is to specialize. Shops have sprung up here and there, in the larger cities, making an exclusive business of handling a single line of goods, which would once have been thought hardly deserving the attention of a single department in a larger establishment. And yet, on the other hand, there is the department store to confute any such general statement—doing a thriving business in every imaginable line, and extending into fields of merchandising some of which are all but impossible to the small concern or the single individual in business.

The secret of either development, however—that of the small shop, handling a single line, or that of the department store, selling everything under the sun—is that of giving the best possible service to the class which the big or the little shop is endeavoring to cater to. The exclusive shop aims at the business of the man who demands ultra-exclusive goods, and the big shop answers the needs of the customer who wants to do all of his buying in one place. Not that the big stores do not often carry high-priced and exclusive goods—that is far from true; but it is a fact that the little place, carrying a single line, has about it an air of exclusiveness that the much larger establishment finds it hard to emulate.

The point to be observed here, however is that the matter to be accomplished is that of giving the best possible service to the customer in the field in which the store is doing business. The modern men's store is a close second to the department store in the extent to which it answers the needs of the man, showing forth everything necessary to the magnificent arraying, from head to foot. It would seem that nothing which could be required by the average male adult has been overlooked in most of the splendid big stores of the large cities; but the firm of Crutcher & Starks of Louisville, Ky., has discovered a few wants of the casual customer which are usually overlooked, and proceeded to establish a department to supply them.

It probably arose out of the fact that the firm at one time handled a certain safety razor, which was being widely advertised, and sold for a fancy price in comparison with some other makes. It occurred to the live-

wire manager of the big store that a man coming in, and, either in response to the advertising of the razors, or to the exercise of some good salesmanship on the part of the man serving him, buying one of the razors, would in many cases be taking up the shaving of his own countenance for the first time. He might be one of those men who have hitherto been slaves to the barber. In that case it necessarily follows that in addition to the razor he would require the other essentials of shaving—a brush, soap or a stick, talcum, toilet water. And if he would require these things, ruminated the manager, why not sell them to him?

The thing was very easily accomplished. Fortunately, the items which it seemed well to carry were all of small size, occupying comparatively little space, and a six-foot case which stood at the end of the glove department gave ample display room to the goods which were purchased to try the new idea out. It was the aim of the man in charge of the department, from the first, to carry nothing but the very best goods, in accordance with the general policy of the store to permit its service to be tainted by nothing which was cheap in quality, no matter how moderate the price, might be. Pursuing this rule, the only perfumery and toilet water carried was that of a manufacturer whose name in this line is the synonym for quality and "classiness."

A nationally advertised line of shaving stick and tooth pastes is carried, a special line feature being a box containing a shaving stick, a tube of tooth paste and a cake of soap. Other soaps and tooth pastes are also handled, as well as tooth brushes, face cream, talcum powder and other little toilet accessories of the sort.

Placed in the midst of a stock of small goods, such as gloves, ties and collars, which move rapidly, and which attract a constant stream of customers, it was an easy matter for the salesman handling a customer in any one of these lines to suggest to him a possible need in the toilet goods department; and, while expressing his surprise at finding such goods in a men's store, the average man has not only proved glad to purchase such articles as he needed at the time in that class of goods, but to make a mental note of the fact for future reference, in order that future purchases of the same sort might be made at the same place. Also, the well-known fact that a satisfied customer is the best of all advertisements was beautifully illustrated by the immediate publicity which was given the establishment of

the new department by those who had purchased there.

It is a truism that men, as a rule, do not care to purchase toilet accessories for their personal use in the departments of the big general department stores; women are the usual customers there. It should be equally true, for the same reason, that men prefer to purchase such things as shaving goods and like toilet requirements at the store where they fill the other wants of the outer man, rather than at the corner drug store, with its more or less unpleasant suggestion of pills and powders.

The new department, as stated, does not take up much room. No shelf space is required, such stock as is kept in reserve being stored elsewhere, and the goods in the case being for sale as well as for display. It is handled without the necessity of any additional sales assistance being employed, the customer being sold by the man who has sold him a tie or a pair of gloves, as a rule. The merchandise is not of a class which it is difficult to learn, either as to price or in any other respect. The average customer knows just what he wants in the matter of shaving soap or tooth paste, and asks for it.

And, what is perhaps one of the most important points, the idea has proved to be a money-maker. It is not a money-maker on a large scale, but the stock moves rapidly, and moves with ease, and without urging—a fine thing to be said of any line of goods, by the way, and one which renders a stock an extremely desirable one to handle. The possibilities of the new departure, or department, in the way of drawing customers, and its very evident usefulness in giving just a little better service than most other stores in the same business give, are among its best points; and when, in addition to these ends, it accomplishes the making of profit, doing its part toward swelling the handsome totals of the store's gross sales and net returns at the end of each month and year, nothing more could be asked of a six-foot case—Apparel Gazette.

The Editor's Guess.

A leading citizen in a small town was suddenly stricken with appendicitis and an operation became necessary. The editor of the local paper heard of it and printed this note about it:

"Our esteemed fellow-citizen, James L. Brown, will go to the hospital to-morrow to be operated upon for the removal of his appendix by Doctor Jones. He will leave a wife and two children."

Might as Well and Save the Trouble.

The wealthy old lady was very ill and sent for her lawyer to make her will. "I wish to explain to you," she said weakly, "about disposing of my property."

The lawyer was sympathetic. "There, there, don't worry about it," he said soothingly; "just leave it to me."

"Oh, well," said the old lady resignedly, "I suppose I might as well. You'll get it anyway."

The Proper Way.

"When you leave on the train," said the young man yearningly, "I will throw you a kiss."

"But," rejoined the girl, "don't you know that it isn't polite to throw things at people? You should always give them."

—♦♦♦—
Lazy-brains are responsible for more failures than lack-of-brains.

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.

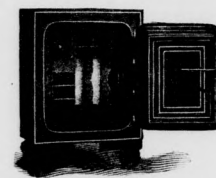
OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

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

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Michigan State Dairymen's Association will hold its annual convention Feb. 4-7 in Saginaw.

The Ludington Board of Trade will hold its annual banquet Feb. 22.

The Michigan & Chicago Railway Co., which is building an electric line from Grand Rapids to Kalamazoo, has gained entrance to Kalamazoo by way of Winslow Island.

The Big Rapids Board of Trade has elected the following officers for 1913: President, L. F. Bertrau; Vice-President, W. A. Stilwell; Secretary-Treasurer, F. G. Osborne.

The Michigan State Bottlers' Association recently met in Kalamazoo and decided not to affiliate with the national body, which includes beer bottlers, but will support the association being formed in the South, which includes manufacturers and bottlers of soft drinks only. Next year's meeting will be held in Port Huron.

Cheboygan starts the new year with bright prospects. During the past year six new industries have located there, a new public library is being completed, the telephone company is installing a modern plant and a daily newspaper has been established. Two of the leading projects to be undertaken this year are a dry dock and an interurban road to Petoskey.

Citizens of Battle Creek are making a series of trips to manufacturing plants of that city under the auspices of the Chamber of Commerce.

The Auditorium at Saginaw is not only self-supporting, but is making money for the city, as the annual report of the trustees just made public will show. The sum of \$1,000 has been turned into the city treasury, after all expenses of maintenance and repair are paid.

Lansing is preparing for the annual Zach Chandler banquet, to be held Feb. 10, the night before the Republican State convention.

The Otsego Commercial Club favors paving Farmer street in that city from the railroad to the bridge. The street is 47 feet wide and it is proposed to leave a strip 15 feet wide in the center, which will be parked.

The Allegan County Fair Association met at Allegan and re-elected officers. It is planned to make this year's fair better than ever before.

Cheboygan has granted a franchise to the Cheboygan Electric Light and Power Co. and is hoping for an interurban road soon between Cheboygan and Petoskey.

Benton Harbor has organized a Bureau of Federated Charities and over thirty local organizations, including lodges, churches and clubs, are affiliated in the work.

Fred Sanders has the contract for the merchants' general delivery at Corunna and will put three wagons in service.

The Michigan Free Employment Bureau at Jackson found work for 3,203 persons during 1912.

A pure water supply is one of the pressing needs at Battle Creek and

an expert engineer, after careful study of the situation, recommends the use of water from the Verons wells, pumped by an electric plant, with the Goguac lake supply, properly filtered, as a supplemental source.

A new system of encouraging cleanliness in Holland stores, particularly where food stuffs are sold, is being tried by the Board of Health of that city. Certificates are issued, signed by the health officer and the city inspector, showing that the store has been inspected and found to be satisfactory. These certificates are printed on card board and will be placed in conspicuous places in stores.

Further investigation of the Albion National Bank failure is being made by the Federal authorities in response to petitions of depositors in that city.

E. E. Ferguson has been re-elected superintendent of the Bay City schools, with salary increased from \$3,000 to \$3,500.

Battle Creek won its case in the Circuit Court against the Goguac Resort Association and public bathing in Goguac lake is forever denied, unless there is reversal of the decision by the Supreme Court.

The clothes-pin department of the Oval Dish factory at Traverse City is again in operation after a shut down of several months on account of a dull market. The plant turns out a carload a day—equivalent to 1,000,000.

The Jackson City Club will build a clubhouse costing \$75,000 in that city.

The Saginaw Common Council has taken its first step toward solving the pure water problem of that city by appointing a committee to confer with other organizations in the matter.

The annual meeting of the Upper Peninsula Development Bureau will be held in Marquette Feb. 4.

Slot machines have been put out of business at Pellston, citizens having petitioned the Common Council to take such action.

Reports made by the two banks of Hancock show a gain of over \$400,000 in savings deposits during 1912.

Branch county's corn show will be held at Coldwater Jan. 24 and 25.

Adrian now has a scaler of weights and measures.

Lansing grocers and meat dealers are arranging for their annual ball, to be given Feb. 20.

A Chicago watch manufacturing concern will remove to Manistee, occupying the plant owned by Wm. Rath, of that city, who has purchased one-quarter interest in the company.

Kalamazoo Moose will erect a \$50,000 temple in that city.

The Wilson Packing Co. will establish a kraut factory at Coldwater. An effort will be made to establish a public market at Alpena.

Dowagiac will have ornamental street lights. Almond Griffin.

So Did He.

"Do you know," said the successful merchant pompously, "that I began life as a barefoot boy?"

"Well," said the clerk, "I wasn't born with shoes on either."

Give Personal Attention to Training of Clerks.

Jim Warnock was a likely looking youth when Brown took him on as errand boy and general help, with the avowed prospect and aim of working up to higher things. Jim washed windows, unpacked goods, swept and dusted, helped the other clerks and the boss in their work about the store and occasionally, in rush hours, took a hand with the customers.

Brown, keenly watching him in the latter capacity, observed that Jim had a habit, when some article out of ordinary was asked for, of turning the customer over to one of the more experienced clerks. He took advantage of a dull spell one morning to chat with Jim on the subject.

"You aren't afraid of people, are you, Jim?" he enquired.

"N-no. Why Mr. Brown?"

"I noticed that you turned some of the customers over to Joe."

"Oh, they wanted some things that I didn't know all about, that's all" Jim grinned. "I knew Joe could tell them, all right."

"Aren't you as good a salesman as Joe?" enquired Brown pointedly.

"Some day—" began Jim.

"Right now," urged Brown. "Can you tell me any better time to begin than right this minute?"

He gave the young fellow a few pointers on selling, drew his attention to the strong selling points of two or three articles, and suggested that he study other lines with a view to discovering their selling points as well.

"When you've learned how to handle people, how to meet them and to talk business with them, Jim," he concluded "you'll have learned something that's worth thousands of dollars to any man. And you'll never learn to handle men as long as you're the least bit timid about tackling the proposition."

Evidently the talk stimulated the young fellow into thought. In any event, he speedily evinced a desire to sell things. Instead of being indifferent, and dodging customers, he went out of his way for chances to meet them and to introduce goods. The proprietor, noticing this development, was shrewd enough to make a few suggestions from time to time—not so many, however, that the young man hadn't time to thoroughly assimilate them.

Jim had helped in putting together window displays. One morning Brown remarked:

"I'd like to clear out that metal polish next week if I can, Jim. Can't you think up a good idea for a window display?" Then, as an afterthought: "Glance over the trade journals in my office, if you find time. They will give you some hints."

Jim later brought his ideas for a window display to the boss. The latter pruned them considerably, and the display was put on. The incident stimulated the new clerk's interest in the business—first, by interesting him in display work, and, second, by introducing him to the trade journals as a source of information and inspiration.

Developing a clerk isn't so much a

matter of telling him what to do, or how to do it, as it is of inducing him to think out trade and store problems for himself. And good clerks aren't so plentiful that it doesn't pay for the boss to give a little personal attention to their training.

William Edward Park.

Of course, you wouldn't get so angry talking politics if the other fellow had any sense or reason.

BECOME AN EXPERT IN BUSINESS EFFICIENCY
Accounting, Auditing, Systemizing, System Building, Commercial Law, Business Economics—everything pertaining to Accounting and Business thoroughly taught through **CORRESPONDENCE INSTRUCTION** by Experts. Instruction open to businessmen, bookkeepers, clerks, etc. Questions may be asked as freely as in the classroom. Our circulars will interest you—a postal will bring them. Address: **CLEARY COLLEGE YPSILANTI 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.

Mayer
HONORBILT SHOES
Secure the Trade and hold it

Tanglefoot



Gets

50,000,000,000

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

The Sanitary Fly Destroyer—Non-Poisonous.



The Supremacy of the Ready-Made Garment.

Written for the Tradesman.

If a dry goods merchant of fifty or sixty years ago were to be re-incarnated, we will say, and set down in a dry goods store of to-day, the difference that would strike him most forcibly between his storekeeping and ours would be the presence everywhere of ready-made articles of wearing apparel.

The old-time merchant sold knitting cotton and strong stocking yarn, although many of his customers still spun the woolen yarn for winter wear as well as knit the hose. Instead of a stock of overalls embracing several different kinds and a full run of sizes of each, there were a few bolts of denim. In place of shirts there was shirting, in place of knit and muslin underwear there were bolts of flannel and of bleached and unbleached muslin. Such a thing as a ready-made house dress or party dress or lady's suit or even a petticoat or a shirt waist was unheard of. The tailors of those days had matters pretty much their own way regarding men's clothing.

Gradually, and yet swiftly and surely, the sewing machine and the knitting machine have wrought their revolution, and ready-made garments of all descriptions have become the clothing of the masses. The sale of goods by the yard to be made up at home and by tailors and dressmakers still aggregates immense amounts, but the field of piece goods is yearly becoming more restricted, while that of the ready-made is as steadily enlarging. From the first crude beginnings when the very word ready-made was a synonym for poor material and poorer workmanship, there has been a steady advance until now the perfection of cut, style and make attained by the best manufacturers leaves little to be desired. The wealthy and fastidious woman who wants exclusive styles still employs a modiste or a tailor; the deformed woman or the woman of irregular figure is obliged to have individual fitting; but for the great average run of women, ready-made clothing soon will be the rule for at least all ordinary wear as much as it now is for the average run of men.

As our friend of the past surely would observe, the revolution brought about by the sewing machine and the knitting machine has made several important changes in the dry goods business. The merchant of to-day sells not only material but the labor of making it up. A much larger investment is required in consequence. As

to all outer garments, styles of cut and make change far more rapidly than styles of fabrics. The merchant nowadays must carry large stocks in order to have the variety of sizes and kinds and prices needed to meet the requirements of his customers. He must clean up sharply at season ends on all the ready-made stuff that will go out of style and so go down in value if held over. This cleaning up process, which has become so vital a part of the old timers never dreamed of.

Not least of the changes that have been brought about has been the increase in work for the buyers. Formerly if a buyer was a good judge of materials, colors and values, that was sufficient. He must now be no less proficient as to these points, and must add to this knowledge a thorough acquaintance with all that relates to style, cut, fit, finish, workmanship, trimming and lining. No matter how handsome the material of a silk gown, if the construction is tacky instead of modish, it will not sell to a fastidious customer at all. If disposed of to some person lacking in taste, it does not serve to build up the reputation of the store that puts it out.

Style and workmanship in a ready-made garment are just as good talking points as quality of material.

Now that such excellent makes are obtainable, there is no excuse for handling the shapeless, ill-constructed garments that still are put in stock by careless buyers. House dresses and shirt waists that have no more fit than bags, tailored garments of shoddy material and overloaded with cheap trimmings and ornaments, underwear that has little semblance to the form of the human figure, are still all too common.

Mr. Merchant, first have your goods right; then make the most of all salient features of excellence.

The wide-awake local merchant should be able to put one and a large one over the mail order houses in the fitting of all kinds of ready-made garments. Do not miss this opportunity. Let the advantage of buying where garments can be seen and tried on be emphasized and dwelt upon in the educational advertising that should constantly be going out from your store. The bother and expense and delay of making a return and exchange with a mail order house should be brought out pointedly.

You are not obliged to draw on your imagination for this. Simply a forcible presentation of actual facts is all that is needed. Make the application not only on the tailored garments on which it seems most natural-

ly to come, but all through your lines of ready-made goods.

You probably get up small handbills from time to time, which you have struck off ready to be placed one in every package of goods that goes out. Suppose at one time you make a little talk on union under-garments. A union suit to be comfortable and satisfactory must not only be of the right weight, it must be of the right size and the right shape for the wearer. A union suit that is too small is extremely uncomfortable and will not wear nearly so long as one that is properly fitted. A union suit that is too large is hardly more satisfactory than the one that is undersized. Just a loose easy fit is wanted, a proper allowance for shrinkage being made in the new garment. Bring out that your styles of union garments are correctly proportioned and that if your customers find they are not fitted with the size and kind selected at first, you will be pleased to have them returned for exchange.

At another time make your talk on your neat, pretty, well-made house dresses, or the style and distinction of your shirt waists. Do not fail to state that the most inexpensive dress or waist is attractive if it fits the wearer. At still another time make the talk on corsets.

Every dry goods store that possibly can afford the room should have a fitting parlor. Just a plain little room kept warm and comfortable and equipped with a good mirror will aid not only in making sales but in making sales of garments that will be pleasing and satisfactory to the wearers.

Fabrix.

What She Really Wanted.

Ferdie had just proposed to Millie. "No, Ferdie," she said, "I can't marry you. The man who gets me must be a grand man, upright and square."

"My dear girl," said Ferdie, "you don't want a man. You want a piano."

About two-thirds of the letters written represent a waste of time.

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.



Our No. 4 Overall and Jacket for Painters Are Good Sellers

The fabric we use is one of the best of its kind made and that the garments are thoroughly satisfactory is proven by the increase in sales we are making from year to year.

Our salesmen are showing the samples, and for very good reasons we advise our customers to book orders early.

Grand Rapids Dry Goods Co.

Wholesale Only

Grand Rapids, Mich.

TRU VAL \$1

The Shirt of True Value

When you wear a TruVal Shirt you unconsciously assume supreme satisfaction—simply because the TruVal fits you right, ALL OVER, as if made specially to order for you.

We vouch for quality, style and finish. We show the TruVal in a variety of attractive patterns and rich colorings which are fast.



It's the most successful satisfying shirt we've ever sold to retail at \$1.00.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

SWELLED HEAD.

When It Is Considered a Good Business Asset.

So far as my memory goes most great men have been afflicted with swelled head. There are exceptions: like Julius Caesar, who have escaped it, but they are a hopeless minority. Napoleon had it, and it wrought his ruin; Balzac had it, and so had Charles Dickens. It is a part of the stock in trade of most of our poets and painters, and strikingly obvious among our actors, though some of the former have the decency to hide it. Great soldiers run the poets and painters very closely. But in modern times swelled head has been given a whimsical term of acceptance by many eminent literary men, but this has, however, robbed it of its rancor and made of it a new art. One ought not to be surprised at that, for it is not the first time in history that a disease has become an art. The new art began with Oscar Wilde, and the innumerable poseurs who have followed boldly or mimically in his steps.

