

MICHIGAN TRADESMAN

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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 12, 1913

Number 1534



Lincoln's Creed

I AM not bound to win, but I am bound to be true. I am not bound to succeed, but I am bound to live up to what light I have. I must stand with anybody that stands right; stand with him while he is right, and part with him when he goes wrong.

ABRAHAM LINCOLN.

WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo



BE OPTIMISTIC

Instead of harboring a "hunch" that the country is going to the "demnition bow-wows"—which it ISN'T, just you realize that NOW is the time of your business life to "crowd" things a bit, and prepare for an old age filled with the comforts emolument always brings to WORKERS. INCIDENTALLY EXPEND MUCH ENERGY IN THE ACTIVE PROMOTION OF "WHITE HOUSE" COFFEE. Its reputation will help YOUR OWN reputation. ☺ ☺ ☺

JUDSON GROCER CO.—Grand Rapids, Mich.

Wholesale Distributors of

DWINELL-WRIGHT COMPANY PRODUCTS



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



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.

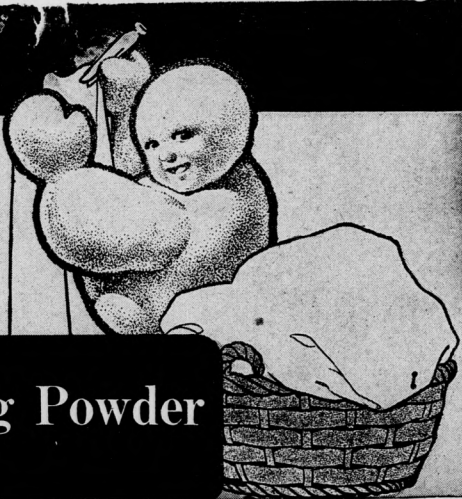
FOLEY & CO. Chicago, Ill.

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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SPECIAL FEATURES.

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DRAWN VS. UNDRAWN.

There seems to be considerable difference of opinion among people generally as to the relative merits of drawn vs. undrawn poultry. The meat trade as a rule, favors the sale of poultry in an undrawn condition, while the consuming public appears to be almost a unit in demanding and insisting upon poultry being drawn before it is exposed for sale. The Agricultural Department of the Government favors undrawn poultry. The sanitary and health departments, on the other hand, favor drawn poultry. The State Board of Health is on record as opposing undrawn poultry, Secretary Dixon having recently made the following significant statement in regard thereto:

"It is my judgment that all poultry except live poultry placed upon the market should be drawn immediately after the fowl is killed. Personally I would not purchase for my family use a fowl which was undrawn or which showed that it had remained undrawn for any considerable time after having been killed. I believe that all market fowls such as we are accustomed to encounter in meat markets should be drawn."

The Legislature of Michigan passed a law some years ago, prohibiting the sale of undrawn poultry, yet we have in Grand Rapids the interesting spectacle of the city Board of Health, practically nullifying the law by refusing to enforce the State statute. The matter is soon to be brought before the Common Council, so that august body will be called upon to decide whether the law of the State shall be nullified and set aside by a little body of local politicians and pecksniffian local legislators. The situation is an interesting one, because it seems to have resolved itself into commercial greed on one side and the sanitary aspect on the other.

Michigan Hardware Dealers in Annual Meeting.

Detroit, Feb. 11—Hundreds of members of the Michigan Retail Hardware Association are here, and this morning was spent by them at the exhibit, the first business session being that of the executive commit-

tee in the Hotel Cadillac at 11 o'clock. The first open session of the organization was held this afternoon at St. Andrew's hall, being called to order by President Charles H. Miller of Flint. In the absence of the Mayor the welcome was spoken by David E. Heineman, City Controller, and the response was by Charles A. Ireland of Ionia. The annual address of the President and appointment of committees.

Not only is there a large representation of Michigan men at the meeting, but many have come from outside of the State. Among them is L. C. Abbott, of Marshalltown, Ia., President of the National association. During the meeting this afternoon Mr. Abbott spoke of the conference at Chicago two months ago between the retailers and the wholesalers, jobbers and manufacturers. It is asserted that the retailers handle upwards of 90 per cent. of the hardware as against less than 10 per cent. by the catalogue houses.

Mr. Abbott will preside at the Wednesday evening session, when the question box will be the feature, and the parcel post and mail order house matters will be threshed out by the members.