Much of the self-restraint and personal modesty of the literature of today is but the cloak of an arrogance which, in the writers themselves, is little short of morbid. The writings of such people, therefore, lack the wholesomeness of frankly admitted pride, as well as the humor of that form of pride which I have called an art.

Modesty a Good Trait.

There are, of course, genuinely modest writers who express themselves with a modesty which is a part of their nature, leaving the results for the world to discover, and waiting that far off divine event with dignity and patience. But they are so few as to be negligible.

In business it is otherwise. Business is healthier than art, and therefore swelled head has its recognized place therein. And I am not quite certain that it has not a determinable, economic value. Anyhow, a great many people with swelled head seem to hold the reins of commerce. Still, not every wearer of a swelled head attains to commercial eminence. There are failures. But the business man possessing every business virtue, and lacking swelled head, is in danger of being crowded out. Yet swelled head has entirely ceased to be a disease in commerce; it has become an art. It might be described as the art of window dressing, the art of so displaying your personal goods and achievements that others may see them, and approve in the same way as you yourself approve. It is the faculty of letting your light so shine that men may see your good works and glorify you. A great deal depends, of course, upon your having the goods to display, and even then the practitioner of the art risks many dangers. To carry a swelled head is in sense, to court destructive. But on the other hand, if you do not court destruction you will never achieve anything. Achievement is involved in risk; if you throw your cap in the air for very joy there is danger that you may not catch it,

and that it will get damaged; but that does not mean that it is not worth the risk.

Achieve Something by Swelled Head.

All those who achieve anything worth achieving, and I do not say that commercial success is one of these things, have done so by always being prepared to burn their ships. That, you may say, has no apparent connection with swelled head, but if you do say it you are wrong. If by wearing a swelled head you risk the wrath of those who think they have no use for such an article or of those whose reason is controlled by their modesty, you are certainly taking risks. For even granting that swelled head in any form is offensive, it is never half so offensive as the modern habit of toadying to every one for the sake of prestige or emolument.

All of this may be a matter of taste. And the prevalence of swelled head in the modern world may mean that the majority of people either like it for its own sake, or like to be taken in by it. I stand with neither. Swelled head never deceives me, but on the other hand it never offends me; still, I do not think I would go so far as to say I liked it. It amuses me more than the comic supplement.

It is far, far better to be amused at swelled head than to be offended by it, for the latter may, as I say, convict you of the complaint without raising you to the dignity of a joke. But whichever way we look at it, let us not fall into the error of imagining that it is only the little people, the insignificant people, the people incapable of achievement, who are the only people who suffer from swelled head.

But if we want to be nasty, if we want to give vent to our indignation and empty our spleen upon the proud wearers of that article, we may always remember that swelled head thrives best of all in a lunatic asylum. Any alienist will tell you that pride swells to its fullest extent in the persons of his unfortunate patients.

And this gentle thought may lead us to another interesting conclusion of pathology, although not, perhaps, so well founded, that genius and insanity are closely allied.

H. Jackson.

A Gentle Hint.

A bachelor had courted a girl for a long time without coming to the point. One evening in Leap Year, the young lady being musical, he took her to a concert.

The orchestra played No. 6, a selection that seemed to the bachelor very beautiful. He bent over his companion and whispered:

"How lovely that is! What is it, do you know?"

She smiled demurely and replied in a low thrilling voice:

"It is the 'Maiden's Prayer.'" He repeated in astonishment. "Why—"

But she handed him her programme, pointing to No. 6 with her finger.

He read and started, for the real name of the selection was "Mendelssohn's Wedding March." He bought the ring the next day.

Union Thugs Insist on the Label.

Despite of the fact that Antonio Stradivari, the famous violin maker of Cremona, died in 1737, long before there was any union of instrument makers, trouble started in the Chicago Federation of Labor recently because of the discovery that some union violinists were playing old "Cremona" violins instead of instruments bearing union labels. Formal complaint had been sent in by the Instrument Makers' Union.

"I move that the communication be laid on the table," said B. C. Dillon, a union violinist. "I play an instrument that cost me \$750. It is a 'Strad' and I wouldn't change it for ten thousand union labels. I wouldn't give it for a carload of union labelled instruments."

"I suppose you think you are an artist?" said Delegate Schlicht.

"I have been playing since I was nine years old. I have played before the crowned heads of Europe," Dillon retorted.

"And the bald heads of America. This artist talk is not business. I wish to see non-union instruments discarded."

"Do you mean to tell me I should throw away my 'Strad' because it has not a union label? You don't understand what a musician needs. You are not musicians, but mechanics and artisans."

"Don't let me hear any more about artists," said Delegate Ward, of the Band Instrument Makers' Union. "This artist talk makes me sick. Music from a tin pan would sound sweet to a true union man if the pan had a union label on it."

Apple Holdings Large.

There are about 6,000,000 boxes of apples in the United States in storage at the present time, and about 5,000,000 barrels held, says an authority on apples. Compared with last year there are fully 3,000,000 more boxes, and practically 1,000,000 more barrels.

It looks now, continues that statement, as if it is a case of a war between the box and the barrel. Western apple men, when the season opened, held their prices so high that the speculators kept out. The result is the heaviest storing by actual owners on record. The Western shippers are still high in their views.

Approximately there are about 125 days following New Year's to clean up this storage.

While the large storage houses around the Twin Cities, New York, Chicago, Philadelphia, Pittsburgh, Cincinnati, Boston, St. Louis and Kansas City report larger holdings on barrel goods than last season, it is admitted that the stocks of box goods at these points are in many cases double those of last year.

Not That Kind.

"Yes," said the man who had been traveling in the wild West, "I saw three trains held up one night."

"Heavens!" exclaimed the innocent bystander. "Was any one hurt?"

"No," said the traveler, as he reached for his hat. "They were held up by women in a ballroom."

Supposing To-night

your store burns, and your day book, journal and ledger, or credit account system, is in the fire.

To-morrow

what would you do, what could you do?

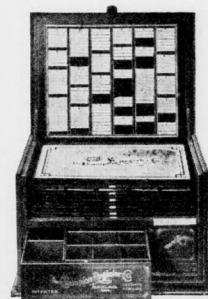
If you have our "Champion" Complete Accountant (Fireproof), you are completely protected against loss of your records.

It is FIREPROOF—we give a

\$500.00

Guaranty Gold Bond

to back up our claim. No insurance company will protect your accounts—**WE WILL.**



Open—a desk, money drawer, recorder, filing system and credit register.

You are not only protected against fire, but also:

You know every cent you pay out or take in.

You can instantly tell what every person owes.

You save all bookkeeping

Your accounts are always posted up to the minute.

You know how much each clerk sells.

You prevent disputed accounts, rebates and forgotten charges.

You have your finger constantly on the pulse of your business.



Closed—a substantial, fire-proof safe.

The Champion Register Co.

Society for Savings Bldg.

CLEVELAND, OHIO

Use the coupon today—be protected

CHAMPION REGISTER CO.

Please send me information about the Champion Complete Accountant (Fire-proof.)

Name

Address

Business

No. Accts.



Annual Convention Nation Shoe Retailers' Association.

The second annual convention of the National Shoe Retailers' Association, which was recently held in New York City, was well attended.

President Andrew C. McGowin received a hearty welcome in calling together the opening session of the Association.

"This Association," he said, "is at best an infant one, being but eighteen months old, and its growth, I am gratified to say, has not been of the mushroom order. We have proceeded on the slow, safe and sure road which, we believe, will lead us to success. I take a great deal of comfort in that belief. If the shoe retailers of the United States who do not yet belong to us would familiarize themselves, as hope they soon will, with the work that has been done the past year and a half, they would feel it a disgrace in not being members. No man benefits others without benefiting himself. A membership in this organization pays large dividends, and while some may remain outside and yet benefit by the work that you are doing, it is not the right spirit, besides being a bad practice."

While it was found that a number of shoe dealers not members were present they were warmly greeted and asked to remain and take part in the discussions. The members of the shoe trade press were also greeted with warmth by President McGowin, who stated that the trade journal editors and representatives are associated honorary members, whose advice and assistance are highly appreciated and esteemed.

Getting Down to "Brass Tacks."

Secretary Twaddell, after roll call and reading of the minutes, stated that there was so much work on hand that it would be necessary to get down to brass tacks. He said that a large membership is needed just as soon as possible and that it is up to the present membership to see to getting it.

"We have a large number of the best dealers in the country," he said, "and many of the smaller but equally as progressive ones, but my eyes have been opened to the possibilities of this organization and the membership will come—it is only a matter of getting out and getting them. I am of the opinion that we shoe retailers are a little bit afraid of one another. We are used to looking into our rivals' windows. Why not go inside and look out? 'Get together' is the watchword. Let's pool our interest in this Association. The cost is slight, yet it is too great a burden for a few

hundred to carry, when thousands receive the benefit."

Button Fastening Machine Business.

Though Chairman Eastwood the Protective Committee reported that it had investigated numerous complaints against the so-called button fastening machine monopoly as to the way their product and patents are handled, also in reference to the cost of their wire, the basis of the latter complaint being that the charge of wire was excessive.

"As I knew that they were furnishing their machines on the basis that the revenue on their invention was derived solely from the sale of their wire, I did not feel that the complaint would hold water," said Mr. Eastwood, "and on that one point alone that we could not make out a good case." But within a week, he said, he had learned that this so-called monopoly had, through its directors, acquired control of all mechanical button attaching machines. In fairness his committee had granted a request of the Elliott Machine Co. for a hearing before the convention.

Business Methods Explained.

On invitation of the convention Vice-President Powers of the company, explained the attitude and position of the Elliott Machine Co. and answered numerous questions, after which he was thanked for his attendance and his interest in coming before the meeting. Mr. Powers explained that his company is not an octopus or trust, that its methods are not unfair and that it is not taking any money from shoe retailers without giving a just return.

He explained that because his company charged 70 cents for using its machines a certain length of time the impression had arisen that they were charging 70 cents for 5 cents worth of wire, yet the fact remains, he declared, that they are charging 5 cents for the best wire obtainable and 65 cents for the use of the machine, and that they must have that price on account of the repair service rendered retailers. He added that for every machine that is in the retailer's store his company has in reserve in all large cities an extra machine, ready for installation on notice if the leased machine breaks down. That machine may be used until the store machine is put in proper order.

Charge for Repair Service and Wire.

It was explained that the charge of \$1.15 a coil for wire is to those from whom it is necessary to collect from through a jobber, thus meeting the added expense. If the machines were sold outright, he said, dealers would not be so well off, as the repair serv-

ice would not be available extra machines would not be on hand as now for use while repairs are being made and much delay would be entailed in sending the broken machine to the factory.

Mr. Powers denied that his company owns or controls the Trojan, Wilkens or Universal button fastening machines. The company, he furth-

er explained, does not maintain extra machines and repair departments in every city, but there are 72 agencies at present for repairing machines.

Cost of Attaching Buttons.

Further discussion brought out the fact that it costs about two cents or a fraction over that figure to fasten buttons on a pair of women's shoes. President McGowin said that the cost

Send Us That Rush Order For BEAR BRANDS Now

OUR STOCK IS COMPLETE AND WE CAN FILL ORDERS PROMPTLY

Next season's samples are now being carried by our salesmen. Make up your mind that you are going to handle the Wales Goodyear (The Bear Brand) Rubbers. The line that is undisputedly superior to any other on the market.

Drop us a card and we will have our man show you the line at an early date. No obligation on your part.

HEROLD-BERTSCH SHOE CO.

Mfg. "Bertsch" and "H. B. Hard Pan" Shoes
GRAND RAPIDS, MICH.

An Early Spring is Predicted

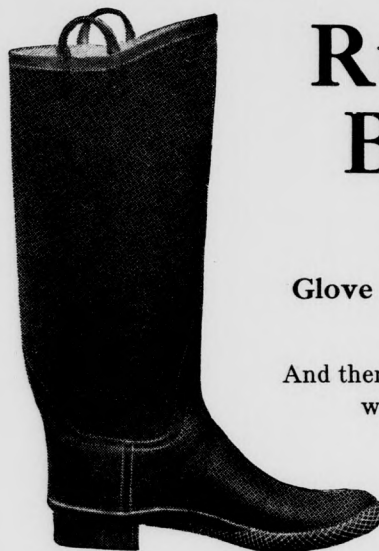
And this means an early demand for

Rubber Boots

Buy the



And thereby build a trade that will stay by you



There is pleasure and profit in selling goods that satisfy

Write for new catalogue and price list

HIRTH-KRAUSE CO.

Grand Rapids, Mich.

appears extravagant, but he tempered his criticism by adding: "It is not extravagant, however, if it is done now not to-morrow, not the next minute, but now, and as well done as you can do it."

Several members commended the company for the prompt service they received. Mr. Powers volunteered the information that he understood several other companies are coming out with automatic wire machines, which will give the Elliott Company competition and permit the trade to judge if their service is not the best. One System of Size and Width Marking.

Chairman Eastwood of the Committee on Resolutions, explained that the Committee had undertaken to simplify the question of size markings and to eliminate the multiplicity of size codes now in use, which is a great embarrassment to manufacturers and to retailers who are endeavoring to fill telephonic or written orders. The code marking sent in often is misinterpreted, resulting in much confusion. The resolution, provided for plain figures or one uniform French marking, and was adopted.

During the discussion of this resolution, R. S. Healey of Worcester, asked if it wouldn't be advantageous for all manufacturers to stamp their shoes in plain sizes. "Nobody would be any poorer for it," he suggested. "and that certainly would be uniform throughout the country."

Mr. Eastwood said that in his Rochester and Buffalo stores no code marking is used, sizes and widths appearing in plain figures. He explained that the Committee on Resolutions thought it best to put it up to the manufacturer and give the retailer an opportunity to order either in plain figures or code, but restricted them to one code, doing away with the twenty or more codes now in use.

Mr. Slater suggested that a code marking means very little if a manufacturer uses a quarter or half-size extension on his lasts. He thought the manufacturers should guarantee that the length of their lasts would be according to a fixed scale, or measurement. Mr. Burt said that it was a question of size markings, and not lasts. Mr. Hagan agreed with this, and said that the retailers simply are willing to help out the manufacturers and if they cannot agree on a simplified code system it is their funeral, not the retailers'.

President McGowin made the interesting statement that in the Wana-maker stores the French size markings, in use for twenty-five years, has been abandoned, and hereafter all shoes will be marked in plain figures.

French Markings Abandoned.

"We believe that the time of intelligence has come among women," he explained; "they don't care whether they wear a ten or a two and one-half B; when they are married, or any time. They wear what is comfortable and what the genius of the trade is able to put on their feet. We have better people selling our merchandise to-day, more efficient salespeople, more intelligence, and that is one reason for a greater amount of profit."

A resolution, presented by the committee, recommending that retailers buy their top facings and special labels in quantities, thus expediting prompt delivery of his merchandise, was adopted.

Fake Advertising Booklets Denounced.

Mr. Eastwood presented a resolution condemning the practice of soliciting money under the guise of "association publications" and veiled as "advertising."

The resolutions presented by Mr. Eastman were adopted without a dissenting voice, showing the unanimity of feeling in the effort to stamp out this evil.

System Subordinate to Service.

Retailers have had system preached to them as the one great and only necessity for successful business until the wonder is they do not get up in their wrath and kick all system out of doors. What is told us too often becomes nauseating. Whenever there is a writer for the trade who does not know what else to say he falls back upon the old word system, until it has become so polished with use it shines like the morning star.

As a matter of fact, system is a very good thing, but it is not the beginning and the end of all that is required. There is a word, not so often used, that carries with it at least equal significance, and that word is service. You need system in your business, but you need it only as an adjunct to service. The latter is the real thing. It is what holds the trade you have. You may not believe it, but almost any one with experience will tell you it is easier to get trade than to keep it. Various successful and legitimate schemes may be worked for getting customers into the store for the first time, but they are not there permanently just because they have come once. What do they find? Is there efficient and satisfactory service? Are they waited upon by accommodating salespeople? Are the goods delivered promptly and cheerfully? Are they made to feel that their custom is appreciated? In short, have they been given such attention that it will be a pleasure for them to come back again? If so, then service has gotten in its work. System is necessary to put and keep everything in smooth running order, but service is the puller. Without it all the system in the world would be useless. It would lie of dry rot not having anything to work with.

More Fitting.

A young lady and her fiance were waiting for a street car. After several cars had passed that they were unable to get abroad the young man became impatient. He waved frantically at the next car as it hove in sight, then leaped upon the platform and said in a pleading voice: "Come on, Helen; we can manage to squeeze in here, can't we?"

She blushed faintly, but sweetly replied: "I suppose we can, dear, but don't you think we'd better wait until we get home?"

The time to keep quiet comes often-er than we sometimes think.



This

Is our far-famed No. 319 built from the best oil-tanned chrome leather. It is a synonym for comfort, particularly for the man whose feet are wide and whose insteps are overly high.

It's the finest money getting, foot-fitting, long wearing staple shoe you will have ever sold.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

To Make YOUR Rubber Footwear Business

Successful
In Every Way

Contract with us NOW for

Hood Rubbers For 1913

Shall we explain *to you?*

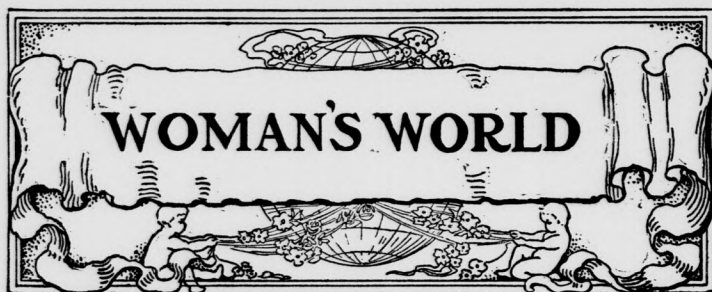
Drop us a card at once

Do it now

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Wanted—Polite Equivalent for Slang Phrase.

To stand things or not to stand things—very often that is the question. Whether 'tis better and safer and more politic and more as everybody else does to suffer all the absurd little tortures with which life seems to be fairly crammed, or whether it shows more courage and spunk to set one's foot down sometimes and just let folks know that you won't endure an iota more, let results be what they may!

It is apt to stir up such an awful fuss if one sets out not to be imposed upon. The Good Book gives us this pointed illustration: "Or what king, going to make war against another king, sitteth not down first and consulteth whether he be able with ten thousand to meet him that cometh against him with twenty thousand? Or else, while the other is yet a great way off, he sendeth an ambassador, and desireth conditions of peace."

Haven't we found many, many times when we went to war without figuring on the consequences beforehand, that before we got all through with it and paid pensions to the soldiers and their widows and minor children for fifty years afterward, that we wish we hadn't gone into it. So our jingo spirit is restrained by a fear of consequences, and we are ready to purchase an ignominious peace at any price, and we settle down to an attitude of mind that is ready to stand almost anything. We women can't see any other way to get along.

The depths of envy have lately been stirred in my heart by the neat and effective use that the school boys and the street gamins make of that bit of current slang "Aw forget it!" Does a companion become boastful of what he has or what he has done or what he expects to do, the remedy is promptly applied. A scornful "Aw forget it!" checks him instantly. Is the boy whose conversational tendencies have thus summarily been restrained offended? The code of boyish etiquette allows very few causes for offense—certainly such a trifle as being choked off while talking is not one of them. And what does a boy care if another boy should be offended anyway? Have you ever thought how much wiser boys are than their sisters, mothers, grandmothers, aunts and female cousins, in that they never lie awake nights worrying for fear someone's feelings have been hurt?

A large number of cases occur to me where an "Aw forget it!" would come in handily. I will mention just a few. There is the case of Rex Algernon Crampton, or rather the par-

ents and immediate relatives of Rex Algernon. It should be explained to begin with that Rex Algernon has occupied the exalted position of great and only baby in a large circle of relatives for four years. The reader will readily surmise that he is some offspring. His papa and his mamma and his four grandparents and his Uncle Jack and his Aunt Hattie and I can't tell how many cousins seem to consider that as a topic for conversation Rex Algernon is unequalled. At a gathering where any of the Cramptons are present it is impossible to launch any other subject until all the latest minutiae regarding Rex Algernon have been fully disposed of. In his early infancy it was his wonderful hair and his beautiful, beautiful eyes. Then his teeth began to come. His creeping and his initial attempts at walking all were fully reported. And his talking! It seemed as if the very limit of endurance was reached when Rex Algernon's baby talk was echoed on every side. But we were not done with this scion of a noble race when he became able to articulate his t's and r's. We have now to hear all his cute sayings. It wouldn't be so bad if the Cramptons didn't consider every syllable the child utters cute. It seems strange that they can't realize that other people are not interested in hearing all Rex's sayings and doings as they are in telling them. If some one only had the nerve to say "Aw forget it!" to the Cramptons just once, I wonder what the effect would be. I hardly should want to be the person to do it, but I greatly wish it might be done. But it would make them all fighting mad and there's such a tribe of them. Let's consider trying it on someone else first.

There's Miss Kate Wetherby. Kate's talk is tiresome because it is so instructive. After obtaining her first degree at college she took post graduate courses until it is safe to say that she has ascended the ladder of culture about as far as they go. She can discourse learnedly on Greek mythology, or the anatomy of the prehistoric reptiles, or the writings of Maeterlink. All the trouble is that people don't want to listen to her. The human mind is so indolent that it just naturally resents being taught anything. Kate would be far more agreeable to most persons if she could literally "forget" a lot that she knows and is forever pedantically trying to pour into unwilling ears. But who is going to tell her? Who indeed?

And there is Gadsby, the egotistical old boy, with his everlasting jokes which are staler than a circus clown's

and not half so funny, and his interminable stories of which he always is the hero. Gadsby is a bore if there ever was one. Men avoid him as much as possible, so the women of his acquaintance are the more afflicted. If somebody would whisper an "Aw forget it!" into Gadsby's ear, "what a balm to the weary" it might prove! But who could ever have the heart to disturb his self-satisfaction serenity of soul? We will endure him yet longer rather than jeopardize his happiness.

Mrs. Milburn is a very nice, bright woman, but she makes us all whisper "swank" under our breath. She has some money, not an exceedingly large amount as fortunes go nowadays, and she hasn't had it a great while, but it has gone to her head badly. She talks loftily about her automobiles and her chauffeurs and her servants—always her servants. It is needless to say that her grandiose manner is worse than wasted upon friends who do their own housework and know that up to two years ago she did all of hers. Since she got her money she has traveled a little. The places she has "done" and the money she spent and the clothes she wore while doing them are favorite topics with her. Now if someone would just say "Aw forget it!" to Mrs. Milburn when she gets to running on, it might do her (and the rest of us) a world of good. But it is exactly like the old case of attaching the bell to the cat—everyone agrees that it ought to be done, but no-one is willing to undertake the job.

On the whole it is evident that "Aw

forget it!" which seems to answer very nicely for the boys, will not just serve the purpose for the sex that is given to nerves and feelings. Something more subtle and refined is required. What is wanted is some gentle, delicate, unobtrusive method by which the talkee may convey to the talker the impression that while she, the talker, is still the dearest thing in all the world, and the talkee wouldn't for a moment think of severing pleasant relations with her, and wants everything to go right on as if nothing ever had happened—still, further conversation along the talker's present line will be unwelcome to the talkee. It must be done in such a way that the talker will take it all in good part and no ripple of commotion disturb the glassy smoothness of the social pool.

Is our ingenuity equal to the task? Or must polite society's paragons of grace and beauty continue to suffer the miseries of boredom, while the hoodlums of the streets gain instant relief from a wearisome conversation by a blunt "Aw forget it?" Quillo.

When Curling Ostrich Feathers.

When feathers are being curled they should be held in the left hand with the fiber to be first curled lying over the forefinger of the same hand. The curling knife, or if this is not to be had, a blunt instrument or a paper knife will do equally well, should then be drawn under the fibers from the rib to extremity when they ring or curl at that point, and should not be less than a dime piece in size.

There's Another One!

Foley Cathartic Tablets

In the same high class with

Foley Kidney Pills

and

Foley Honey and Tar Compound

Advertised and Sampled all over the entire country.

All Foley & Co.'s medicines are made and advertised strictly to conform to the Pure Food and Drug Laws.

FOLEY & CO.

Chicago, Ill.

When Vanity Is a Virtue.

It has not been so very many years since that little girls were told that it was very "vain" for them to look at themselves in the glass and thereupon instructed to look up certain scriptural quotations on the subject of vanity.

As a matter of fact, however, is it vanity only in every case which tempts us to gaze earnestly at our reflections and urges us to make the best of what beauty we possess and to improve ourselves if possible?

There is a decided distinction between vanity and self respect and there should be no mistake in regard to the definition of the terms. I, for one, am decidedly of the opinion that our self-respect leads us to keep ourselves sweet and clean and to be as lovely as possible externally; "cleanliness is next to Godliness" and its moral lesson you have already found out if you have ever attempted any slum visiting. Personally I believe that cleanliness promotes Godliness.

Since we are to inhabit our bodies for a life-time we certainly should be expected to keep our abode as attractive and wholesome as can be. It is not only bad house-keeping but insanitary to dwell in a poorly run neglected establishment, nor is it any moral support to mind or soul to dwell in a neglected uncared for body.

It is, of course, vanity in its truest sense to deck the person with gaudy unsuitable clothes, to cloak a poor complexion with artificial coloring, to pose and to use conscious means to show off one's attractions. A woman who does that always reminds me of a house gaily painted without and with lace curtains at the windows but ill-kept within where it does not show.

As a cloak or as an advertisement of one's charms it is, of course, vanity pure and simple which dominates the motives for self-decoration but when there is a natural and honest desire to look as well as possible why is it necessary to impute a wrong motive?

For instance, take a girl who is badly freckled so as to be actually homely although otherwise her features are good. When she knows those blemishes can be harmlessly removed and thereby render her an attractive young woman can you call it mere vanity which actuates her to put her spare pennies into removing the pests which have made her shy and self-conscious? A girl who is homely and knows herself to be homely is apt to grow retiring and stand an uneven chance of success in either the business or social life unless she is able to rise above it. The trouble is not so much that she is incapable of mental activity and effection, and not that others do not know she is worthy but that the nicknames flung at her from childhood and her knowledge of her deficiencies in looks have tended to backen her natural buoyancy and made her sensitive about herself and resulted in a pitiful lack of self-confidence and ambition.

Freckles are of course nothing compared to the dreadful ravages of smallpox and skin diseases of the sort or another which render the fairest complexion repulsive. Why then should

not one use a safe means to remove smallpox pittings when it can be done?

When smallpox was of common occurrence and the results inevitable how many maidens were sacrificed to its ravages? The blemish in more than one case decades ago caused broken engagements and shattered many romances. Fortunately we know better nowadays how to combat both the disease and its consequences but would you call it vanity to attempt to restore a scarred face to its pristine smoothness?

I call it sheer carelessness for a woman to neglect her appearance. It is an important asset in either a professional or domestic career and I think women are beginning to realize that more every day. It is no evidence for vanity to be well-groomed. It is a sign of good breeding not only to be appropriately dressed but to be well manicured and well kept in regard to hair and complexion and all the details which go to make up the toilet of the careful woman.

I hope you note the distinction between well dressed and expensively dressed. To be well dressed by no means requires to be expensively dressed and I consider no woman well dressed who is conspicuously clothed beyond her means. If we cannot change our gowns five times daily we can be neat about gloves, shoes, collar and veil. If these things be good they will cover the multitude of faults with the gown.

If you have but one gown be sure that it is in good taste and since your conscience will be clear of extravagance let us hope that thereby your face will be less drawn than if you were worrying over how to pay for five gowns which you thought it necessary to provide out of an income suited to one.

It is vanity to think too much of finery of course but it is surely not blamable to look as well as possible with what you can afford to spend. It is as I have often remarked quite possible to buy pretty and becoming clothes even if they must be cheap and it is quite possible to be shoddy in very costly garments.

I do think that the fear of being considered vain is apt to lead us far on the very road we wish to avoid. In our efforts to avoid vanity we appear so self-conscious and belittle ourselves so conspicuously that we actually seem to others to possess the quality we wish to deny.

Self-consciousness is indeed a supreme condition of vanity because it leads us to consider ourselves so constantly that our wish to appear well to others makes us really vain. This sort of vanity can only be overcome by self-forgetfulness and has nothing to do with the honest effort to care for our bodies as they should be cared for, and as tastefully gowned as we can afford. In other words a little of the right sort of vanity is a very good thing because it leads us to endeavor to keep ourselves in good condition and to avoid sinking into the slipshod careless neglect we are apt to assume when we think the world does not treat us exactly as it should.

The most dangerous form of vanity

is that of self-satisfaction and for that reason I have left it to the last for emphasis. I don't believe that mentally, morally or physically any of us are so faultless that we cannot be improved. Those who see no room for improvement in themselves are truly vain. Satisfaction is very dangerous indeed to the beauty for not only does it prevent her from searching for and overcoming any small defects but it also tends to make her careless of the charms she already possesses and then before she can wake up to the fact she has reached the zenith of her beauty, it has sometimes gone before she has begun to realize that it has even reached its heights.

We cannot be prodigal of our good looks and when we are so fortunate as to possess them we should certainly try to preserve them. Professional beauties realize this fact and never allow the lines and other defects to make a beginning but others are not so careful although they have all the more need to keep what they have.

It is not entirely vanity, is it, which leads us to ward off the threatened attacks of Father Time? Or if so it is a vanity distinctly to be encouraged, for there is nothing like a youthful face to keep a woman young in spirit. Hebe.

Stick to your principles. Your place in life is where you place yourself, not where some one else put you.

It is awfully hard for the average man to keep his advice to himself.

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas



LEAN ON "WHITE HOUSE"

Let its success help you to success—for "White House" Coffee is a LEADER, a PUSHER and a PULLER; and the grocer handling it—really making an effort to give it a "fair show"—is sure to be amply rewarded. ☞ ☞ ☞ ☞ ☞ ☞ ☞ ☞

JUDSON GROCER COMPANY

Wholesale Distributors
GRAND RAPIDS, MICH.



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

Selling Cutlery Easy Money in Small Town.

"Sight and Unseen" trading took the first jack knife I ever owned and that transaction began the series of lessons taught by experience that comes to all of us. The old one-bladed, split-handled knife that came my way in exchange for a new Barlow was a living reminder to keep an eye on the boy with the "whole blade or no trade" bee in his bonnet system.

It also taught me to stick to a good thing when I had it, and cutlery experience of later days has borne out the common sense of that resolve. This fits hardware stores selling cutlery as well as it does freckle faced, stone bruised youngsters.

The store that ties up to a good brand of cutlery and sticks with it year in and year out is bound to build cutlery business that will stay through thick and thin. Few things travel faster in a small town than facts about edge tools and cutlery. If Bill Jones owns a pocket knife that stands up under strenuous usage for several years he is bound to brag about it and every brag is a boost.

Where the Spider Spins.

Quality in closed boxes is a long time asserting itself. It's a sad fact that some dealers will spend enough energy to move a box car on a rusty side track getting a manufacturer to give them exclusive selling rights in a community and then put the goods carefully away in the shelves and wait for some inquisitive chap to come and ask what kind of knives you sell. A few knives get out this way, and with a chance to speak and act for themselves. They build business, but the method is slow. It is apt to meet live-wire competition some day that will put it under the sod. I know of two or three such business funerals. They are "Gone but not Forgotten." A live competitor put them on the blink and a patient, painstaking spider wove webs over shelving containing boxes of goods that were justly the pride of some manufacturing plant.

If all hardware men were cut to that measure I'd hang out a sign as an embalmer and joy ride on the profits.

No line of goods presents a better proportion for the dealer who is "itching to get after the live ones" than cutlery. The first big argument in its favor is that there's a healthy profit in it. Business courtesy is a

fine thing, but the hardware buyer who is on the job to-day is learning to ask point blank, right off the reel, "What percentage of profit is there in it for us?" It saves him time on the fellow who wants the long, end of the profit. If any line of goods won't permit you to meet competition and leave a healthy profit, the time to keep it out is the second it pokes its head into the buyer's office. I know a buyer who asks the boys in the store what they can get for the goods he is considering, and if he can't buy to sell at that figure and make a healthy profit, he freezes up like a small iceberg. He's a good buyer, too.

Cutlery jumps over the fence to meet you on profits. It's light enough and there is enough in it to make express on parcel post shipments. There are a number of reliable makers looking for your business, but the best manufacturers are looking for live wires only. I visited a store not long ago where about \$300 worth of pocket knives were crowded into one small case. It was a storage bin. It should have been a show case, with about one-tenth of those knives displayed where they could get a chance at customers. A cutlery salesman said to me not long ago, "When are hardware men going to learn that display cases are not meant for storage of stock," and I answered him by saying that I thought that condition would come about when factories stopped making display boxes that held stock inside and showed a sample on the outside.

A Simple Selling System.

A window display of cutlery is a simple selling system that gets a crack at your trade about once each year. As live a money maker ought to get more than one run for its money in twelve months. Windows were never meant to boost the sale of goods that cost eighty or ninety cents and sell for a dollar. Keep that in mind and cutlery may come round for three or four good displays each year.

Doubek & Hawkins run a hardware store down in Bay City, Texas. They don't have a hundred thousand prospective customers walking by their store every day, but they have sand. The window trimmer in this store has both eyes open to the things at home. He doesn't need to send to Chicago, St. Louis, New York or Frisco to get the material for a stage setting when he starts out to make a window display of knives. His latest kink is to cover the bottom of his window with clear, white Texas sand, stick up a stub oak tree in the



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
1 1/2 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

Ionian Ave. and Island St.

GRAND RAPIDS, MICH.

Foster, Stevens & Co.
Wholesale Hardware



10 and 12 Monroe St.

::

31-33-35-37 Louis St.

Grand Rapids, Mich.

background and trim its branch with Boker's Tree Brand knives. Grinders, scissors, carving sets, razors and a few Carborundum stones completed a simple window display. It is doubtful if Tree Brand cutlery ever had a stronger display. This didn't happen in the biggest store in Texas, and this window isn't anywhere near the size of Marshall Field's glass front in Chicago, but Doubek & Hawkins are mixing brains with business and Boker's line is stronger in Texas as a result.

I have never seen the inside of their store, but I'd bet my favorite knife against a can opener that this window display was supported by a spotless case trimmed with the knives on the inside of that store. I'd take the same chance acquiring a can opener on their newspaper advertisement for that week and that the salesmen in that store were primed and loaded with a line of knife talk that could be pulled with a hair trigger.

If You Have the Sand.

It isn't the size of a display that counts; it isn't the quality of goods you carry in stock that makes business; it isn't the fact that you are on Main street or that your father was a hardware man before you. It's the way you work your noodle and the way you back up that head work with hand work. If this line of talk has started you thinking cutlery and you will get your hands following your thoughts there will be a new display in your windows before the end of the week.

Possibly you can't fill your window with Texas sand, but you can fill it with knives if you have the sand to scrap for all that's coming to you in this profitable end of the hardware business—Iron Age Hardware.

Eliminate the Sentimental in Granting Credit.

The harder it is to get on your books the more likely people will be to pay you promptly. If you are easy in granting credit and negligent in demanding payment, customer will become as negligent. They will commence to consider you as an easy mark. When you show your determination to make them live up to contracts the more will they respect those contracts. There is such a thing as being firm without being austere or disagreeable. Treat every request for credit as a business matter and eliminate the sentimental from the transaction altogether when investigating and establishing a basis upon which to grant the request if granting it at all. The stronger and richer the firm the more particular it is in these matters. It needs the money less than some of its competitors, but it insists upon that which is due.

This does not mean there is never to be an exception where unexpected calamity overtakes a debtor, and a little assistance in the way of leniency will carry him over a rough place. Then it is proper to be considerate. But the average is that of which we are speaking.

An old toper is satisfied if he can keep his head above water.

Uttering Checks Against Insufficient Funds.

High cost of living has reduced the purchasing power of incomes to such an extent that credits have to be watched with the most extreme caution. It is not that the average of honesty is lower than in former times, but mere existence is so expensive people find their money will not reach so far as they expected when going into debt. They have fully expected to pay, but have been so hard pressed that when the time comes for settlement the funds available will not reach to the covering of all accounts. This makes the part of the credit man more than ever an important feature of business.

People who would scorn the accusation of actual dishonesty are tempted by stress of circumstances which they regret, which they should avoid, but which they reluctantly accept, to take long chances. They put off payment as long as possible and then, to gain a little more time, try check-kiting to add a day or two to the limit allowed for settlement. Commencing this dangerous juggling of bank accounts, and successfully getting away with it for a time or two, it becomes a habit. They are to be pitied, but they are none the less to be watched. For this reason credit men's associations are active in pushing for the enactment of laws which shall punish the giver of checks against insufficient funds.

The fact that these organizations find it necessary to work for the enactment of such laws shows the prevalence of the evil. An occasional case of that kind would in all probability go by unheeded. But the evil is widespread. Therefore the merchant should take warning and be careful as to whose checks he accepts. Especially should he be cautious about cashing a check, or giving back change where the check is larger than the amount to be paid. The latter is a popular way to secure a little ready cash where the drawer of the check is unscrupulous or is willing to take the gambler's chance.

An Open Shop.

The labor unions of Chicago have purchased a cemetery, where only members of the union may be buried.—News Item.

All his life in a union shop
He'd daily earned his bread,
They buried him in a union grave
When the union man was dead.

He had a union doctor,
And he had a union nurse;
He had a union coffin,
And he had a union hearse.

They put him in a union grave
When he was good and dead;
They put a union monument
Just above his head.

And then he went to heaven,
But to stay he didn't care;
He kicked because he said that some
Non-union men were there.

He went down to the other place,
And there produced his card;
Then Satan drew an earnest face
And studied good and hard.

And then he laughed, his hands did rub,
Till he thought he'd never stop;
"Lord bless my soul," said Beelzebub,
"Why, this is an open shop!"

Anyway, a bass drum drowns a lot of bad music.

People are actually what they seem—after they die.

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.



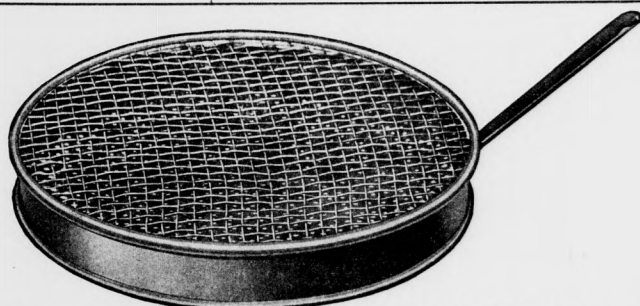
H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

We carry a large stock of Tarred Felt, No. 1, No. 2 and No. 3

Threaded Felt, 250 and 500 square feet to a roll

Tarred Sheathing and Barrett Specification Felt



The APEX BREAD TOASTER

THE BEST TOASTER MADE

FOR USE OVER GAS, GASOLINE AND BLUE FLAME OIL BURNERS

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

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

Four Kinds of Coupon Books

Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.



TRADESMAN COMPANY, Grand Rapids, Mich.



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

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

Last Meeting of Old—First Meeting of New.

Port Huron, Jan. 18.—The last meeting of the 1912 Board of Directors of the Knights of the Grip was held in Port Huron Saturday, Jan. 18. The meeting was called to order by the Secretary. In the absence of President Caswell, Bro. F. L. Day was elected chairman.

Roll call found all Directors present except President Caswell, J. Q. Adams and C. H. Phillips.

Reading of the minutes of the last meeting was dispensed with.

All correspondence was referred to the new Board of Directors.

Secretary Devereaux reported receipts of \$1,751, as follows:

Death fund	\$1,428
General fund	319.
Promotion fund	4

Included in the death fund receipts was \$800 from the 160 members who paid the \$5 special assessment.

The report was accepted and placed on file.