The hardware men have a number of songs of their own and they got away with them. One of the addresses of the day was by Rev. Dr. E. H. Pence on "Hardware vs. Hardware."

Wednesday morning there will be a closed session for the members, at which there will be a number of reports and some papers. The afternoon will be spent at the trade exhibit and the business session at the Hotel Cadillac will be resumed in the evening and continue until 10 o'clock when the members will be the guests of the jobbers at a buffet luncheon at the Hotel Pontchartrain.

Committees will report at Thursday morning's session at the Hotel Cadillac, officers will be elected and the place for the next meeting will be selected. In the evening the annual ball of the Detroit retailers will be given in Moose temple.

In connection with the convention there is an exhibit at the Detroit armory, where the manufacturers of the country have 110 booths filled with all that is new to the business and many of the accepted standards. It is regarded as one of the best hardware shows ever held.

Opportune Time to Deal Tipping Death Blow.

Coldwater, Feb. 10.—Without any reference to legislative matters of vital interest to the traveling fraternity as fostered by the Grand Legislative Committee, the time has come when

we should all put our shoulders to the wheel and push the good work along. There never was a time—and there may not be again for years—when the traveling men had as many friends among the law making body at Lansing as they have at the present time.

Too much credit cannot be given to the State Board of Health who, through its Secretary, Dr. R. L. Dixon, and Assistant Secretary, D. E. McClure, have been untiring in our cause; and, with the good prospects of the passage of bills introduced by Representative Henry and Senator Ogg, we should feel encouraged to greater conquests. The effort of Representative J. Frank Stevens with a No Tip Measure, is commendable and the glad hand of every traveling man should be extended to him for the courage of his convictions.

The interest I take in such a measure is purely personal and, in voicing my sentiment in this matter I do so without any reference to my position as chairman of the Legislative Committee. The matter of this proposed measure was brought to my attention only a few days ago and was unsolicited and I know of no effort on the part of any member of the Legislative Committee, consequently I feel free to express my sentiments. Personally, I feel that it is a move in the right direction and the sooner we break the tie that binds us as slaves and bribers to a class of servants who refuse to serve without a bribe, the sooner the traveling man may hope to better his condition.

P. E. Dowse, of the National League of Commercial Organizations, in discussing the tipping evil, makes the startling announcement that the traveling man of the United States spends annually in tips the sum of \$52,000,000. This amount, divided among the traveling men in increased salaries, would bring comfort and joy to many homes when, on the other hand, it is not appreciated only in being classed as Easy Marks. The evil of tipping is firmly established in the minds of every man who comes in contact with the practice and it is only a question of backbone and a stand for what is right. Mr. Stevens has come out squarely on this matter and it is a duty that we owe him, as well as ourselves and our families, to take up the cause and use all honorable means for its successful passage. The opportunity is ours and our friends are in the fight for us. Let us show our gratitude by doing our duty as others see it.

In connection with this subject, I feel justified in calling the attention of my fellow travelers to the announcement recently sent out by the

Hotel Columbus, of Columbus, Ohio. If the plans as outlined by the management of this hotel are carried out and absolute protection is afforded its guests from grafting employees, it should have the endorsement of every salesman traveling that territory. A few such hotels scattered throughout this State would be appreciated.

John A. Hach, Jr.

Gradually Gaining Ground.

Perry, Feb. 11—Each year the Perry Glove & Mitten Co. adds a number of improvements to its plant here. During the past vacation a new electric dryer has been added to the dry house which will dry 75 pounds of goods in thirty minutes. This is done by a system of electric coils and an electric fan. Electric lights and a motor for running the elevators from the stock and sorting rooms are now being installed all over the plant, which consists of the factory building, west storage building, stock building, dry house, dye house, engine house.

This factory furnishes employment to several hundred people in and about Perry. Seventeen salesmen have been sent out from here to different parts of the United States to sell the goods which are being manufactured. The factory has recently added sweater coats, togues, scarfs and knit undershirts to its line, which at first consisted of gloves and mittens alone.

A recent meeting of the directors showed that the factory is in a very prosperous condition. M. W. Johnson, one of the directors, resigned and L. H. Marling, son of the efficient Superintendent, took his place.

Justice Goff, of New York, deserves the thanks of the United States navy for his remarks in sentencing a wayward youth who pleaded that, if let off, he would join the navy. "The navy," the judge said, "does not want men of your class. The time has gone by when we can use the navy for reformatory purposes. Our navy is composed of self-respecting young men." Never before in the history of the Nation has the standard been set so high in the navy as at the present time. Men are rejected as quickly on account of moral defects as for physical defects.