The Finance Committee reported the following bills:

Miss Baker, stenographic work at the convention	\$10.00
Courtney Bros. printing	5.00
Courtney Bros., printing	14.00
J. A. Hoffman, salary	19.02
W. J. Devereaux, salary	47.55
J. A. Hoffman, expense to board meeting	13.22
F. L. Day, expense to board meeting	10.02
I. T. Hurd, expense to board meeting	4.78
J. D. Martin, expense to board meeting	10.86
H. P. Goppelt, expense to board meeting	6.10
C. P. Caswell, expense to board meeting	2.50

The bills were allowed as read and the Secretary was instructed to draw warrants on the Treasurer for the amounts.

The thanks of the Board were extended to retiring Treasurer Hoffman for his efficient services and advice, also for his waiving his commission on the special contribution.

A vote of thanks was given Bro. I. T. Hurd for his services on this Board for the past two years.

A vote of thanks was given Bro. Frank N. Mosher for his letter and efforts in behalf of the M. K. of G.

The finance committee reported the following death claims:

C. S. Robinson, L. C. Bradford, W. H. Marvin, H. J. Fitch, Chas. H. Smith, L. D. Hubbard, R. C. Mitchell, S. M. Lemon, A. L. Flack, Chas. W. Gilky, R. M. Cope, J. J. L. England, H. A. Hudson, R. E. Donovan, S. D. Hooper, C. A. Pettibone, H. H. Penniman, G. F. Stewart, L. B. Davis, S. A. Durand.

The claims were allowed and \$250 was ordered sent to each beneficiary.

The claim of Mary E. Dunning, beneficiary of Sherman D. Hooper was allowed, as the Board was unable to obtain any information of the whereabouts of Mrs. Geo. Keithkamp, former beneficiary, and daughter of Sherman D. Hooper.

The claim of Mrs. B. A. VanRosmanlen, wife of P. J. Van Rosmanlen, was allowed, and the claim of Mrs. Edith Washburn as creditor of P. J. VanRosmanlen, was rejected.

Governor Ferris notified the Board of the appointment of Bro. J. F. Ham-mell as one of the members of the State Tax Commission. The Secretary was instructed to acknowledge the same.

The advertising matter submitted by Brother Cowing and W. L. Brownell was adopted and these gentlemen were thanked for their efforts in this matter.

The Board then adjourned.

W. J. Devereaux, Sec'y.

Port Huron, Jan. 18.—The first meeting of the Board of Directors of the Michigan Knights of the Grip was held in Port Huron, Saturday, Jan. 18.

President Frank L. Day was in the chair and all the members were present except J. Q. Adams of Battle Creek.

President Day appointed the following standing committees:

Finance—H. P. Goppelt, Saginaw; J. D. Martin, Grand Rapids; J. Q. Adams, Battle Creek.
 Legislative—J. J. Frost, Lansing; E. O. Wood, Flint; Maurice Heuman, Jackson.

Railroad—M. S. Brown, Saginaw. W. D. Watkins, Kalamazoo; Joe C. Wittliff, Detroit.

Hotels—F. N. Mosher, Port Huron; M. H. Steiner, Muskegon; G. C. Steele, Battle Creek.

Bus and Baggage—J. C. Saunders, Lansing; V. L. Garand, Detroit; E. J. Schreiber, Bay City.

Employment and Relief—W. J. Devereaux, Port Huron; J. A. Hoffman, Kalamazoo; F. L. VanTyle, Bay City.

Sergeant at Arms—Sam Schafer, Bay City.

The committees appointed by the President were approved.

The Secretary was authorized to make the changes to the by-laws.

The Secretary was authorized to procure new certificates and application blanks, to conform with the new constitution.

The Secretary was authorized to answer all correspondence.

When a member states he is unable to pay assessment No. 1, of \$5, the Secretary was authorized to take the amount from the employment and relief fund.

The bond of the Secretary-Treasurer for \$3,000 was approved.

Adjourned to meet the first Saturday in March.

W. J. Devereaux, Sec'y.

Juicy Jottings From Jackson Council.

Jan. 27—Geo. Elliott spent the forepart of the week in Ann Arbor. This is one of his good towns and nearly every merchant is a customer of his for Rub No More soap and washing powder. George has won success through steady and faithful work. For fourteen years he represented the Jaxon Soap Co. and since they sold out he has been with the Summit City Soap Co., of Fort Wayne, making in all a record of over twenty years as a successful salesman.

We sometimes wonder if Jackson Council No. 57 has a busier man in its membership than Dean S. Fleming. He is a merchandise broker, member of the City Council, a director in several business corporations, Secretary and Treasurer of the Home Committee of our Council, and activity identified with the interest of the First Presbyterian church. This is only a partial list of his activities. Still he always has time to give you his attention and nothing is ever slighted by him. He counts time as valuable and, therefore, improves it.

Jackson Council is planning to initiate a large class at the regular meeting in March. We hope it will be large enough to meet our allotment in the general increase of membership asked for by Grand Counselor Adams.

Spurgeon.

Chirpings From the Crickets.

Battle Creek, Jan. 27—Chas. R. Foster, one of 253's main stays, is on his Indiana trip. This keeps Charles away some little time and we don't see him as often as we wish we might.

Boyd Cortright has had a few days sickness. He was able to be at his office Saturday again.

Brother Brooks, representative for the Kalamazoo Tank & Silo Co., is confined to the house at his home in this city.

Since the hotel burned at Holly, lots of the boys are staying at Trenton.

Trenton has a nice clean hotel run by a live one.

Geo. C. Steele, our worthy Secretary, is especially fond of sauer kraut. Any of the boys reading this statement and knowing of any novel dishes or any method to pursue in cooking kraut and improving it in any way, will be well rewarded if they will get in touch with Geo. C. Steele, 94 North avenue, Battle Creek.

Glad to see Muskegon sending in a weekly letter for this department. Jackson is also represented each week.

I met a salesman in Pontiac last week. I asked "How is business?" He said, "I got two orders to-day. I was ordered to get out and I was ordered to stay out."

Our Council has lost another brother. Chas. Fleming was laid away this past week. Those members of 253 who were at home and knew of his death, attended the funeral. The last issue of the Tradesman has a sketch of Brother Fleming. Our hearts go out to the widow and daughter, for their loss is our loss.

Just three short weeks and we have our February meeting. As you know, we will have Lansing and Kalamazoo Councils with us at that time. You will be officially notified shortly, but we want to speak of the coming event now, so you will have ample time to make arrangements with your office and wife to be with us.

Guy Pfander.

He Knew Who'd Get It.

An aged merchant was very ill and sent for the family lawyer. "I wish," began the sick man, as the attorney stood by his bedside eager to catch every word.

"Yes?" answered the lawyer, hastily scribbling.

"All my property to go to my oldest daughter. I wish to die firm in knowledge that the property is assured to her," continued the merchant, with excitement.

"Of course—of course!" fussed the attorney.

"Would it be asking too much," hesitatingly asked the dying man, "to suggest that you should marry her?"

Could He, Though?

The impractical man and his wife were moving from one flat to another and were discussing ways of saving moving expenses.

"We can carry lots of things ourselves," said the wife. "For example, I will wear my winter coat over and then leave it and come back for my spring coat, which I will wear over on the next trip."

This idea charmed the impractical man. "Why, I can do the same thing!" he cried. "I can wear one suit of clothes over and leave it and come back for another."

Didn't Want Anything Worse.

"Didn't you say your dog's bark is worse than his bite?"

"Yes."

"Then for goodness' sake don't let him bark! He's just bitten me."

Truth is stranger than fiction—and usually more unsatisfactory.

Wafted Down From Grand Traverse Bay.

Traverse City, Jan. 27—Traverse City Council U. C. T. held its regular meeting last Saturday evening and it was by far the most profitable meeting held this year. The following were initiated in due form and took all the degrees including the seventeenth: John Arata, Fred Meyers, Geo. Severn, John Fetch and Geo. Creech. Brother Gemins of the Alabama jurisdiction affiliated with our Council by transfer. Brothers Hannifin and Buck of Grand Rapids Council were visitors, and were cordially received. Plans were consummated for the annual party which will be held Saturday Feb. 22 with the regular session at 2:30, and then the banquet. Grand officers will be in attendance and a good time is anticipated. All U. C. T.'s welcome. Traverse City Council is planning to cop the prize offered by our Grand Counselor for membership gain and others will be obliged to exceed the speed limit if they beat us to it.

At last we have been favored with a morning train north through to Petoskey leaving at 7:25 over the P. M. and we wish to express a deep feeling of appreciation to the officials of the P. M. R. R. for this favor.

We welcome the Grand Rapids scribe Bill Bosman to our fold and hope that he will not put cold water on his undertaking by emptying refrigerator pans on the good work. Keep it up Bill for we are glad to hear from you.

Adrian Oole our Senior Counselor has just returned from Detroit where he interviewed the P. M. officials in hopes of getting the morning train south from here, and we hope his efforts will bear fruit.

Harry Whitbeck succeeds A. L. Davenport in this territory in the interests of Burman Stropel Co., of Detroit and will make his headquarters with us. Mr. Davenport will be missed by the boys for he was always there with his usual smile and we surely wish him success whatever his plans may be for the future.

E. C. Kortenhoff of Petoskey has been elected to the honored position of President of the Northern Michigan Poultry Association. This is appreciated by Mr. Kortenhoff and we are safe in stating that he is the man for the job for he has always been a good judge of "Chicken."

We will observe Easter this year on the 23d day of March and we probably will be obliged to look for eggs in the snow drifts. We will not observe this day so early in the season again for ninety years from the above date.

John M. Shields, of Petoskey, started out on his trip last Monday morning with three "daisies" but we do not wish to cast any reflections on our brother from the north for they were three real white daisies that Mrs. Shields plucked in her garden a week ago and pinned them on John's coat. What's the use of going to Florida at all. John is known for his truthfulness and veracity.

Geo. Fosmire, Wm. Zylstra and A.

W. Stevenson attended a water fete in one of our Northern cities.

Grand Counselor Adams, Grand Past Counselor Craw and Grand Secretary Richter paid Petoskey council an official visit last Saturday evening. The Petoskey boys are of the right sort and we are indebted to them for a pleasant time. The Council is in a progressive stage and more will be heard from them in the future.

Traverse City Council will enjoy another one of its season's parties next Friday evening and a good turnout is expected. Fred C. Richter.

News and Gossip of the Grand Rapids Boys

Grand Rapids, Jan. 27— We are sorry to hear that Mrs. Edgar Clarke is again at U. B. A. Hospital. U. C. T. ladies who can favor Mrs. Clarke with a call should do so. I am sure it will be appreciated. We hope Mrs. Clarke will recover soon.

Mr. and Mrs. Abe Peters, of Dorr, were present at the dancing party and enjoyed themselves immensely.

Mr. and Mrs. John Benedict and Dr. and Mrs. E. Ashe attended the travelers dancing party last Saturday. They felt well repaid for coming up.

Senior Counselor J. Harvey Mann and W. D. Bosman called on Brother Stark last Sunday. Mr. Stark is doing about as well as can be expected. It seemed good to see him smile like former days. Call and see him, boys, and you will do him a favor.

Harry D. Hydorn made his appearance at the dance hall Saturday night. We at first thought Harry had made a mistake, thinking it was meeting night, but Mrs. Hydorn came also and dancing was their object. Everybody was glad to see them.

The various chairmen of the Grand Council entertainment committees held a meeting Saturday afternoon at the Association of Commerce rooms to talk over the different arrangements. It means a lot of work but there is a good bunch of fellows at the head and they are coming fine.

Fred H. Buch had the misfortune to slip and fall on the icy walk Jan. 15, which caused him to be laid up for a week. The Executive Committee has passed on his claim and he will receive his check for indemnity this week. We don't know when an accident may come to any of us, but to hold a policy with the U. C. T. makes a man feel that the small cost of keeping up his membership is well invested.

Two members of the executive committee staggered it at the dancing party. They both had good reasons and were allowed to remain and dance.

Our friend, W. S. Johnson, put one over on us last Saturday. Starting from the office for Battle Creek, he slipped on our rubbers and left a wornout pair in their place. He made good by returning the same. We shall not say any more about it if he will transfer from Battle Creek to No. 131 without delay.

We had the pleasure last week of calling on Brother A. A. Rogers, at Grand Ledge and eating one of his home cooked dinners. Brother Rog-

ers is getting along very nicely. U. C. T. members and others should not fail to stop with Rogers when in Grand Ledge.

E. H. Snow was called to California last Sunday night on account of the serious illness of his father.

The banquet committee has made nearly all the arrangements for March 1. Tickets will be on sale at the end of this week and can be secured from the banquet committee, William K. Wilson, John H. Schumacher, E. A. Bottje, I. E. Gordon, B. A. Hudson and W. S. Cain.

Mr. and Mrs. C. L. Glasgow have accepted an invitation to be present at the eleventh annual banquet.

If any U. C. T. or a friend of a U. C. T. desires anything published in these columns, call up Citz. 34114, or address 111 Luton avenue.

Neil DeYoung, District Passenger Agent, of the Pere Marquette R. R. has shown himself to be a friend of the traveling men. Look over the Pere Marquette new time table and connections and you can bank on the fact that Mr. DeYoung was a big factor in putting these through. When any of the boys want anything and speak to Mr. DeYoung about it, he will move heaven and earth to do it, and he generally gets what he goes after.

Let us show our appreciation, by patronizing the city ticket office, in the Morton House. After your conference with your general manager, Saturday, you know where you are going the following Monday morning. Why not go over to the city ticket office and buy your ticket for that point and avoid the early Monday morning crowd? You know that every Monday morning you get down at the last minute and have to stand in line. Just think of all the trouble and worry this would save you by patronizing the city ticket office in the Morton House, Saturday afternoon. It will only take about five minutes of your time. We wish to call your attention to the new schedule on the Pere Marquette R. R.

Pentwater Division now leaves Muskegon daily for local points north at 8:00 a. m. Returning from Pentwater daily at 7:00 p. m., arriving at Muskegon at 9:20 p. m. This is what we have wanted for so long, now let us use it.

Ludington through train leaves Grand Rapids, at 5:55 p. m., for Ludington daily except Sunday, making local points and change cars at Wadhalla for Manistee. Returning, leave Ludington at 6:35 a. m., for Grand Rapids.

Saginaw evening train leaves Grand Rapids, at 5:45 p. m., instead of 5:35 p. m.

Petoskey Division fast train leaves at 1:50 p. m., instead of 1:40 p. m.

Detroit train leaves at 7:00 a. m., instead of 7:12 a. m. The local Detroit train leaves at 4:05 p. m., instead of 5:45 p. m. The fast Detroit train leaves at 5:35 p. m., instead of 5:25 p. m.

Brother F. F. Scott would make a good Indian, if his face were only painted. The Indian dances at the U. C. T. parties are getting quite popular. Big Chief Scott was there with

bells on with the warwhoop and tomahawk.

The new degree team will please take notice: You are requested by the captain, Bill Lovelace, to appear at the U. C. T. parlors in the Herald Building, at 6:30 p. m., Saturday night, February 1. These are the boys that are on the new team: Wm. Lovelace, captain, John Schumacher, Abe Mindel, H. P. Damon, Bert Bartlett, R. J. Ellwanger, Paul Berns, A. P. Anderson, P. C. Damstra, Joe Perkins, H. C. Harper, I. F. Gordon and Miss F. C. Mooney.

W. D. Bosman.

Petoskey Council Doings.

Petoskey, Mich., Jan. 27—At the regular meeting of Petoskey Council No. 235, held last Saturday evening, Grand Counselor John Quincy Adams of Battle Creek, Grand Secretary Fred C. Richter of Traverse City, and Grand Past Counselor George B. Craw of Petoskey, were present.

The remarks of the grand officers on the good of the order were received with much enthusiasm. After the regular order of business and initiation a social session was held. It has been known for some time that John M. Shields was a grocery salesman of ability and a U. C. T. booster, but at this session it was discovered that he is a toastmaster of skill and distinction.

Brother Shields called upon Past Counselors Thos. Travis, E. C. Kortenhoff and R. L. Baker and their responses were thoroughly enjoyed. Grand Secretary Richter was surprised and pleased to find his portrait hanging on the walls of the Petoskey Council rooms with this title above, "Frederick C. Richter's first appearance on the road."

James A. MacKenzie, of the Soo, salesman for the Petoskey Grocer Company, has been confined to his home with illness.

Missing—Harry Peister, at the U. C. T. meeting Saturday evening.

Senior Counselor A. J. Nyman, has made a reputation as an after-dinner speaker.

George S. Danser, Manager of the Petoskey Grocer Company, has returned for a business trip to Clarksburg, W. Va.

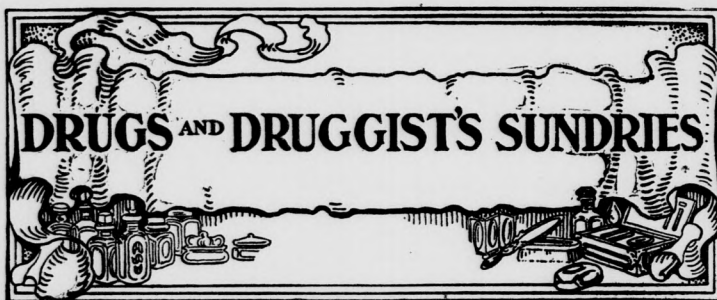
William Vander Made has transferred from No. 235 to Traverse Council. He will be missed here and the best wishes of his Petoskey friends will go with him to his new field.

Thomas J. Bailey, Sec.

Annual Meeting of Michigan Division.

Grand Rapids, Jan. 27—The annual meeting of the Michigan State Division of the T. P. A. of A., for the election of State officers for the ensuing year, will be held at the Pantlind Hotel, Saturday evening, Feb. 8. A banquet will be served at 6:30 p. m. in the private dining room up stairs and the committee promises something good. The dinner is given by the State Division for a good social time and if you have a friend who is eligible to membership in our Association and a possible prospect would be pleased to have you invite him to join us and get better acquainted.

Clyde E. Brown, Secy.



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

Michigan State Pharmaceutical Association.

President—Henry Riechel, Grand Rap-
 ids.
 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' As-
 sociation.**

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

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

**Suitable Sidelines for Country Drug-
 gists.**

The country druggist is located in towns of less than 5,000 population. In the absence of exclusive stores of certain character in towns of this size there is an opportunity for the development of business in certain sidelines, which goes far to offset the disadvantage of limited prescription and drug trade. The development of sidelines, therefore, is of great importance to the average country druggist, for without these he could neither prosper nor maintain his commercial existence.

It is far better to confine ourselves to a few, well-selected sidelines and to develop these to the utmost, rather than to spread our efforts over many. It is concentration of effort which counts, while "too many irons in the fire" will burn. Broken lots and neglected stocks of sidelines depreciate rapidly in value, and oftentimes serve but one purpose—to increase the showing for stock in trade at the annual inventory.

Local conditions will determine the most suitable sidelines to carry; and it is sometimes the case mistakes are made which prove a positive handicap to a business.

Wall paper is one of the sidelines that should be avoided. Theoretically, it affords a splendid profit; but in practice it does not, as your prospective customer nearly always has an exaggerated idea of its cheapness, and is willing to invest only about what your goods costs you at wholesale. Rather than lose a sale on rapidly depreciating stock, and on an item which is rarely ever in demand, you will be tempted to accept cost for the amount sold, leaving a lot of

worthless and unsalable remnants on hand.

Leather goods do not keep well, and require considerable attention and care. This is a line which, if handled at all, should be bought only in small lots, and which should be well protected from dampness and dust.

Spectacles are a profitable line in the event there is no local optician. The only way to handle spectacles is to buy lenses and frames separately, and fit them as needed. Itinerant spectacle vendors now absorb a very large proportion of this trade, while proposed laws regulating and restricting the sale of glasses to licensed opticians will in the future make this a most uncertain line, except to those who have the requisite qualifications to practice optometry.