Battle Creek—The Clean Sweep Co., Inc., has been organized to manufacture and sell sweeping compounds, disinfectants, soaps and other articles germane thereto, with an authorized capital stock of \$25,000, of which \$12,510 has been subscribed, \$64.19 paid in in cash and \$2,435.81 in property.

The A. F. Burch Co. has increased its capitalization from \$50,000 to \$100,000.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Feb. 4—In the matter of Charles D. Hubbard, bankrupt, of Allendale, the adjourned final meeting of creditors was held. The final report and account of Clare J. Hall, trustee, was allowed. It appearing that there were not sufficient assets to pay the administration expenses and preferred claims in full, no dividend was declared for ordinary creditors. No cause to the contrary being shown by creditors, it was determined that a certificate recommending the bankrupt's discharge be made by the referee.

Feb. 6—In the matter of Simon Dosie, bankrupt, formerly merchant at Boyne City, the second report and account of Gerrit J. Wissink, trustee, was filed, showing a balance of cash on hand \$3,219.67, and an order was made by the referee calling a special meeting of creditors to be held at his office on Feb. 24, to consider such report and petitions for attorney fees and for the purpose of declaring a second dividend for creditors.

In the matter of Mann, Watson & Co., bankrupt, of Muskegon, the fourth report an account of the trustee, John W. Wilson, was filed, showing cash on hand amounting to \$6,773.18, and his acts and doings as trustee during the preceding year, and an order was made by the referee calling a special meeting of creditors to be held at his office on Feb. 25 to consider such report and for the purpose of declaring a fifth dividend for creditors.

Feb. 7—In the matter of J. J. Van Zoeren & Co., bankrupt, of Grand Rapids, an order was made confirming the sale of the assets to W. D. Struik, of Grand Rapids, for the sum of \$1,800, and the sale of book accounts to J. Stevens, of Grand Rapids, for the sum of \$180.

Feb. 8—A voluntary petition was filed by Daniel E. McVean, a railway switchman of Grand Rapids, and in the absence of Judge Sessions he was adjudged bankrupt by the referee. The only assets scheduled are household goods, etc., claimed as exempt, and the calling of the first meeting of creditors has been delayed until funds are advanced for the expenses. The following creditors are scheduled:

Edson, Moore & Co., Detroit	\$ 300.81
Detroit Neckwear Co., Detroit	9.50
G. H. Gates & Co., Detroit	25.50
Detroit Cap Mfg. Co., Detroit	39.50
Hart Brothers, Chicago	56.65
Corliss Coon Co., Chicago	29.50
Edward Rose & Co., Chicago	62.85
Edward E. Straus Co., Chicago	280.92
Great Western Tailoring Co., Chicago	54.85
Parrotte Beals & Co., Chicago	24.93
Ohio Suspender Co., Mansfield	45.18
Clapp Bros. Clothing Co., Chicago	45.62
Houseman & Jones	33.00
Dr. G. A. Crawford	18.00
Dr. Geo. Baert	13.00
Denison & Dykema Co.	10.00
Modern Tailoring Co., Cleveland	320.15
Hulst & Van Heulen	53.00
D. N. McNicol	200.00
James Parker Lowell	60.00

\$1,601.96

Feb. 10—In the matter of Hans J. Fisher, bankrupt, formerly druggist at 1534 Grandville avenue, Grand Rapids the first meeting of creditors was held, and by unanimous vote of creditors present and represented John W. Hilding, of Grand Rapids, was elected trustee and his bond fixed at

\$1,500. The matter of the appointment of appraisers and the sale of the assets was held open. The first meeting was then adjourned to March 3 and the bankrupt ordered to appear for examination.

Feb. 10—A petition for adjudication in bankruptcy has been filed against the Simpson Automobile Supply Co., of Grand Rapids, by certain of its creditors and the alleged bankrupt has filed in court its schedules of assets and liabilities and also an offer of composition at 30 per cent. to its creditors to be acted upon prior to adjudication, and the matter has been referred to Referee Wicks. Ralph E. Hughes, of Grand Rapids, has been appointed receiver pending decision as to the acceptance of composition. The referee has given notice of a meeting of creditors to be held at his office on Feb. 25 for the allowance of claims, examination of the officers of the alleged bankrupt and to consider such offer of composition. The alleged bankrupt's schedules show the following assets: cash on hand, \$140.16, stock in trade, \$9,000; store and office furniture and fixtures, \$1,000; accounts receivable, \$3,000. The following liabilities are scheduled:

Secured or Preferred.