Books—In some cultured communities the sale of books may be developed with some success. In this connection it is necessary to keep well posted by reading *The Bookman* or some similar trade publication and buy only the most popular books listed. No article on your shelf is harder stock than a novel out of date, and it requires judgment and care to avoid accumulating a lot of unsalable books. There is no opportunity for the sale of fiction if there is a public library in your town.

School Books—I have never handled school books, the margin of profit is too small. Ten per cent. on small sales like this is simply doing business for fun or for glory. Neither fun nor glory will pay living expenses nor the cost of doing business; and, if you are not careful, non-profitable lines will increase your cost of doing business, on account of requiring extra help and expense to handle. Blank books, pound papers, tablets, paperies, score cards, pencils, etc., are the best part of your stationery department. You can develop a nice and profitable trade by carrying a good and well-selected stock of blank books all the time. This will bring you another profitable business. The local merchant will appreciate the opportunity of making a good selection which will save him the time, trouble and expense of ordering his blank books from the city.

Postcards can be handled also. This fad seems to be here to stay. Not long ago postcards were sold at enormous profit; that time has passed. Now a dealer can handle postcards successfully only by carrying a nice and clean assortment, constantly renewing them with new subjects, and by selling them at popular prices. So much of this stock is damaged by dust

and fly-specks that it is doubtful if this line brings profit except to bring people to the store.

Some drug stores carry safety razors and cutlery. It seems that this line is entirely out of place in a drug store. The good-will and support of the hardware men and the local barbers will surely offset any trifling profits derived from this source.

Window glass can be handled by the druggist as well as by the local hardware stores; and if any attention is given this department it can be made as profitable as any, investment considered.

Seeds are one of the best sidelines for the country druggist. It pays to make a specialty of seeds, regardless of the amount of local competition. There may be a box of consigned seeds in every general store in town, but you can do the seed business of the town—and should do the bulk of this business—if you buy your goods in bulk from reliable houses, make your own prices right, and advertise your seeds from January till April. Don't be satisfied with the sale of garden seeds, but go after the field seed business. You can sell amber cane, early corn, millet seeds, etc., just as well as beet seeds or cabbage plants. Every seed customer can be made a customer for drugs, also. Every family in your community, with a few exceptions, buys seeds of some kind. You are better prepared to handle this business than the general merchant, and should be the natural distributor of the seeds for your locality.

House paints can also be handled, and carried by the majority of the country drug stores. This is not a profitable line within itself, unless a good cash business is developed, where the "turnover" is often. The margin on house paint is always close, on account of competition in every direction. It is the sale of small items, colors in oil, varnishes, floor paints, wall tints, floor waxes, etc., that afford the druggist a satisfactory profit. I would suggest that each druggist obtain the exclusive agency for a line of first-class varnish stains. Buy these in all colors and in all sizes, that you may be enabled to supply trade demands. Make a demonstration of the goods and get the cordial co-operation of the local painters. It will surprise you the amount of business that can be done, as there is a large field for the use of varnish stains in the home for furniture, interior floors, etc.; and every home can use them to advantage.

While not to be considered as a sideline, I would suggest, if you have not already done so, that you put up a line of your own preparations. It matters not if you have the exclusive agency for the best-selling line of medicines on earth. It matters not that you can buy non-secret preparations as cheaply as you can make them. Your preparations are yours alone. No danger here of having the agency taken away from you. No danger of having the wholesale price advanced to the patent-medicine level, after you have created a good demand

for them. No danger of having the retail price cut to pieces by some unscrupulous "cutter" who wants to get advertising at your expense. The sale of your preparations is your alone.

Begin with one preparation at a time; use the best formulas obtainable; prepare them with care and see that the goods are uniform; use neat and even expensive lithographed labels, bottle caps, etc.

These small points are important, as a favorable impression aids in making sales. Advertise your preparations in the local paper and by circulars. If you derive but little benefit in direct returns by this method it will yield compensation indirectly, as your standing and prestige will be strengthened by your ability to successfully compete with the nostrum makers.

But your advantage does not end here. Your confidence in yourself, born in having dared to launch your products out on the uncertain sea of public favor, will be a valued and necessary factor in strengthening and maintaining you in the battle for commercial success in which we are all engaged and in which only those who have enthusiasm, confidence and courage can ever hope to conquer.

J. P. Walker.

Mr. Walker's article is replete with suggestion and warning to the small town druggist for whom it was written. Many of his findings do not, of course, apply to the large town or city stores, owing principally to the difference in the class of trade and their demands. The very sidelines which would appeal to the country purchasing public are those which would become "dead wood" on the shelves of the city drug store, while in the leather goods, and similar articles which do not pay for keeping in a country store, the city druggist finds steady custom and a good profit. The article emphasizes the necessity for brains in business, right buying, right handling and right selling, and for these most essential reasons is given space.

An Oyster Shell Building.

A five story concrete building, the concrete being made from the reefs of Galveston bay, has been erected at Galveston, Texas. The owners of the building and its constructors, Nic Bohn and G. Tietze, claim this material is better and cheaper than concrete made with gravel. Shell concrete built into a wall three feet high and 336 feet long in 1882 withstood the severe test of fire and water and is today as sound as when built. It is estimated that the shells of 5,896,000 oysters are imbedded in the walls of this building. This is said to be the only building if its kind in the world.

A Useless Question.

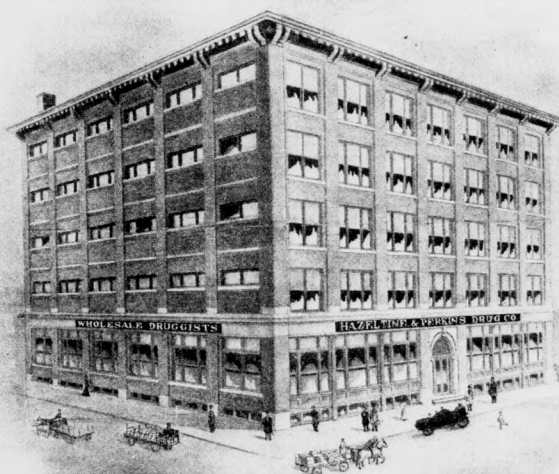
Aunt Eliza came up the walk and said to her small nephew:

"Good-morning, Willie. Is your mother in?"

"Sure she's in," replied Willie truculently. "D'you s'pose I'd be working in the garden on Saturday morning if she wasn't?"

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	Gualiac	.....	@ 60
Citric	45	@ 50	Juniper Berries	.....	@ 1 25	Gualiac 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 less	.....	50 @ 55	Opium	.....	@ 2 00
Water 14 deg.	3 1/2	@ 6	Linseed, raw bbls.	.....	@ 47	Opium Camph.	.....	@ 75
Carbonate	13	@ 16	Linseed, boiled less	.....	49 @ 54	Opium, Deodor'd	.....	@ 2 25
Chloride	12	@ 15	Mustard, true	.....	4 50 @ 6 00	Rhubarb	.....	@ 75
Balsams			Mustard, artifi'l	.....	2 75 @ 3 00	Paints		
Copaiba	70	@ 75	Nestsfoot	.....	80 @ 85	Lead, red, dry	7 1/2	@ 10
Fir (Canada)	1	00	Oliva, pure	.....	2 50 @ 3 50	Lead, white dry	7 1/2	@ 10
Fir (Oregon)	25	@ 35	Oliva, Malaga,	.....	.....	Lead, white oil	7 1/2	@ 10
Peru	2	@ 2 40	yellow	.....	1 60 @ 1 75	Ochre, yellow bbl	1	@ 1 1/2
Tolu	1 25	@ 1 40	green	.....	1 50 @ 1 65	Putty	.....	2 1/2 @ 5
Berries			Orange, sweet	.....	4 00 @ 4 50	Red Venetian bbl	1	@ 1 1/2
Cubeb	65	@ 75	Organum, pure	.....	1 25 @ 1 50	Red Venet'n, less	2	@ 5
Fish	15	@ 20	Pennyroyal	.....	2 25 @ 2 50	Shaker, Prepared	1 50	@ 1 60
Juniper	6	@ 10	Peppermint	.....	3 75	Vermillion, Eng.	90	@ 1 00
Prickly Ash	40	@ 50	Rose, pure	.....	16 00 @ 18 00	Vermillion, Amer.	15	@ 20
Barks			Rosemary Flowers	.....	90 @ 1 00	Whiting, bbl.	1	@ 1 1/2
Cassia (ordinary)	25		Sandalwood, E. I.	.....	25 @ 6 50	Whiting	.....	2 @ 5
Cassia (Saigon)	65	@ 75	Sassafras, true	.....	80 @ 90	Insecticides		
Elm (powd. 25c)	25	@ 30	Sassafras, artifi'l	.....	45 @ 50	Arsenic	.....	6 @ 10
Sassafras (pow. 30c)	25	@ 30	Spermint	.....	60 @ 6 50	Blue Vitrol, bbl.	.....	@ 6 1/2
Soap (powd. 25c)	15		Tansy	.....	4 75 @ 5 00	Blue Vitrol, less	7	@ 10
Extracts			Tar, USP	.....	25 @ 35	Bordeaux Mix Pst	8	@ 15
Licorice	24	@ 28	Turpentine, bbls.	.....	@ 49 1/2	Hellebore, white	.....	15 @ 20
Licorice powdered	25	@ 30	Turpentine, less	.....	52 @ 58	Insect Powder	.....	20 @ 35
Flowers			Wintergreen, true	.....	50 @ 50	Lead Arsenate	.....	8 @ 16
Arnica	18	@ 25	Wintergreen, sweet	.....	2 00 @ 2 25	Lime & Sulphur	.....	15 @ 25
Chamomile (Ger.)	25	@ 35	birch	.....	50 @ 60	Solution, gal	.....	15 @ 25
Chamomile (Rom.)	40	@ 50	Wintergreen, art'l	.....	50 @ 60	Paris Green	.....	15 @ 20
Gums			Wormwood	.....	@ 8 00	Miscellaneous		
Acacia, 1st	40	@ 50	Potassium			Acetanallid	.....	30 @ 35
Acacia, 2nd	35	@ 40	Bicarbonate	.....	15 @ 18	Alum	.....	3 @ 5
Acacia, 3d	30	@ 35	Bichromate	.....	13 @ 16	Alum, powdered	.....	5 @ 7
Acacia, Sorts	20	@ 20	Bromide	.....	40 @ 50	Bismuth Subn-	.....	2 10 @ 2 25
Acacia, Powdered	35	@ 40	Carbonate	.....	12 @ 15	Borax xtal or	.....	6 @ 12
Aloes (Barb. Pow)	22	@ 25	Chlorate, xtal and	.....	12 @ 15	powdered	.....	6 @ 12
Aloes (Cape Pow)	20	@ 25	powdered	.....	15 @ 20	Cantharides powd.	.....	@ 1 25
Aloes (Soc. Powd.)	40	@ 50	Chlorate, granular	.....	30 @ 40	Calomel	.....	1 25 @ 1 35
Asafoetida	1 00	@ 1 25	Cyanide	.....	2 85 @ 2 90	Capsicum	.....	20 @ 25
Asafoetida, Powd.	.....	@ 1 50	Iodide	.....	15 @ 30	Carmine	.....	@ 3 50
U. S. P. Powd.	.....	@ 2 00	Permanganate	.....	15 @ 30	Cassia Buds	.....	@ 40
Camphor	55	@ 60	Prussiate yellow	.....	30 @ 35	Cloves	.....	25 @ 30
Gualiac	35	@ 40	Prussiate, red	.....	50 @ 60	Chalk Prepared	.....	6 @ 8 1/2
Gualiac, Powdered	40	@ 50	Sulphate	.....	15 @ 20	Chalk Precipitated	.....	7 @ 10
Kino	.....	@ 45	Roots			Chloroform	.....	38 @ 48
Kino, Powdered	.....	@ 45	Alkanet	.....	15 @ 20	Chloral Hydrate	1 25	@ 1 45
Myrrh	.....	@ 40	Blood, powdered	.....	20 @ 25	Cocaine	.....	4 15 @ 4 35
Myrrh, Powdered	.....	@ 50	Calamus	.....	35 @ 40	Cocoa Butter	.....	50 @ 60
Opium	7 50	@ 7 75	Elecampane, powd	.....	15 @ 20	Corks, list, less 70%	.....	.....
Opium, Powd.	8 75	@ 9 00	Gentian, powd.	.....	12 @ 15	Copperas bbls cwt	.....	@ 85
Opium, Gran.	8 75	@ 9 00	Ginger, African,	.....	15 @ 20	Copperas, less	.....	@ 5
Shellac	25	@ 30	powd.	.....	15 @ 20	Copperas, Powd.	.....	@ 6
Shellac, Bleached	30	@ 35	Ginger, Jamaica,	.....	22 @ 28	Corrosive Sublim.	1 25	@ 1 40
Tragacanth	1 00	@ 1 25	powdered	.....	22 @ 28	Cream Tartar	.....	28 @ 35
Tragacanth, Pow	60	@ 75	Golden seal, powd.	.....	12 @ 15	Cuttlebone	.....	25 @ 35
Turpentine	10	@ 15	Ipecac, powd.	.....	12 @ 15	Dextrine	.....	7 @ 10
Leaves			Licorice	.....	12 @ 15	Dover's Powder	2 00	@ 2 25
Buchu	1 85	@ 2 00	Licorice, powd.	.....	12 @ 15	Emery, all Nos.	6	@ 10
Buchu, Powd.	2 00	@ 2 25	Licorice, powd.	.....	12 @ 15	Emery, powdered	5	@ 8
Sage, bulk	18	@ 25	Licorice, powd.	.....	12 @ 15	Epsom Salts, bbls	.....	@ 1 1/2
Sage, 1/2s Loose	20	@ 25	Licorice, powd.	.....	12 @ 15	Epsom Salts, less 2 1/2	.....	@ 5
Sage, Powdered	25	@ 30	Licorice, powd.	.....	12 @ 15	Ergot	.....	1 50 @ 1 75
Senna, Alex.	25	@ 30	Licorice, powd.	.....	12 @ 15	Ergot, powdered	1 80	@ 2 00
Senna, Tinn.	15	@ 20	Licorice, powd.	.....	12 @ 15	Flake White	.....	12 @ 15
Senna, Tinn, Pow.	20	@ 25	Licorice, powd.	.....	12 @ 15	Formaldehyde lb.	12	@ 15
Uva Ural	10	@ 15	Licorice, powd.	.....	12 @ 15	Gambier	.....	6 @ 10
Oils			Licorice, powd.	.....	12 @ 15	Gelatine	.....	35 @ 45
Almonds, Bitter,	.....	.....	Licorice, powd.	.....	12 @ 15	Glassware, full cases	80%	.....
true	6 00	@ 6 50	Licorice, powd.	.....	12 @ 15	Glassware, less 70 & 10%	.....	@ 1 1/2
Almond, Bitter,	.....	.....	Licorice, powd.	.....	12 @ 15	Glauber Salts bbl.	.....	@ 1 1/2
artificial	.....	@ 1 75	Licorice, powd.	.....	12 @ 15	Glauber Salts less	.....	2 @ 5
Almonds, Sweet,	.....	.....	Licorice, powd.	.....	12 @ 15	Glue, brown	.....	11 @ 15
true	80	@ 1 00	Licorice, powd.	.....	12 @ 15	Glue, brown grd	.....	10 @ 15
Almond, Sweet,	.....	.....	Licorice, powd.	.....	12 @ 15	Glue, white	.....	15 @ 25
imitation	40	@ 50	Licorice, powd.	.....	12 @ 15	Glue, white grd	.....	15 @ 20
Amber, crude	25	@ 30	Licorice, powd.	.....	12 @ 15	Glycerine	.....	21 @ 30
Amber rectified	40	@ 50	Licorice, powd.	.....	12 @ 15	Hops	.....	50 @ 80
Anise	2 00	@ 2 25	Licorice, powd.	.....	12 @ 15	Indigo	.....	85 @ 1 00
Bergamot	.....	@ 8 00	Licorice, powd.	.....	12 @ 15	Iodine	.....	3 75 @ 4 00
Cajuput	.....	@ 7 75	Licorice, powd.	.....	12 @ 15	Iodoform	.....	4 80 @ 5 00
Cassia	1 60	@ 1 75	Licorice, powd.	.....	12 @ 15	Lead Acetate	.....	12 @ 13
Castor, bbls. and	.....	.....	Licorice, powd.	.....	12 @ 15	Lycopodium	.....	60 @ 75
cans	12 1/2	@ 15	Licorice, powd.	.....	12 @ 15	Mace	.....	30 @ 90
Cedar Leaf	.....	@ 85	Licorice, powd.	.....	12 @ 15	Mace, powdered	90	@ 1 00
Citronella	.....	@ 60	Licorice, powd.	.....	12 @ 15	Menthol	.....	13 00 @ 14 00
Cloves	1 75	@ 2 00	Licorice, powd.	.....	12 @ 15	Mercury	.....	85 @ 90
Cocoonut	18	@ 20	Licorice, powd.	.....	12 @ 15	Morphine, all brd	4 55	@ 4 80
Cod Liver	1 00	@ 1 25	Licorice, powd.	.....	12 @ 15	Nux Vomica	.....	@ 10
Cotton Seed	70	@ 85	Licorice, powd.	.....	12 @ 15	Nux Vomica pow	.....	@ 15
Croton	.....	@ 1 60	Licorice, powd.	.....	12 @ 15	Pepper, black pow	20	@ 25



Our Home—Corner Oakes and Commerce

Our sundry salesmen are now on the road with a line of staple druggist sundries, stationery, blank books and sporting goods. Please reserve your orders for them.

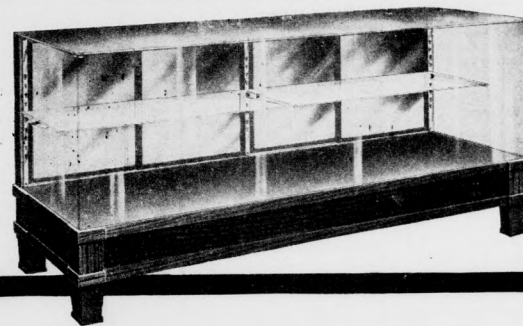
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GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Olive—Bulk Salt		Flour—California Pork—Barreled	
Index to Markets		1	
By Columns		2	
A		AMMONIA	
Ammonia	1	12 oz. ovals 2 doz. box	75
Axle Grease	1	AXLE GREASE	
B		11b. wood boxes, 4 doz.	3 00
Baked Beans	1	11b. tin boxes, 3 doz.	2 35
Bath Brick	1	3 1/2 lb. tin boxes, 2 doz.	4 25
Bluing	1	10 lb. pails, per doz.	6 00
Breakfast Food	1	15 lb. pails, per doz.	7 20
Brooms	1	25 lb. pails, per doz.	12 00
Brushes	1	BAKED BEANS	
Butter Color	1	No. 1, per doz.	45 @ 90
C		No. 2, per doz.	75 @ 140
Candles	1	No. 3, per doz.	85 @ 175
Canned Goods	1-2	BATH BRICK	
Carbon Oils	2	English	95
Catsup	2	BLUING	
Cheese	2	Jennings'	
Chewing Gum	3	Condensed Pearl Bluing	
Chicory	3	Small C P Bluing, doz.	45
Chocolate	3	Large, C P Bluing, doz.	75
Clothes Lines	3	BREAKFAST FOODS	
Cocoa	3	Apetizo, Biscuits	3 00
Cocoanut	3	Bear Food, Pettijohns	1 85
Coffee	3	Cracked Wheat, 24-2	2 50
Confections	4	Cream of Wheat, 35-2	4 50
Cracked Wheat	4, 5	Cream of Rye, 24-2	3 00
Crackers	4, 5	EGG-O-See Wheat	2 75
Cream Tartar	6	Posts Toasties, T.	2 80
D		No. 2, per doz.	2 80
Dried Fruits	6	Posts Toasties, T.	2 80
F		No. 3, per doz.	2 80
Farinaceous Goods	6	Farinose, 24-4	2 70
Fishing Tackle	7	Grape Nuts	2 60
Flavoring Extracts	7	Grape Sugar Flakes	2 50
Flour and Feed	7	Sugar Corn Flakes	2 50
Fruit Jars	7	Hardy Wheat Food	2 25
G		Postma's Dutch Cook	2 75
Gelatine	8	Holland Rusk	3 20
Grain Bags	8	Kellogg's Toasted Rice	3 30
H		Biscuit	3 30
Herbs	8	Kellogg's Toasted Rice	2 80
Hides and Pelts	8	Flakes	2 80
Horse Radish	8	Kellogg's Toasted Wheat	3 30
J		Krinkle Corn Flake	1 75
Jelly	8	Maple-Wheat Flakes,	2 70
Jelly Glasses	8	2 doz.	2 70
M		Maple-Wheat Flakes,	2 80
Mapleine	8	Maple-Corn Flakes	2 80
Mince Meat	8	Minn. Wheat Cereal	3 75
Molasses	8	Algrain Food	4 25
Mustard	8	Ralston Wheat Food	4 50
N		Ralston Wht Food 10c	1 45
Nuts	4	Saxon Wheat Food	2 50
O		Shred Wheat Biscuit	3 30
Olive	8	Triscuit, 18	1 80
P		Pillsbury's Best Cer'l	4 25
Pickles	8	Post Tavern Special	2 80
Pipes	8	Quaker Puffed Rice	4 25
Playing Cards	8	Quaker Puffed Wheat	2 85
Potash	8	Quaker Brkfst Biscuit	1 90
Provisions	8	Quaker Corn Flakes	1 75
R		Victor Corn Flakes	2 20
Rice	9	Washington Crisps	1 85
Rolled Oats	9	Wheat Hearts	1 90
S		Wheatena	4 50
Salad Dressing	9	Evapor'd Sugar Corn	90
Saleratus	9	BROOMS	
Salt Soda	9	Parlor	3 00
Salt	9	Jewel	3 70
Salt Fish	9	Winner	4 45
Seeds	10	Whittier Special	4 55
Shoe Blacking	10	Parlor Gem	3 75
Shuff	10	Common Whisk	1 00
Soap	14	Fancy Whisk	1 25
Soda	10	Warehouse	4 00
Spices	10	BRUSHES	
Starch	10	Scrub	75
Syrups	10	Solid Back, 8 in.	95
T		Solid Back, 11 in.	95
Table Sauces	10	Pointed Ends	85
Tea	11, 12	STOVE	
Tobacco	11, 12	No. 2	90
Twine	13	No. 2	1 25
V		No. 1	1 75
Vinegar	13	SHOE	
W		No. 2	1 00
Wicking	13	No. 7	1 30
Woodenware	14	No. 3	1 70
Wrapping Paper	14	No. 3	1 90
Y		BUTTER COLOR	
Yeast Cake	14	Dandelion, 25c size	2 00
		CANDLES	
		Paraffine, 6s	10
		Paraffine, 12s	10
		Wicking	20

3		4		5	
CHEWING GUM.		Extract		Sweet Goods	
Adams Black Jack	55	Holland, 1/2 gro boxes	95	Animals	10
Adams Sappota	55	Felix, 1/2 gross	1 15	Armada Cakes	8
Beeman's Pepsin	55	Hummel's foil, 1/2 gro.	85	Atlantics	12
Chiclets	1 25	Hummel's tin, 1/2 gro.	1 43	Atlantics Assorted	12
Colgan Violet Chips	60	CONFECTIONS		Avena Fruit Cakes	12
Colgan Mint Chips	60	Stick Candy		Bonnie Doon Cookies	10
Dentyne	1 10	Standard	8 1/2	Bonnie Lassies	10
Flag Spruce	55	Standard H H	8 1/2	Brittle Fingers	10
Juicy Fruit	55	Standard Twist	9	Bumble Bee	10
Red Robin	55	Mixed Candy		Cameo Biscuit, cans	25
Sen Sen (Jars 30 pkgs,	55	Grocers	7	Cameo Biscuit Asstd	25
\$2.20)	55	X L O	7 1/2	cans	25
Spearmint, Wrigleys	55	Special	10	Cameo Biscuit Choco-	
Spearmint, 5 box jars	2 75	Conserve	8 1/2	late, cans	25
Spearmint, 3 box jars	1 65	Royal	8	Cartwheels Assorted	8 1/2
Trunk Spruce	55	Ribbon	14	Cecelia Biscuit	16
Yucatan	55	Broken	8 1/2	Chocolate Bar, cans	18
Zeno	55	Cut Loaf	9 1/2	Chocolate Drops	17
5 boxes one kind, 3c per		Leader	8 1/2	Chocolate Drp Centers	16
box less.		Kindergarten	11	Choc. Honey Fingers	16
CHICORY		French Cream	9	Chocolate Rosettes, cn	20
Bulk	5	Hand Made Creams	17	Circle Honey Cookies	12
Red	7	Premio Cream mixed	14	Cracknels	18
Eagle	5	Paris Cream Bon Bons	10	Crackermeal	6
Franck's	5	Fancy-In Pails	14	Crystal Rosettes	20
Scheuer's	1 60	Gypsy Hearts	14	Cocoanut Taffy Ban	13
Red Standards	1 60	Ooco Bon Bons	14	Cocoanut Drops	12
White	1 60	Fudge Squares	14	Cocoanut Macaroons	18
CHOCOLATE		Peanut Squares	17	Cocanut Hon. Fingers	12
Walter Baker & Co.	22	Sugared Peanuts	12	Cocanut Hon. Jumb's	12
Premium	32	Salted Peanuts	12	Coffee Cakes, Plain	11
Caracas	23	Starlight Kisses	13	Coffee Cakes, Iced	12
Hershey's Almond 5c	85	Lozenges, plain	11	Crumpets	10
Hershey's Milk, 5c	85	Champion Chocolate	12	Diana Marshmallow	16
Walter M. Lowney Co.		Eclipse Chocolates	14	Cakes	16
Premium, 1/2s	29	Eureka Chocolates	16	Dinner Biscuit	25
Premium, 1/2s	29	Champion Gum Drops	10	Dixie Sugar Cookies	9
CLOTHES LINE		Anise Squares	10	Domestic Cakes	8 1/2
No. 40 Twisted Cotton	per doz.	Lemon Sours	10	Eventide Fingers	16
No. 50 Twisted Cotton	95	Imperial	10	Extra Wine Biscuit	10
No. 60 Twisted Cotton	1 70	Ital. Cream Bon Bons	12	Family Cookies	8 1/2
No. 80 Twisted Cotton	2 00	Golden Waffles	14	Fig Cake Assorted	12
No. 60 Braided Cotton	1 00	Red Rose Gum Drops	10	Fig Newtons	12
No. 60 Braided Cotton	1 25	Auto Kisses	14	Fluted Cocoanut Bar	11
No. 80 Braided Cotton	2 25	Coffy Toffy	14	Frosted Creams	8 1/2
No. 50 Sash Cord	1 75	Molasses Mint Kisses	12	Frosted Ginger Cookie	8 1/2
No. 60 Sash Cord	2 00	Fancy-In 5lb. Boxes	10	Fruit Lunch, Iced	10
No. 60 Jute	80	Old Fashioned Molas-	30	Gala Sugar Cakes	8 1/2
No. 72 Jute	1 00	ses Kisses 10lb. bx.	1 30	Ginger Gems	8 1/2
No. 6 Sisal	85	Orange Jellies	60	Ginger Gems, Iced	8 1/2
Galvanized Wire		Lemon Sours	60	Graham Crackers	8 1/2
No. 20, each 100ft. long	1 90	Old Fashioned Hore-	60	Ginger Snaps Family	8 1/2
No. 19, each 100ft. long	2 10	hound drops	60	Ginger Snaps N. B. C.	8
COCOA		Peppermint Drops	70	Round	8
Baker's	37	Champion Choc Drops	65	Ginger Snaps N. B. C.	8 1/2
Cleveland	41	H. M. Choc. L.A.	65	Square	8 1/2
Colonial, 1/4s	35	Dark, No. 12	1 10	H. H. Cookies, Sugar	8
Colonial, 1/2s	33	Bitter Sweets, as'd 125	25	H. H. Cookies, Sugar	8
Epps	42	Brilliant Gums, Crya.	60	Iced	9
Hershey's 1/2s	30	A. A. Licorice Drops	90	H. H. Cookies, Molasses	9
Hershey's 1/4s	28	Lozenges, printed	65	Household Cookies	8
Huxley	33	Lozenges, plain	65	Household Cookies, Iced	8
Lowney, 1/2s	33	Imperial	65	Household Cookies,	8
Lowney, 1/4s	33	Molasses	65	Molasses, Plain	8
Lowney, 5 lb. cans	33	G. M. Peanut Bar	60	Hippodrome Bar	12
Van Houten, 1/4s	12	Hand Made Crms 80@90	90	Honey Fingers As. Ice	12
Van Houten, 1/2s	18	Cream Wafers	65	Honey Jumbles Cocoa-	12
Van Houten, 1/4s	18	String Rock	70	nut, Assorted	12
Van Houten, 1/2s	65	Wintergreen Berries	60	Honey Jumbles, Plain	12
Wan-Eta	36	Pop Corn	3 25	Honey Flakes	14
Webb	33	Cracker Jack	3 25	Imperial	8 1/2
Wilber, 1/4s	33	Giggles, 5c pkg. cs.	3 50	Jack Frost Gems	8
Wilber, 1/2s	33	Oh My 100s	3 50	Jonnie	8 1/2
COCOANUT		Cough Drops		Jubilee Mixed	10
Dunham's	per lb.	Putnam Mental	1 00	Kream Klips	25
1/2s 5lb. case	30	Smith Bros	1 25	Lady Fingers Sponge	30
1/4s 5lb. case	29	NUTS—Whole		Leap Year Jumbles	18
1/2s 15lb. case	28	Almonds, Tarragona	18	Lemon Biscuit Square	8 1/2
1/4s 15lb. case	28	Almonds, Drake	17	Lemon Thins	17
1s. 15lb. case	27	Almonds, California	17	Lemon Wafers	17
1/4s & 1/2s 15lb. case	28	soft shell	12	Lemona	8 1/2
Scalloped Gems	10	Brazils	12	Mace Cakes	8
1/4s & 1/2s pails	16	Filberts	12	Mandalay	10
Bulk, pails	14 1/2	Cal. No. 1	12	Mary Ann	8 1/2
Bulk, barrels	12 1/2	Walnuts sft shell 17 1/2	18	Marshmallow Coffee	13
COFFEES, ROASTED		Walnuts, Marbot	16	Cake	13
Common Rio	19	Table nuts, fancy	16	Marshmallow Walnuts	18
Fair	19 1/2	Pecans, medium	15	Medora	8
Choice	20	Pecans, ex. large	16	Molasses Fruit Cookies	11
Fancy	21	Hickory Nuts, per bu.	2 00	Iced	11
Peaberry	23	Ohio	2 00	Mottled Squares	10
Santos		Cocoanuts	25	N. B. C. Honey Cakes	12
Common	20	Chestnuts, New York	25	Iced	12
Fair	20 1/2	State, per bu.	25	Oatmeal Crackers	8
Choice	21	Salted Peanuts	12	Orange Gems	8 1/2
Fancy	23	Shelled	12	Orange Sponge Layer	20
Peaberry	23	Spanish Peanuts 8 1/2 @ 9	9	Cakes	20
Maracaibo		Pecan Halves	10	Penny Assorted	8 1/2
Fair	24	Walnut Halves	10	Peanut Gems	9
Choice	25	Filbert Meats	10	Picnic Mixed	1 1/2
Mexican		Alicante Almonds	10	Pilot Bread	1 1/2
Choice	26	Jordan Almonds	10	Pineapple Cakes	16
Guatemala		Peanuts	10	Pretzels, Hand Made	9
Fair	25	Fancy H P Suns	60 6 1/2	Pretzels, Medley	10
Fancy	28	Roasted	70 7 1/2	Pretzellettes, Hand Md	9
Java		Choice, raw, H. P. Jum-	60 6 1/2	Pretzellettes, Mac. Md	9
Private Growth	26@30	bo.	60 6 1/2	Raisin Cookies	10
Manding	31@35	CRACKED WHEAT		Raisin Gems	11
Aukola	30@32	Bulk	2 50	Raspberry Cakes	11
Mocho		24 2lb. pkgs.	3 1/2	Reveres Assorted	15
Short Bean	25@27	CRACKERS		Rittenhouse Fruit	12
Long Bean	24@25	National Biscuit Company		Biscuit	12
H. L. O. G.	26@28	Butter		Royal Lunch	8
Bogota		Excelsior Butters	8	Royal Toast	8
Fair	24	N. B. C. Sq. bbl. 7 bx.	6 1/2	Rube	8 1/2
Fancy	26	Seymour, Rd. bbl. 7 bx.	6 1/2	Sea Foam Biscuit	18
Spot Market, Strong		Premium	6 1/2	Spiced Currant Cakes	10
Package		Select	8 1/2	Spiced Ginger Cakes	9
New York Basis		Saratoga Flakes	13	Spiced Ginger Cks Iced	10
Arbuckle	24 75	Zephyrette	13	Sugar Fingers	12
Lion	24 50	Saltnes	13	Sugar Crimp	8 1/2
McLaughlin's XXXX		(Formerly Zephyrette	13	Sugar Squares, large	8 1/2
Mail order only		Salted)	13	or small	9
all orders direct to W. F.		Oyster	13	Sultana Fruit Biscuit	16
McLaughlin & Co., Chic-		N. B. C. Picnic boxes	6 1/2	Sunnyside Jumbles	10
ago.		Gem, boxes	6 1/2		
		Shell	8		