Labor claims (preferred)	\$ 64.10
Chas. V. Hilding, Grand Rapids, secured by chattel mortgage on automobile	405.10
Frank B. Winegar, Grand Rapids, secured by mortgage on automobiles	1,005.00
	\$1,474.20

Unsecured Creditors.

Auto Parts Co., Chicago	\$ 12.00
Allen Murphy Co., Chicago	13.50
Ashland Manuf'g Co., Ashland	125.00
Beckley Ralston Co., Chicago	26.34
Bixby Office Supply Co.	38.25
Burg Auto Trunk & Spec. Co., New York	16.40
Barrett Adding Machine Co.	110.65
S. Breakstone, Chicago	33.40
E. & R. Rubber Co., N. Brookfield	34.74
Chicago Rubber Co., Chicago	431.07
H. Channon & Co., Chicago	668.01
Wm. Crane & Co., New York	34.00
Crane Puller & Co., Arlington	29.40
Cont. Illustrating Co., N. Y.	20.60
Crescent Tool Co., Jamestown	82.73
Cronk & Carrier Mfg. Co., Elmira	51.00
Chicago Eye Shield Co., Chicago	15.50
J. Dixon Crucible Co., Jersey City	35.85
Chicago Auto Lamp Works, Chicago	18.00
Diamond Rubber Co., Akron	94.93
Diamond Chain & Mfg. Co., Indianapolis	48.14
Dewey Anderson Co., Toledo	20.00
Evening Press Co.	30.06
Endenbrook Trunk Co., St. Joseph	44.89
Electrical Appliance Co., Chicago	183.00
Fox Typewriter Co.	40.00
French Battery & Carbon Co., Madison	149.81
Great Western Oil Co.	31.47
Goodyear Tire & Rubber Co., Akron	718.63
Golden & Boter	21.80
Grossman Emil Co., New York	134.90
Grand Rapids News	65.00
Gen. City Liquid Vulc. Co., Dayton	14.00
Grand Vulcanizing Co.	10.11
Herald Publishing Co.	305.33
Hoeft & Company, Chicago	65.25
Hemmeter Spark Cap Mfg. Co., Pontiac	72.00
Howe Tire Cover Co., Detroit	41.35
H. M. Hallet, Ludington	26.25
R. M. Hollinghead Co., Camden	27.00
Hipwell Mfg. Co., Pittsburgh	103.12
Inner Shoe Tire Co.	375.71
Imperial Curtain Co., New York	24.00
Interstate Elec. Nov. Co., N. Y.	71.28
Johns-Manville Co., Detroit	39.00
Kraeuter & Co., Newark	70.33
Kraettnaur & Bro., Detroit	63.00
Litcher Elec. Co.	70.11
Leopold Desk Co., Burlington	50.00
Lockwood Ash Motor Co., Jackson	46.17
McKay & Randall Fichney Co., N. Y.	30.00
C. & A. Mattissee & Co., N. Y.	113.40
J. C. Moore Co., Racine	95.90
Morrison Ricker Co., Grinnell	57.00
New Haven Clock Co., New Haven	65.40
Northwest Mfg. Co., Chicago	60.50
Natl. Cash Register Co., Dayton	190.00
Natl. Auto Spec. Mfg. Co., Tama	30.00
Pyrene Company, Dayton	114.00
Premier Nov. Mfg. Co., New York	23.00
Phiney Walker Keyless Clock Co., New York	67.50
Planet Company, Westfield	30.00
Palmer Ger Perry, Detroit	13.00
Perry Chain Grip Co., Lansing	328.11
Packer Auto Spec. Co., Chicago	135.00
Wm. E. Pratt Co., Chicago	54.00
Pittsburgh Plate Glass Co.	25.50
Scarborough Co., Indianapolis	25.00
Geo. S. Smith	80.90

Standard Oil Co.	107.68
Trans-Cont. Chemical Co., Clinton	898.62
S. P. Townsend & Co., Orange	36.35
Turner Brass Co., Sycamore	42.50
Tisch-Hine Co.	41.90
Victor Lamp Mfg. Co., Cincinnati	113.88
U. S. Auto Horn Co., New York	20.00
U. S. Incandescent Lamp Co., St. Louis	125.33
Vorhees Rubber Co., Jersey City	72.00
Chas. Wayland, New York	25.00
Willard Storage Battery Co., Cleveland	13.50
Voigt Milling Co.	22.30
Zeller Mfg. Co., Chicago	18.00
Automizer Company, Canton	36.68
Auto Parts Co., Jersey City	57.47
Aristos Company, New York	30.00
Empire Tire Co., Trenton	1,000.00
Garage Equipment Co., Milwaukee	300.00
Herald Publishing Co.	29.50
Hine Watt Mfg. Co., Chicago	11.40
Handy Press Co.	19.38
Hartford Suspension Co., Jersey City	123.64
J. B. Johnson Printing Co.	223.50
Jeffery DeWitt Co., Detroit	263.98
Sidney La Barge	130.00
McKaig Drop Forge Co., Buffalo	2171.00
Mosburg, Frank, Attleboro	105.75
Murray Handy Tool Co.	36.00
Perkins Campbell Co., Cincinnati	139.92
Security Company, Pittsburgh	55.00
Seamless Rubber Co., New York	1,329.31
Harry Rosenfield	12.00
Searchling Gas Co., Chicago	657.98
Victor Tire & Rubber Co., Dayton	79.10
Uptegraph & Sons, Hagerstown	32.25
Western Robe Mills Co., Chicago	36.00
Webb Baxter Co., Anderson	34.50
Sands & Maxwell Co.	263.09
Rie Nie Mfg. Co., Minneapolis	36.00
Carstens Brothers	15.79
Hilding & Hilding	750.00
And numerous other small claims.	

Total unsecured creditors \$14,220.08

Movements of the Petoskey Boys.

Petoskey, Feb. 10—Frank Saville, with the Worden Grocer Co. of Kalamazoo, was brought home by his father and taken to the Saville sanitarium for treatment. His many friends wish him a speedy recovery.

B. J. Speller, of Fort Wayne, has succeeded Charles C. Hamill on this territory for the S. & S. Packing Co. I. Saperton, of Alba, called on the retail trade at Blue Lake last week.

Mrs. Thos. Travis was operated on

at Lockwood hospital and the last report was favorable for her rapid recovery. All of her friends will be glad to hear that she is improving.

Clint, Collins, of the Soo, who has represented the National Biscuit Co. in the Upper Peninsula for the past several years, has been succeeded by Chas. Hasse. Clint has established an automobile agency and garage at the Soo and it goes without saying that he will be successful.

The severe storm of last week made it very difficult—and in some cases impossible—for travelers to reach their destination. Thos. Lindsey, of Marquette (Hibbard, Spencer, Bartlett & Co.) was unable to continue his trip home, on account of the ferry being caught in the ice and Asmus Peterson (Petoskey Grocery Co.) spent several days aboard the Chief Wawatam.

T. J. Bailey.

When the conduct of men is designed to be influenced, persuasion, kind, unassuming persuasion, should ever be adopted. It is an old and a true maxim, that "a drop of honey catches more flies than a gallon of gall." So with men. If you would win a man to your cause, first convince him that you are his sincere friend. Therein is a drop of honey which catches his heart, which, say what you will, is the great highroad to his reason, and which, when once gained, you will find but little trouble in convincing his judgment of the justice of your cause, if indeed that cause really be a just one.

Abraham Lincoln.

Tea Talks---No. 1

Darma, third son of Koyuro, King of India, a high priest from Siaka, coming to China about one thousand years before the Christian Era, to teach the way to happiness, fed only upon the leaves of trees and other vegetable growths.

One morning he noticed a new plant and was prompted to eat of the leaves when he immediately felt a wonderful elevation of mind, a cheering of the heart, a cooling of the brain and a renewed strength of body.

And so came into use the fragrant, exhilarating beverage known as tea.

Call and see our growing tea tree from the Imperial Gardens.

The Tea House

JUDSON GROCER COMPANY

Wholesale Distributors

GRAND RAPIDS, MICHIGAN

ABRAHAM LINCOLN

No Greater Was Ever Born Into the World.

Written for the Tradesman.

A correspondent of a leading American literary weekly once asked the question, "Who is the greatest American?"