6	7	8	9	10	11
Superba 8 1/2 Triumph 16 Vanilla Wafers 17 Wafer Jumbles can 18 Waverly 10 In-er Seal Goods Albert Biscuit 1.00 Animals 1.00 Arrowroot Biscuit 1.00 Baronet Biscuit 1.00 Bremmer's Butter 1.00 Wafers 1.00 Cameo Biscuit 1.50 Cheese Sandwich 1.00 Chocolate Wafers 1.00 Cocoa Nut Dainties 1.00 Dinner Biscuits 1.50 Excelsior Butters 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 1.00 Graham Crackers, Red 1.00 Label, 5c size 50 Lemon Snaps 50 Oatmeal Crackers 1.00 Old Time Sugar Cook. 1.00 Oval Salt Biscuit 1.00 Oysterettes 1.00 Premium Soda 1.00 Pretzeltes, Hd. Md. 1.00 Royal Toast 1.00 Rykon Biscuit 1.00 Saltine Biscuit 1.00 Saratoga Flakes 1.50 Social Tea Biscuit 1.50 Sultana Fruit Biscuit 1.50 Soda Crackers Select 1.00 S. S. Butter Crackers 1.50 Uneda Biscuit 50 Uneda Jinder Wayfer 1.00 Uneda Lunch Biscuit 50 Vanilla Wafers 1.00 Water Thin Biscuit 1.00 Zu Zu Ginger Snaps 1.00 Zwieback 1.00 Other Package Goods Barnum's Animals 50 Chocolate Biscuits 2.50 American Beauty 2.50 Ginger Snaps 2.50 Butter Crackers, NBC 2.50 family package 2.50 Soda Crackers, NBC 2.50 family package 2.50 Fruit Cake 3.00 Cracker Meal 75 In Special Tin Packages. Festino 2.50 Minaret Wafers 1.00 Nabisco 2.50 Nabisco, 10c 1.00 Champagne Wafer 2.50 Per tin in bulk 1.00 Sorbetto 1.00 Nabisco 1.75 Festino 1.50 Bent's Water Crackers 1.40 CREAM FARTAR Barrels or drums 33 Boxes 34 Square Cans 36 Fancy caddies 41 DRIED FRUITS Apples Evaporated, Choice bulk 6 1/2 Evaporated, Fancy pkg. 7 1/2 Apricots 12 @ 14 Citron Corsican 15 Currents Imp'd 1 lb. pkg. 9 1/2 Imported, bulk 9 1/2 Peaches Muls—Choice, 25 lb. b 9 Muls—Fancy, 25 lb. b 10 Fancy, Peeled, 25 lb. b 18 Real Lemon, American 12 1/2 Orange, American 12 1/2 Raisins Cluster, 20 carlons 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 7 1/2 Med. Hand Picked 2.45 Brown Holland 1.75 Farina 25 1 lb. packages 1.50 Bulk, per 100 lbs. 4.00 Original Holland Rusk Packed 12 rolls to container 3 3 containers (60) rolls 4 75 Hominy Pearl, 100 lb. sack 2.00 Maccaroni and Vermicelli 2.00 Domestic, 10 lb. box 60 Imported, 25 lb. box 2.50 Pearl Barley 3.00 Umpire 3.75	Peas Green, Wisconsin, bu. 2.30 Green, Scotch, bu. 2.25 Split, lb. 5 Sago East India 5 German, sacks 5 German, broken pkg. Taploca Flake, 100 lb. sacks 5 Flake, 130 lb. sacks 5 Pearl, 36 pkgs. 2.25 Minute, 36 pkgs. 2.75 FISHING TACKLE 1/2 to 1 in. 6 1 1/2 to 2 in. 7 2 to 3 in. 11 3 in. 20 Cotton Lines No. 1, 10 feet 5 No. 2, 15 feet 7 No. 3, 15 feet 9 No. 4, 15 feet 10 No. 5, 15 feet 11 No. 6, 15 feet 12 No. 7, 15 feet 13 No. 8, 15 feet 13 No. 9, 15 feet 20 Linen Lines Small 20 Medium 26 Large 34 Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80 FLAVORING EXTRACTS Jennings D C Brand Terpeness Extract Lemon No. 1 F Box, per doz. 75 No. 2 F Box, per doz. 90 No. 4 F Box, per doz. 1.75 No. 3 Taper, per doz. 1.75 2 oz. Flat, F M per dz. 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 dz. 2.00 FLOUR AND FEED Grand Rapids Grain & Milling Co. Winter Wheat Purity Patent 5 7/8 Seal of Minnesota 4 7/8 Sunburst 4 7/8 Wizard Flour 5.40 Wizard Graham 5.60 Wizard Graham, M. 4.40 Wizard Buckwheat 6.00 Rye 4.40 Valley City Milling Co. Lily White 5.90 Light Leaf 5.30 Graham 2.40 Granena Health 2.50 Gran. Meal 1.60 Bolited Med. 1.50 Voigt Milling Co. Graham 4.60 Voigt's Crescent 5.50 Voigt's Flour 5.50 Voigt's Hygienic 4.60 Voigt's Royal 5.90 Watson-Higgins Milling Co. Perfection Flour 5.50 Tip Top Flour 5.10 Golden Sheaf Flour 4.80 Marshall's Best Flour 4.85 Worden Grocer Co. Quaker, paper 5.40 Quaker, cloth 5.50 Quaker Buckwheat bbl 5.40 Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/2s 5.20 American Eagle, 1/4s 5.10 American Eagle, 1/8s 5.00 Spring Wheat. Roy Baker Golden Horn, family 4.75 Golden Horn, bakers 4.65 Wisconsin Rye 3.75 Judson Grocer Co. Ceresota, 1/2s 5.50 Ceresota, 1/4s 5.70 Ceresota, 1/8s 5.60 Worden Grocer Co. Wingold, 1/2s cloth 5.50 Wingold, 1/4s cloth 5.40 Wingold, 1/8s cloth 5.30 Wingold, 1/2s paper 5.30 Wingold, 1/4s paper 5.30 Bakers' Patent 5.15 Wykes & Co. Sleepy Eye, 1/2s cloth 5.85 Sleepy Eye, 1/4s cloth 5.75 Sleepy Eye, 1/8s cloth 5.65 Sleepy Eye, 1/2s paper 5.65 Sleepy Eye, 1/4s paper 5.65 Meal Bolited 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	Less than carlots 15.00 Feed. Street Car Feed 33 No. 1 Corn & Oat Feed 33 Cracked corn 32 Coarse corn meal 32 FRUIT JARS Mason, pts., per gro. 4.00 Mason, qts., per gro. 4.40 Mason, 1/2 gal. per gro. 6.75 Mason, can tops, gro. 1.40 GELATINE Cox's, 1 doz. large 1.75 Cox's, 1 doz. small 1.00 Knox's Sparkling, doz. 1.25 Knox's Sparkling, gr. 14 00 Knox's Acid'd. doz. 1.25 Nelson's 1.50 Oxford 1.50 Plymouth Rock, Phos. 1.25 Plymouth Rock, Plain 90 GRAIN BAGS Broad Gauge 18 Amskeg 19 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HIDES AND PELTS Hides Green, No. 1 11 Green, No. 2 10 Cured, No. 1 12 1/2 Cured, No. 2 11 1/2 Calfskin, green, No. 1 15 Calfskin, green, No. 2 13 1/2 Calfskin, cured, No. 1 16 Calfskin, cured, No. 2 14 1/2 Pelts Old Wool @ 30 Lambs 50 @ 100 Shearings 50 @ 100 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 20 Unwashed, fine @ 15 HORSE RADISH Per doz. 90 JELLY 5lb. pails, per doz. 2.20 15lb. pails, per pail 48 30lb. pails, per pail 90 JELLY GLASSES 1/2 pt. in bbls, per doz. 15 1/2 pt. in bbls, per doz. 16 8 oz. capped in bbls, 18 per doz. 18 MAPLEINE 2 oz. bottles, per doz. 3.00 MINC MEAT Per case 2.85 MOLASSES New Orleans Fancy Open Kettle 42 Choice 35 Good 22 Fair 20 Half barrels 2c extra MUSTARD 1/2 lb. 6 lb. box 16 OLIVES Bulk, 1 gal. kegs 1 10 @ 15 Bulk, 2 gal. kegs 1 00 @ 15 Bulk, 5 gal. kegs 95 @ 15 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1.35 Stuffed, 14 oz. 2.25 Pitted (not stuffed) 14 oz. 2.25 Manzanilla, 8 oz. 90 Lunch, 10 oz. 1.35 Queen, Mammoth 2.25 oz. 4.25 Queen, Mammoth, 28 5.75 oz. 5.75 Olive Chow, 2 doz. cs, 2.25 per doz. 2.25 PICKLES Medium Barrels, 1,200 count 7.75 Half bbls., 600 count 4.38 5 gallon kegs 2.00 Small Barrels 9.50 Half barrel 5.25 5 gallon kegs 3.00 Gherkins Barrels 14.50 Half barrels 7.75 5 gallon kegs 3.00 Sweet Small Barrels 14.50 Half barrels 8.00 5 gallon kegs 3.25 PIPES Clay, No. 216, per box 1.75 Clay, T. D., full count 60 Cob 90 PLAYING CARDS No. 90, Steamboat 75 No. 15, Rival, assorted 1.25 No. 20, Rover, enamd 1.50 No. 572, Special 1.75 No. 98 Golf, satin fin. 2.00 No. 808, Bicycle 2.00 No. 632, Tourn't whist 2.25 POTASH Babbitt's 4.00 PROVISIONS Barreled Pork Clear Back 22 00 @ 23 00	Short Cut Clear 19 50 @ 20 00 Bean 17 50 @ 18 00 Brisket, Clear 21 00 @ 22 00 Pig 23 00 Clear Family 26 00 Dry Salt Meats S P Bellies 13 Lard Pure in tierces 11 1/4 @ 12 Compound Lard 8 1/4 @ 8 1/2 80 lb. tubs advance 1/2 60 lb. tubs advance 1/4 50 lb. tubs advance 1/4 20 lb. pails advance 1/4 10 lb. pails advance 1/4 8 lb. pails advance 1 Smoked Meats Hams, 12 lb. av. 15 1/2 @ 16 Hams, 14 lb. av. 15 1/2 @ 16 1/2 Hams, 16 lb. av. 14 1/2 @ 15 Hams, 18 lb. av. 14 1/2 @ 15 Hams, dried 15 sets 20 @ 20 1/2 California Hams 11 @ 11 1/2 Picnic Balled Hams 15 Bolled Hams 23 @ 23 1/2 Mined Ham 12 1/2 @ 13 Bacon 16 @ 16 1/2 Sausages Bologna 9 1/2 @ 10 Liver 7 1/2 @ 8 Frankfort 10 @ 10 1/2 Pork 13 @ 14 Veal 11 Tongue 11 Headcheese 9 Beef Boneless 17 00 Rump, new 19 00 Pig's Feet 1/2 bbls. 1.00 3/4 bbls., 40 lbs. 2.00 1/2 bbls. 4.00 1 bbl. 8.00 Tripe Kits, 15 lbs. 90 1/2 bbls., 40 lbs. 1.60 1/2 bbls., 80 lbs. 3.00 Casings Hogs, per lb. 35 Beef, rounds, set 17 @ 18 Beef, middles, set 90 @ 95 Sheep, per bundle 80 Uncolored Butterine Solid Dairy 12 @ 16 Country Rolls 12 1/2 @ 18 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, 1/2s 90 Potted Ham, 1/4s 50 Deviled Ham, 1/2s 90 Deviled Ham, 1/4s 50 Potted Tongue, 1/2s 50 Potted Tongue, 1/4s 90 RICE Fancy 6 @ 6 1/2 Japan Style 5 @ 5 1/2 Broken 4 @ 4 1/2 ROLLED OATS Rolled Avena, bbls. 4.35 Steel Cut, 100 lb. sks. 2.25 Monarch, bbls. 4.10 Monarch, 90 lb. sacks 1.90 Quaker, 18 Regular 1.45 Quaker, 20 Family 4.00 SALAD DRESSING Columbia, 1/2 pt. 2.25 Columbia, 1 pint 4.50 Durkee's, large, 1 doz. 4.50 Durkee's, small, 2 doz. 5.25 Snider's, large, 1 doz. 2.35 Snider's, small, 2 doz. 1.35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3.00 Wyandotte, 100 1/2s, 13 00 SAL SODA Granulated, bbls. 80 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs. 1.25 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 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 25 Common Granulated, Fine 1.05 Medium, Fine 1.10 SALT FISH Cod Large, whole @ 7 1/2 Small, whole @ 7 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 4 1/2 Halibut Strips 15 Chunks 16 Holland Herring Y. M. wh. hoop bbls. 12.00 Y. M. wh. hoop 1/2 bbl. 6.50 Y. M. wh. hoop kegs 72	Y. M. wh. hoop Milchers kegs 75 Queen, bbls. 11.00 Queen, 1/2 bbls. 6.15 Queen, kegs 68 Trout No. 1, 100 lbs. 7.50 No. 1, 40 lbs. 3.25 No. 1, 10 lbs. 30 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 16.50 Mess, 40 lbs. 7.00 Mess, 10 lbs. 1.85 Mess, 3 lbs. 1.50 No. 1, 100 lbs. 10.00 No. 1, 40 lbs. 6.60 No. 1, 10 lbs. 1.25 Whitefish 100 lbs. 9.75 50 lbs. 5.25 10 lbs. 1.12 8 lbs. 92 100 lbs. 4.65 40 lbs. 2.10 10 lbs. 76 8 lbs. 66 SEEDS Anise, Smyrna 14 Canary 5 Cardamom, Malabar 10 Celery 40 Hemp, Russian 5 Mixed Bird 5 Mustard, white 8 Poppy 16 Rape 6 1/2 SHOE BLACKING Handy Box, large 3 dz 3.50 Handy Box, small 1.25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars 43 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice, Jamaica 9 Allspice, large Garden 11 Cloves, Zanzibar 27 Cassia, Canton 14 Cassia, 5c pkg. doz. 25 Ginger, African 9 1/2 Ginger, Cochlin 14 1/2 Mace, Penang 70 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Mixed, 5c pkg. doz. 45 Nutmegs, 70-80 30 Nutmegs, 105-110 22 Pepper, Black 15 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian 45 Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 23 Cassia, Canton 18 Ginger, African 18 Mace, Penang 75 Nutmegs, 75-80 35 Pepper, Black 16 Pepper, White 35 Pepper, Cayenne 24 Paprika, Hungarian 45 STARCH Corn Kingsford, 40 lbs. 7 1/4 Muzzy, 20 lb. pkgs. 5 1/4 Muzzy, 40 lb. pkgs. 5 Gloss Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/4 Muzzy 48 lb. packages 5 16 3lb. packages 4 1/2 12 6lb. packages 6 50lb. boxes 3 1/2 SYRUPS Corn Barrels 28 Half barrels 31 Blue Karo, No. 2 1.80 Blue Karo, No. 2 1/2 2.08 Blue Karo, No. 5 2.10 Blue Karo, No. 10 2.00 Red Karo, No. 2 1/2 2.40 Red Karo, No. 5 2.35 Red Karo, No. 10 2.25 Pure Cane Fair 16 Good 20 Choice 25 TABLE SAUCES Halford, large 3.75 Halford, small 2.25 TEA Japan Sundried, medium 24 @ 26 Sundried, choice 30 @ 33 Sundried, fancy 36 @ 45 Basket-fired medium 30 Basket-fired, choice 35 @ 37 Basket-fired, fancy 40 @ 43 Nibs 1.91 Siftings 10 @ 12 Fannings 14 @ 15 Gunpowder Moyune, medium 35 Moyune, choice 33	Moyune, fancy 50 @ 60 Pingsuey, medium 33 Pingsuey, choice 35 Pingsuey, fancy 50 @ 55 Young Hyson Choice 30 Fancy 40 @ 50 Oolong Formosa, Fancy 50 @ 60 Formosa, medium 23 Formosa, choice 35 English Breakfast Medium 25 Choice 30 @ 35 Fancy 40 @ 60 India Ceylon, choice 30 @ 35 Fancy 40 @ 50 TOBACCO Fine Cut Blot 1.45 Bugle, 10c 3.84 Dan Patch, 8 and 16 oz 11.00 Dan Patch, 2 oz. 11.52 Dan Patch, 16 oz. 5.76 Fast Mail, 16 oz. 7.00 Hlawatha, 16 oz. 7.00 Hlawatha, 5c 5.40 May Flower, 16 oz. 9.36 No Limit, 8 oz. 1.73 No Limit, 16 oz. 3.65 Ojibwa, 8 and 16 oz. 4.00 Ojibwa, 10c 11.16 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 5.76 Sweet Cuba, canister 9.16 Sweet Cuba, 5c 5.76 Sweet Cuba, 10c 5.76 Sweet Cuba, 1 lb. tin 9.00 Sweet Cuba, 16 oz. 4.80 Sweet Cuba, 1/2 lb. foil 2.25 Sweet Burley 5c L&D 5.76 Sweet Burley, 8 oz. 2.45 Sweet Burley, 24 lb. 4.90 Sweet Mist, 1/2 gro. 5.70 Sweet Mist, 3 oz. 1.10 Sweet Mist, 8 oz. 3.50 Telegram, 5c 5.76 Tiger, 5c 6.00 Tiger, 25c cans 2.35 Uncle Daniel, 1 lb. 60 Uncle Daniel, 1 oz. 5.22 Plug

SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs. 48
 Sure Shot, 5c. 1/2 gro. 57
 Yankee Girl Scrp 2 oz 57
 Pan Handle Scrp 1/2 gr 57
 Peachy Scrp, 5c. 1.90
 Union Workman, 2 1/2 6.00

Smoking

All Leaf, 2 1/2 & 7 oz. 30
 BB, 3 1/2 oz. 6.00
 BB, 7 oz. 12.00
 BB, 14 oz. 24.00
 Bagdad, 10c tins 11.52
 Badger, 3 oz. 5.04
 Badger, 7 oz. 11.52
 Banner, 5c. 5.96
 Banner, 8 oz. 1.00
 Banner, 16 oz. 1.50
 Belwood Mixture, 10c 94
 Big Chief, 2 1/2 oz. 6.00
 Big Chief, 16 oz. 5.90
 Bull Durham, 5c. 10.80
 Bull Durham, 10c. 10.80
 Bull Durham, 15c. 13.48
 Bull Durham, 8 oz. 6.00
 Bull Durham, 16 oz. 6.72
 Buck Horn, 10c. 11.50
 Briar Pipe, 5c. 6.00
 Briar Pipe, 10c. 12.00
 Black Swan, 5c. 5.76
 Black Swan, 14 oz. 3.50
 Bob White, 5c. 5.90
 Brotherhood, 5c. 5.95
 Brotherhood, 10c. 11.80
 Brotherhood, 16 oz. 5.72
 Carnival, 5c. 5.70
 Carnival, 3 1/2 oz. 3.29
 Carnival, 16 oz. 4.00
 Cigar Clip, Johnson 30
 Cigar Clip, Seymour 30
 Identity, 3 & 16 oz. 4.50
 Darby Cigar Cuttings, 10c 90
 Continental Cubes, 10c 90
 Corn Cake, 14 oz. 2.55
 Corn Cake, 7 oz. 1.45
 Corn Cake, 5c. 5.76
 Cream, 50c palls 4.60
 Cuban Star, 5c foil 5.76
 Cuban Star, 16 oz. palls 72
 Chips, 10c. 2.00
 Dills Best, 1 1/2 oz. 3.29
 Dills Best, 3 1/2 oz. 3.77
 Dills Best, 16 oz. 7.30
 Dixie Kid, 1 1/2 foil 3.29
 Duke's Mix, 5c. 5.76
 Duke's Mix, 10c. 11.52
 Duke's Cameo, 1 1/2 oz. 5.90
 Drum, 5c. 4.95
 F. A. 3 oz. 11.50
 F. A. 7 oz. 11.50
 Fashion, 5c. 6.00
 Fashion, 16 oz. 4.43
 Five Bros., 5c. 5.60
 Five Bros., 10c. 10.70
 Five cent cut Plug 28
 F O B 10c. 11.96
 Four Roses, 10c. 7.20
 Full Dress, 1 1/2 oz. 1.44
 Glad Hand, 5c. 3.29
 Gold Block, 1 1/2 oz. 3.29
 Gold Block, 10c. 11.88
 Gold Star, 16 oz. 3.28
 Gall & Ax Navy, 5c 5.95
 Growler, 5c. 4.42
 Growler, 10c. 2.94
 Growler, 20c. 1.85
 Giant, 5c. 1.55
 Giant, 16 oz. 3.33
 Hand Made, 2 1/2 oz. 5.76
 Hazel Nut, 5c. 5.76
 Honey Dew, 1 1/2 oz. 4.00
 Honey Dew, 10c. 11.88
 Hunting, 1 1/2 & 3 1/2 oz. 6.10
 I X L, 5c. 3.22
 I X L, in palls 6.00
 Just Suits, 5c. 6.00
 Just Suits, 10c. 11.88
 Kill Dried, 25c. 2.45
 King Bird, 7 oz. 25.20
 King Bird, 3 oz. 11.00
 King Bird, 1 1/2 oz. 5.76
 La Turka, 5c. 5.76
 Little Giant, 1 lb. 28
 Lucky Strike, 1 1/2 oz. 94
 Lucky Strike, 1 1/2 oz. 96
 Le Redo, 3 oz. 10.80
 Le Redo, 8 & 16 oz. 3.84
 Myrtle Navy, 10c. 11.80
 Myrtle Navy, 5c. 5.94
 Maryland Club, 5c. 5.76
 Mayflower, 5c. 5.76
 Mayflower, 10c. 9.96
 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. 2.00
 P. S., 8 oz., 30 lb. cs. 19
 P. S., 3 oz., per gro. 5.70
 Pat Hand, 1 oz. 63
 Patterson Seal, 1 1/2 oz. 48
 Patterson Seal, 3 oz. 96
 Patterson Seal, 16 oz. 5.00
 Peerless, 5c. 5.70
 Peerless, 10c. 1.92
 Peerless, 3 oz. 23.76
 Peerless, 7 oz. 47.52
 Peerless, 14 oz. 5.76
 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. 6.00
 Sweet Lotus, 5c. 6.00
 Sweet Lotus, 10c. 12.00
 Sweet Lotus, per doz. 4.85
 Sweet Rose, 2 1/2 oz. 3.90
 Sweet Tlp Top, 5c. 2.00
 Sweet Tlp Top, 3 1/2 oz. 38
 Sweet Tips, 1/4 gro 10.08
 Sun Cured, 10c. 11.75
 Summer Time, 5c. 5.76
 Summer Time, 7 oz. 1.65
 Summer Time 14 oz. 3.50
 Standard, 2 oz. 5.90
 Standard, 3 1/2 oz. 5.28
 Standard, 7 oz. 1.68
 Seal N. C., 1 1/2 cut plug 70
 Seal N. C., 1 1/2 Gran 63
 Three Feathers, 1 oz. 63
 Three Feathers, 10c 10.20
 Three Feathers and 2.25
 Pipe combination 3.60
 Tom & Jerry, 14 oz. 1.80
 Tom & Jerry, 7 oz. 1.80
 Tom & Jerry, 3 oz. 3.75
 Trout Line, 5c. 5.95
 Trout Line, 10c. 10.00
 Turkish, Patrol, 2-9 5.76
 Tuxedo, 1 oz. bags 48
 Tuxedo, 2 oz. tins 96
 Tuxedo, 4 oz. cart. 64
 Tuxedo, 16 oz. tins 64
 Twin Oaks, 10c. 94
 Union Leader, 50c. 5.06
 Union Leader, 25c. 2.55
 Union Leader, 10c. 11.60
 Union Leader, 5c. 5.95
 Union Workman, 1 1/2 5.76
 Uncle Sam, 10c. 10.80
 Uncle Sam, 5c. 2.20
 Van Biber, 2 oz. tin 88
 Velvet, 5c pouch 1.44
 Velvet, 10c tin 1.92
 Velvet, 8 oz tin 3.84
 Velvet, 16 oz. can 7.68
 Velvet, combination cs 5.75
 War Path, 5c. 5.95
 War Path, 8 oz. 1.60
 Wave Line, 16 oz. 4.00
 Way up, 2 1/2 oz. 5.75
 Way up, 16 oz. palls 31
 Wild Fruit, 5c. 5.76
 Wild Fruit, 10c. 11.52
 Yum Yum, 5c. 6.00
 Yum Yum, 10c. 11.52
 Yum Yum, 1lb., doz. 4.80

TWINE

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

VINEGAR

White Wine, 40 grain 3 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. 1, 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
 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

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

Wire End.

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

Churns

Barrel, 5 gal., each 2.40
 Barrel, 16 gal., each 2.55

Clothes Pins

Round Head.
 4 inch, 5 gross 50

14

4 1/2 inch, 5 gross 55
 Cartons, 20 2 1/2 doz bxs. 60
 Egg Crates and Fillers
 Humpty Dumpty, 12 dz. 20
 No. 1, complete 40
 No. 2, complete 28
 Case No. 2, fillers, 15
 sets 1.35
 Case, medium, 12 sets 1.15

Faucets

Cork lined, 3 in. 70
 Cork lined, 9 in. 80
 Cork lined, 10 in. 50

Mop Sticks

Trojan spring 90
 Eclipse patent spring 85
 No. 1 common 80
 No. 2 pat. brush holder 85
 Ideal No. 7 25
 12lb. cotton mop heads 1.45

Pails

2-hoop Standard 2.00
 3-hoop Standard 2.35
 2-wire Cable 2.10
 Cedar all red brass 1.25
 3-wire Cable 2.30
 Paper 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 6.00
 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 2.00
 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 4
 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
 Sunlight, 1 1/2 doz. 1.15
 Yeast Cream, 3 doz. 1.00
 Yeast Foam, 1 1/2 doz. 58

AXLE GREASE

MICA
 AXLE GREASE
 STANDARD OIL COMPANY
 INDIANAPOLIS, IND.