Without the least hesitancy the editor named Benjamin Franklin. As a boy, I was surprised at the answer, since I supposed nobody disputed the pre-eminence of glorious George Washington, the father of his country; the first in war, the first in peace and the first in the hearts of his country-men.

Another light has risen on the horizon of great men in America, beside which that of Washington and Franklin pales into insignificance.

Without a shadow of doubt, with no fear of successful contradiction, I make the statement that **The Great American**, than whom no greater was ever born into the world, was, is and ever will be the man whose name heads this article.

Abraham Lincoln, son of parents in the lowest walks of life; without pride of ancestry; with no great names in his past to reckon blue blood from; without the advantages of even the commonest of common schools, he became educated, builded a magnificent character from the very dregs of the "low white trash" parentage of the slave-cursed South.

Washington was an aristocrat, wealthy according to his time, a man of perhaps forbidding aspect, in no

way the magnetic peoples' friend such as Lincoln.

There is absolutely no comparison between the two men, the two greatest in American history. One, the son of wealthy parents, descended from a long line of fairly distinguished ancestors, the other risen from the dregs of humanity, with no prospect in life save that of the humblest white clay-eater of the South.

From absolutely nothing sprang the Great Emancipator. No human soul was ever born of such lowly parentage to reach the heights of immortal renown, unless we except the Great Teacher and Divine Guide, the humble Nazarene Himself.

Read history as you will, from the earliest dawning of civilization in the far East down to the present time, and you will find but one Lincoln, who, in the minds of many is believed to have been God ordained for a special purpose. His gentle simplicity; his kindness of heart; his greatness of soul will be subjects for comment and study while the world stands and humanity has a heart to bleed in sympathy with the downtrodden poor of all lands.

The greatest American!

That is but half the truth—the greatest man ever born into the world since the Nazarene came to absolve the sins of mankind!

In my childhood there were three names that riveted my immature attention, soldered themselves on my brain, filled me with wonder, admiration and boyish enthusiasm. They

were Galusha A. Crow, of Pennsylvania, Godlove S. Orth, of Indiana and Abraham Lincoln, of Illinois!

Ridiculous, you say. Perhaps. My only explanation of my boyish respect and admiration for the three men in question is the fact that the three were champions of the new birth of freedom in the United States. From that time onward I watched the movements of these my champions with the utmost interest. Son of an old line whig, I imbibed a detestation of human slavery that was never eradicated.

The story of "Bleeding Kansas" filled me with indignation against the Government which aided and abetted the border ruffians of Missouri in their atrocious crimes against the free people of a would-be free state.

James Buchanan is entitled to everlasting infamy for his part as President in the wicked attempt to suppress freedom in the territory of Kansas.

From the disorders of that time sprung into armed resistance to the slave power that embodiment of fanatical earnestness in the right, John Brown! His was a brain that could not seek compromise with wrong. Fanatical though he was the old man of Osawatomie started the brain of the Nation to thinking, served to arouse the dormant love of right which had so long been estopped by the gag methods of Southern slavedrivers.

From this hotbed of barbarous civil strife, when hearts in the North began to awake from a long lethargy of inaction, rose the gaunt figure of the immortal Lincoln, who gained his

hatred of human slavery from witnessing some of its hideous iniquities in the slave marts of New Orleans, which city he visited in his younger days.

Soon, with the question of human rights at the fore, Lincoln forged to the front with his gentle speech, appealing to the hearts and consciences of men rather than to the sordid financial side of their nature.

With his "put yourself in his place" arguments, Abraham Lincoln attracted notice to himself, to his arguments, to the iniquities of the slave traffic, and finally paved the way for the formation of a party pledged to the prevention of the extension of slavery into free territory.

All others dropped behind in my boyish estimation, Lincoln forging to the front, like the flash of the rising sun against the fading pallor of the descending moon.

When Lincoln fell by the hand of a cruel assassin, the light of the grandest man ever born to America went out. One cannot read the life of this great soul without feeling saddened over what seems to us his untimely taking off. We can read, however in this great life something that ennobles and uplifts us all.

It is eminently fitting that we keep his memory green by celebrating every anniversary of his birth. When the memory of Abraham Lincoln is no longer with us as a people, then, indeed, shall the Republic be saved perish from among the nations of the earth.

Old Timer.

No "Guess-Work" About "Dandelion Brand"

You know mighty well what it means to get "stocked up" with a "guess-work" brand.

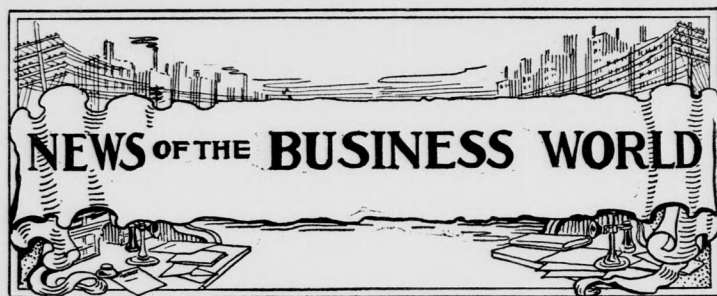
That's what ruins profits so often.

There's no guess-work about "Dandelion Brand" Butter Color.



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

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



Movement of Merchants.

Mulliken—Archie Wellman succeeds George Phillips in the meat business.

Cadillac—Ernest Ely succeeds William Henry in the restaurant business.

Holland—Nick Hoffman succeeds Hoffman Bros. in the restaurant business.

Nashville—G. C. Deane & Co. will engage in the clothing business here Feb. 15.

Fenton—James E. Bushey, pioneer dealer in hardware, died at his home Feb. 10.

Charlotte—John U. Sassaman, dealer in drugs, is remodeling his store building.

Fowler—O. E. Virum has closed out his stock of jewelry and removed to Racine, Wis.

Manistee—Herbert Steffens has opened a cigar and confectionery store on First street.

Ewen—The Jenson Mercantile Co. has increased its capital stock from \$10,000 to \$15,000.

Lansing—The Barker Candy Co. was paid a 10 per cent. dividend out of the profits for 1912.

Charlotte—Mrs. L. H. Wood has closed out her stock of millinery goods and will retire from business.

Grand Ledge—Van Horn & Glenn, meat dealers, are remodeling their store building and adding a cellar.

Shelby—E. R. Frederick has sold his hardware stock to O. J. Morse, who will consolidate it with his own.

Plainwell—F. M. Storms has sold his hardware stock to Lyman Ehle who will take immediate possession.

Springport—Arthur Panches has added a soda fountain and ice cream parlor to his drug and jewelry stock.

Ithaca—The Ithaca Gleaner Farmers' Elevator Co. has increased its capital stock from \$25,000 to \$50,000.

Riverside—E. J. Pierce, who conducts grocery stores at St. Johns and DeWitt, has opened a similar store here.

Palmer—Paul Honkavara has sold his stock of general merchandise to Harry Davidson, who has taken possession.

Alden—McPhail, Richardson & Bloomer have taken over the Farmers & Merchants Bank and will continue the business.

Eaton Rapids—The Wayne Creamery Co. has established a branch plant here under the management of Henry A. Goodrich.

Evart—The Sears Elevator Co. has engaged in business with an authorized capital stock of \$7,500, which has been subscribed, \$3,500 being paid in in cash and \$4,000 in property.

Muskegon—Misses Minnie and Carry Edlund have closed out their stock of millinery goods and retired from business.

Sears—Earl Morgan has purchased an interest in the Davy & Co. grain elevator and will assume the management Feb. 15.

Duck Lake—N. W. Whaley and Purl Hurd, both of Quincy, have formed a copartnership, and engaged in general trade here.

Kalamazoo—Miss Geulda Birt has leased a store in the McNair building and will occupy it with a stock of millinery goods March 1.

Marquette—The F. W. Woolworth Co., which conducts a chain of over 800 bazaar stores, will open a similar store here Sept. 1.

Jackson—S. M. Isbell & Co., dealers in beans, produce, seeds, grain and wool, has increased its capital stock from \$23,000 to \$150,000.

Bad Axe—The Bad Axe Lumber Co. will occupy the store building which it recently purchased with a stock of builders' hardware Feb. 15.

Kingsley—N. Sorensen has opened a grocery store here under the style of the Kingsley Grocery Co., with Ernest Storrs as manager.

Charlotte—Dan Bryant is closing out his stock of drugs and will remove to Lansing where he will engage in a similar business.

Charlotte—Mrs. M. R. Thyng has purchased a stock of millinery goods and store fixtures in Chicago and will engage in business here March 1.

Otsego—Alving E. Wilson has leased a store building on Farmer street which he will occupy with a stock of paint and wall paper about March 1.