BAKING POWDER

Royal
 10c size 90
 1/4 lb. cans 1.35
 3/4 lb. cans 1.90
 1 lb. cans 2.50
 1 1/2 lb. cans 3.75
 2 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 32
 Evening Press 32
 Exemplar 32

Worden Grocer Co. Brand
 Ben Hur

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

Old Master Coffee



Old Master 33
 San Marto 33
 Pilot

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
 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.

COCONUT

Baker's Brazil Shredded



10 5c pkgs., per case 2.60
 36 10c pkgs., per case 2.60
 16 10c and 35 5c pkgs.,
 per case 2.60



The only
 5c
 Cleanser

Guaranteed to
 equal the
 best 10c kinds



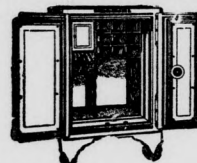
Apex Hams
 Apex Bacon
 Apex Lard
 Excelsior Hams
 Excelsior Bacon
 Silver Star Lard
 Family Pork
 Fat Back Pork

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

17

SAFES

Full line of fire and burglar proof safes kept in



stock 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

Lauts 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 t/l 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
 Baubitt's 1776 3.75
 Roseine 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 Sona

Sapallo, gross lots 9.50
 Sapallo, half gro. lots 4.85
 Sapallo, single boxes 2.40
 Sapallo, hand 2.40
 Scourine Manufacturing Co.
 Scourine, 50 cakes 1.80
 Scourine, 100 cakes 3.80

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 to 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.

Cash for your business or real estate. I buy, sell and exchange all kinds of business places and real estate. No matter where located, if you are in the market to buy or sell write me. Established 1881. Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 507

For Sale—Stock general merchandise, store building and house. Value \$5,500. Population 350. Located near Traverse City. Would exchange for small farm or country stock. Address No. 738, care Tradesman. 738

Merchants! Do you want to sell out? Have an auction. Guarantee you no loss. Address L. H. Gallagher, Auctioneer, 384 Indiana Ave., Toledo, Ohio. 737

For Sale—Racket store in Southern Michigan. \$6,000 stock, good town, 1,000 population. No other racket or bazaar in town. A good opening for a live one. Address No. 736, care Tradesman. 736

Sideline Salesmen—Use your spare time and make \$50 to \$100 per month with our order getting specialty line of whips. Big commission on orders and re-orders. Exclusive territory. Manufacturers, P. O. Box 383, Westfield, Mass. 735

For Sale—One of the largest and best paying dry goods businesses in community of 50,000 people, 140 miles from a large city department store. Will sell so that purchaser can make \$20,000 on the start. Largest bright tobacco market in the world. Second manufacturing city in Virginia. Five counties shop here. Go South young man. Write us for particulars. Waddill-Holland Co., Danville, Virginia. 734

For Sale—Variety store, first-class location in a live county seat of 3,000 in dairy district; also manufacturing town; new stock; invoices about \$3,000; must sell on account of health; no trades. Address A. W. Johnson, Oregon, Ill. 733

For Sale—The right to manufacture a patented egg tester; also territory agents wanted for the sale of same. Address S. Simon, 309 Elm St., Cincinnati, Ohio. 732

We will sell or exchange part or all of 500 acres of Southern Central Georgia land at \$20 an acre for a clean stock of merchandise in a thriving community. In writing give complete description with conservative estimate of value of stock. J. W. & M. C. Powell, Canisteo, N. Y. 731

For Sale—Good profitable business in the prosperous town of Marshall, Mich.; stock consists of notions, china, millinery, hosiery, underwear, stationery, books and toys. Stock inventories about \$3,500. Modern store of three floors and basement. Rent \$65. Wills' Dept. Store, Marshall, Mich. 730

For Sale—An up-to-date shoe repairing outfit in Romeo. Good business. Address J. McParland, Romeo, Mich. 729

For Sale—A stock of general merchandise, invoicing about \$4,000. Sales about \$35 per day. Reason for selling, sickness. Address No. 728, care Michigan Tradesman. 728

For Sale—Good paying drug store in South Dakota. This is a snap and will pay you to investigate. V. L. Ferguson, Midland, S. D. 727

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—\$2,000 to \$5,000 long established safe and fully solvent general merchandise business in Michigan. Reason, death and age and infirmity of survivor. Full investigation invited. Address No. 725, care Tradesman. 725

My clothing business for sale at invoice. New stock this fall. Good business. Good location. No competition. Can show good business all the fall. Stock must go at once. N. L. Garter, Burr Oak, Mich. 723

For Exchange—Modern 8-room house with garage. First-class repair. 160 acres unimproved land, 5 1/2 miles from Marion, Mich. Nice level piece land and will make fine farm when improved, 1/2 mile from school and on public road. Will exchange all the above for stock goods or improved farm. Address 809 W. 2nd St., Flint, Mich. 671

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

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, Oroville, Wash. 708

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. 8, 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—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

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. 662

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

Stocks of any kind of merchandise, bought for cash. Address 293 Gratiot Ave., Detroit, Mich. 719

Wanted—To buy stock general merchandise or bazaar. Address No. 722, care Tradesman. 722

Good opening for first-class vaudeville 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

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

Farm For Exchange—Will trade a nice farm for stock of merchandise. I 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

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

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

Safes Opened—W. L. Stocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 194

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

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

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

For Sale—Grocery stock, etc. Best location in Traverse City. Fine business and a good thing. Reasons aside from business for wanting to sell. J. B. Boyd, Ast., Traverse City, Mich. 726

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

For Sale—Drug store, fine proposition. Bargain at \$3,500. Cash \$2,500, balance contract. Long lease, fine location. M. A. Jones, Plymouth, Mich. 714

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

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 Perry & 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

Wanted—Registered assistant pharmacist. Address C. E. Van Avery, Kalamazoo, Mich. 739

Wanted—Stock dry goods, clothing or general merchandise for cash. Write particulars, Ralph G. Clement, Colon, Mich. 740

Are You In Earnest

about wanting to lay your business proposition before the retail merchants of Michigan, Ohio and Indiana? If you really are, here is your opportunity. The

Michigan Tradesman

devotes all its time and efforts to catering to the wants of that class. It doesn't go everywhere, because there are not merchants at every crossroads. It has a bona fide paid circulation—has just what it claims, and claims just what it has. It is a good advertising medium for the general advertiser. Sample and rates on request.

Grand Rapids, Michigan

Honks From Auto City Council.

Lansing, Jan. 27.—One of our counselors reports that the Taylor House at Shepard has changed hands and is now under the management of R. E. Joslin who has cleaned up and made various other improvements. Among other things he is making an honest effort to give the traveling men a square deal.

S. S. Pierce has opened his new \$20,000 hotel at Beaverton. This spacious hostelry is equipped with steam heat and everything up to date except the individual towels, which are promised.

Brother F. H. Hastings was quite seriously ill for a few hours last Friday, but was able to carry his sample case again this morning.

Our Senior Counselor urgently requests that all members who have been selling tickets on the traveling bag report on or before next Saturday afternoon.

J. D. Powers of Charlotte it is reported has recently received a legacy of \$20,000. Joe isn't a bit stuck up about it, but greets his friends as usual and will continue to carry his grip himself and sell prunes. It takes more than \$20,000 to turn the head of a man like Joe Powers.

The Ladies Auxiliary will serve a Bohemian supper at the Council meeting Saturday evening at 6:30 and will amuse themselves in the parlors during the business session of the Council, following.

One of the most notable social functions in the history of our Council occurred last Saturday night, at K. P. hall. Covers were laid for 125 and 116 were present. The decorations were beautiful and the nicely arranged tables were surrounded by the happy throng. Miss Bertha Peck, daughter of Brother Williard J. Peck, presided at the piano, and Miss Monroe rendered several vocal selections. Brother James F. Hammell was toastmaster, and after some very pleasing remarks called upon various members of the council, and they responded felicitously.

It was expected that Governor Ferris would be present but other engagements prevented and Brother L. L. Colton made the principal speech of the evening. At 9:30 the company repaired to the ball room and the balance of the evening was thoroughly enjoyed in dancing.

H. D. B.

Conductors and Fares.

In the Tradesman of January 15 we notice an editorial "Whose Collar?" and we wish Mr. Stratton's article has been printed in full, because there are many traveling men who would criticize the article if they had read the Lansing Journal, in which appeared this bit of wisdom. We have a clipping of this article and cannot suppress a smile when we read what it says about the conductors acting as a combined savings bank and ticket office, when his business should be to carefully safeguard the interests of the passengers.

During the past ten years the writer has traveled almost continuously on Michigan roads, and still has the

first time to see a conductor give any attention to the management of the train between stations unless called by a signal from the engineer or where something unusual has already happened. We have often seen them visiting with passengers and it is not so very unusual to find them enjoying a smoke after the tickets and cash fares have been collected. At times we have seen the necessity of signaling the engineer to run slow in order that he might get all the fares before reaching the next town.

We will admit that it is more work for a conductor to collect cash fares than tickets but we are not willing to admit that the travelingmen as a rule neglect to buy tickets when possible, simply because there is a possibility that the conductor may miss them, and we hope Mr. Stratton's article will receive wholesale criticism.

Many circumstances might be cited where it is absolutely necessary to pay cash fares or walk.

Many times we have asked for a ticket and been told by the agent to pay on the train as he was busy at the key. And many times we have been refused a ticket simply because the agent could not, or would not, change a \$5 bill.

There are a hundred reasons why it is sometimes necessary for honest people to pay cash fares and an unnecessary tax of 10 cents per fare would be an injustice to the traveling public. We sincerely hope the traveling men of Michigan will rise in protest against this part of the bill.

H. D. B.

Late State Items.

Holland—William O. Van Eyck has sold his interest in the stock of the Van Eyck-Weurding Milling Co. Plans are being perfected for the reorganization of the company and increasing its capital stock.

Kalamazoo—Joldersma & Son, undertakers, have dissolved partnership and each of the partners will conduct separate businesses under their respective names, John H. Joldersma and Edward A. Joldersma.

Jackson—The R. Tannenbaum Co. has been incorporated to deal in house furnishing goods and clothing, with an authorized capitalization of \$10,000, which has been subscribed, \$2,500 paid in in cash and \$3,500 in property.

Petoskey—William L. Curtis, who was operated on at Ann Arbor, several weeks ago, died in that city Jan. 24. Mr. Curtis was the organizer, President and principal stockholder of the First National Bank of this place.

Omer—The Arenac Exchange Bank, which has been doing business for a number of years, has been organized into a state bank, with a capital of \$20,000. C. H. Macomber, one of the founders, is President, and C. H. Rossman, Cashier.

Manistee—Albert T. Porter, for twenty years in the employ of the Manistee Iron Works, has purchased the Swiss Dry Cleaning Co.'s business and will continue the business. L. Kearney, former proprietor, will assist in the management.

Saginaw—Elliott T. Danby, Secretary of the Gately Co. since 1906, has been elected Vice President, Treasurer

and General Manager of the company, to succeed the late J. J. McKeivitt. Stores in Saginaw, Bay City, Battle Creek, Alpena and South Bend, Ind., are in his territory.

Reed City—Fred Hemund and Jacob Haist have formed a copartnership and purchased the Weinrich, Hoffmeyer & Co. hardware stock and will continue the business at the same location. Weinrich & Hoffmeyer will continue the plumbing and heating business at the same location.

Flint—Wilson & Mortimore, dealers in agricultural implements, have merged their business into a stock company under the style of the Wilson, Mortimore Co., with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed, \$2,000 being paid in in cash and \$4,000 in property.

Harbor Spring—The new Erwin block is rapidly nearing completion and will be ready early in the spring. The Erwin pharmacy will occupy the corner and the Ludlum co-operative store will take the other store. W. A. Gibson will occupy the store to be vacated by the Erwin pharmacy.

Lansing—David Burnham, for many years in the dry goods business here, died a few days ago at Los Angeles where he had gone to spend the winter, aged 85 years, and the body has been taken to Oswego, N. Y. for interment. He was at the head of the big Burnham store, and when he felt his health failing he sold to Mills Dry Goods Company.

Manufacturing Matters.

Falmouth—D. N. Robinson has closed his flour mill and removed to Lake City.

Detroit—The Detroit Regulator Co. has increased its capital stock from \$1,000 to \$75,000.

Detroit—The Wyandotte Lounery Co. has increased its capitalization from \$50,000 to \$60,000.

Monroe—The Boehme & Rauch Co., manufacturer of binders, fiber containers, etc., has increased its capitalization from \$500,000 to \$800,000.

Kalamazoo—W. O. Harlow has sold his stock of sporting goods to E. Joseph and will devote his entire attention to conducting a garage and selling the Ford automobile.

Ann Arbor—A. E. Jennings & Co. have purchased the patents and stock of the casket lowering device invented by E. B. Voorhees, of Ovid, and will remove the plant to this place.

Detroit—The United Dry Milk Co. has been organized with an authorized capital stock of \$30,000 common and \$12,000 preferred, of which \$20,000 has been subscribed and paid in in cash.

Flushing—The Flushing Canning Co. has engaged in business with an authorized capital stock of \$30,000, which has been subscribed, \$9,000 paid in in cash and \$3,000 in property.

Detroit—A new company has been incorporated under the style of the National Gear Co., with an authorized capitalization of \$1,000, of which \$500 has been subscribed and paid in in cash.

Detroit—The National Hide & Leather Co. has been organized with

an authorized capital stock of \$15,000, which has been subscribed, \$7,500 being paid in in cash and \$7,500 in property.

Belleville—Bert Ollett has sold his stock of groceries and dry goods to Edson, Moore & Co., of Detroit, and will retire from business.

Marquette—William Lewinstein has purchased the Louis Levitt bankrupt stock of men and women's clothing and shoes and will remove it from Ishpeming, here and consolidate it with his stock of groceries.

Lansing—The Fox Garment Co., under the management of Ferdinand J. Fox, recently of Saginaw, has established a factory at 317 North Washington avenue for the manufacturing of silk ready-to-wear garments.

Sturgis—A new company has been organized under the style of the Made-To-Wear-Garments Manufacturing Co., with an authorized capital stock of \$10,000, of which \$8,000 has been subscribed and \$2,000 paid in in cash.

Detroit—The Sicklesteel Lumber Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, which has been subscribed, \$3,000 paid in in cash and \$15,000 in property.

Flint—The F. A. Ledword Lock Co. has been organized with an authorized capital stock of \$10,000, of which \$5,100 has been subscribed, \$1,000 paid in in cash and \$3,100 in \$1,000 paid in in cash, and \$250 in property.

Sturgis—The Walter Manufacturing Co. has engaged in business to manufacture and sell curtain fixtures, with an authorized capital stock of \$10,000, which has been subscribed, \$5,000 paid in in cash and \$2,500 in property.

Detroit—The General Supply Co. has been incorporated to manufacture and deal in general hardware supplies with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed, \$1,200 paid in in cash and \$40 in property.

Detroit—The Detroit Trailer Co. has engaged in business to manufacture and sell trailers, automobiles, auto trucks, motors and accessories, with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$1,000 paid in in cash.

BUSINESS CHANCES.

For Sale—A valuable patent on an article in almost general use; reason for selling, patentee unable to manufacture it. Address C. W. Canslee, Box 80, Knoxville, Tenn. 742

Married man, 37 years old, wants position. Twelve years experience in general store and produce business. Can furnish best of references. Address No. 741, care Tradesman. 741

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

THE WEATHERLY CO.
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Consumers are Wedded to the

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Because Quality is Always Notable

All products packed at our five plants in West Michigan, in the finest fruit and vegetable belts in the Union, are grown on our own lands adjacent to the various plants; packed fresh from the fields and orchards, under best sanitary conditions, insuring exquisite flavor, fine texture, natural color. Every can is well filled.

The HART BRANDS Satisfy Consumers
They Are Trade Winners and Trade Holders

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Tomatoes, Spinach, Beets.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

W. R. ROACH & CO., HART, MICH.

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FRANKLIN CARTON SUGAR is one of the greatest conveniences ever offered to the grocer—it's ready to sell when he gets it. It saves all the oldtime work of weighing, wrapping and tying, saves time, saves loss from overweight, saves bags and twine. It gives you a positive profit on sugar instead of a loss. Let us do the "factory work" of packaging sugar and you do the SELLING! That's what your store is for! Now for a suggestion—use the time saved by handling FRANKLIN CARTON SUGAR to make a tasteful display of the neat, blue cartons on your counters and shelves. They'll sell.



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"

CHEESE TALKS --No. 3

Cheddar or Michigan Full Cream Cheese

Cheddar cheese—named from the English village where it originated—is a comparatively old type of cheese, very popular in England and also in the United States. The name is now more fitly applied to a process than to any particular shape.

Cheddar cheese is made from sweet cows' milk, which may be skimmed, partly skimmed or unskimmed. If made from unskimmed milk the cheese is called "full cream." If cream is removed the cheese is designated "part-skim" or "skim," as the case may be.

Cheese of Cheddar type as made in the United States is perhaps most often marketed in large, flat, round forms, 13 to 16 inches in diameter, about 5 or 6 inches in height, and weighing 26 to 32 pounds each, though other shapes and sizes are also fairly common. It is usually pale to darker yellow in color, though it may be white when uncolored. When fresh it is mild in flavor, but when well ripened has a characteristic and sharp taste. The new cheese is soft, though not waxy, in texture, and may be easily shaved or broken into small pieces. When well ripened it may be finely grated.

These characteristics, together with its distinctive and peculiar flavor and its wide distribution in the markets, are qualities which help to make it the variety most commonly used in the United States.

We have a choice lot of Michigan and New York Fall make, Full Cream Cheese.

JUDSON GROCER COMPANY

Wholesale Distributors
GRAND RAPIDS, MICHIGAN

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will bring you
**Satisfied
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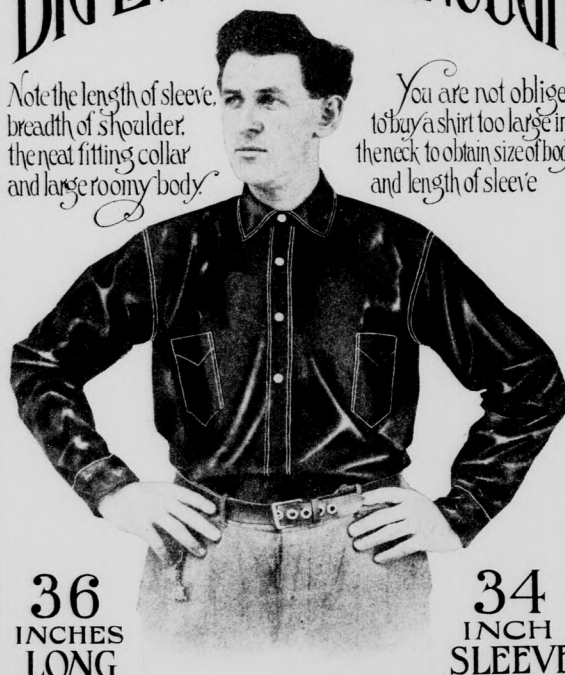
When purchasing material for work-shirts, our selections are made with a view of getting fabrics that wear well and will not shrink, colors that do not fade in the wash and patterns that are neat and attractive.

If you really wish to please your customer, sell him The Ideal Clothing Co.'s work-shirt.

BIG ENOUGH-LONG ENOUGH

Note the length of sleeve, breadth of shoulder, the neat fitting collar and large roomy body.

You are not obliged to buy a shirt too large in the neck to obtain size of body and length of sleeve



The above cut is reproduced from a photograph of a man in our employ who is 5 feet 11 inches tall, weighs 200 pounds, measures 34½ inches from center of back to wrist and is wearing our regular stock work-shirt size 15½.

The Ideal Clothing Company

Manufacturers of
High-grade Work Clothes

GRAND RAPIDS, MICHIGAN

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is always a

**Trade
Winner**

For it is a
GUARANTEE
that the garment which
bears it will give

Satisfactory Service

Our shirts are cut full around body, at arm-hole, elbow and wrist. This means an easy fit and more wear; and a garment that will fit as well after washing as before. The superior workmanship, style and finish are so fully appreciated by the men who wear them that they always insist upon having The Ideal Clothing Co.'s work-shirt.