Eaton Rapids—Arthur M. Holmes has closed his restaurant at Charlotte and removed the stock and fixtures here where he will engage in a similar business.

Fowlerville—Silas Fowler has sold his grocery and shoe stock to John Hagerman, who has taken possession and will continue the business at the same location.

South Haven—The Moore-Hard ware Co. has been incorporated with an authorized capital stock of \$20,000, which has been subscribed and \$10,000 paid in in cash.

Flint—Faithful service as a clerk in the drug store of Orrin P. Safford brought substantial reward to Charles C. Fitzhugh Feb. 6, when he was given \$500 in gold. The gift from Mr. Safford followed one of the biggest property deals of years in Flint, when the Safford building and business were sold to A. H. Goss and John Mercer.

Cadillac—William Parrish has purchased in the interest of his partner, Aleck Larson, in the meat stock of Parrish & Larkin and will continue the business under his own name.

Grand Junction—The White Rock Poultry Farms has been incorporated with an authorized capital stock of \$20,000, of which \$13,000 has been subscribed, \$1,500 paid in in cash and \$5,000 in property.

St. Ignace—George Hoban has purchased the interest of his partner, Thomas J. Furlong, in the hardware stock of Furlong & Hoban and will continue the business at the same location under his own name.

Belleville—E. S. Pullen and S. A. Hamilton have formed a copartnership under the style of E. S. Pullen & Co. and purchased the Bert Ollett stock of general merchandise and will continue the business at the same location.

Detroit—The F. B. Ensley Co. has engaged in business to carry on a general manufacturing and mercantile business, with an authorized capitalization of \$100,000, of which \$50,000 has been subscribed and \$15,000 paid in in cash.

Orion—H. C. Allen & Co., formerly engaged in business at Morrice, will open a general store here. Mr. Allen has been a farmer for the past year, but the lure of business called him away from the farm to enter the mercantile life again.

Bellevue—W. C. Dyer, one of Bellevue's prominent business men, and Miss Lumilla M. Paul, of Battle Creek, were united in marriage last week at the home of the bride's parents in the Food City. They will spend their honeymoon in Florida.

Lansing—Charles Klocke has formed a copartnership with Dan Bryant, recently engaged in the drug business at Charlotte, and leased the store building at 325 North Washington avenue, which they will occupy with a stock of drugs March 1.

Hesperia—McCallum Bros., conducting a general store, have merged their business into a stock company under the style of McCallum Brothers Co., with an authorized capital stock of \$30,000, of which \$25,000 has been subscribed and paid in in property.

Grand Ledge—Thomas B. Robinson, aged 61 years, and a prominent dry goods merchant of this city for a score of years, passed away at his home here on Feb. 9. He has been in poor health for some time and retired from active business life six years ago. He was a director of the Loan & Deposit Bank of this city for a number of years and passed his boyhood days on a farm just east of Grand Ledge. Besides his wife he is survive by a daughter.

Dowagiac—The price of bread has jumped to \$5,000 per loaf in Dowagiac. The sudden jump in the bread market was brought about when Max R. Birkholz commenced an action for \$5,000 against Mac C. Gumm. Birkholz alleges Gumm placed an apothecary's scales in the window in his grocery department with a loaf of bread in each scale pan, one weighing down the other, the heavy loaf

being labeled "our bread," the other being a loaf of the plaintiff's bread with his wrapper on and printed matter identifying it, and being labeled "any old bread." The plaintiff, who is a baker, alleges he has suffered special damages and injury, and therefore brings suit.

Howard City—Howard City business men entertained the farmers of the surrounding country during an all-day rally and farmers' institute Feb. 11. The sessions were held in the Methodist and Presbyterian churches. Committees cared for the farmers' teams and a free dinner was served. Among the speakers were Fred L. Dean, President of the Montcalm County Institute Society. Charles P. Reed, supervisor of the United States Department of Agriculture's new farm demonstration service for the eighteenth district of Michigan; A. N. Brown, editor of the Fruit Belt; Oscar Inman, of the Michigan Agricultural College; W. H. Fisher, of Chicago, and L. W. Greene, President of the local Board of Trade.

Manufacturing Matters.

Detroit—The Detroit Twist Drill Co. has increased its capital stock from \$150,000 to \$300,000.

Detroit—The capital stock of the Commerce Motor Car Co. has been increased from \$50,000 to \$100,000.

Arnheim—George Smith, of St. Charles, who conducts a chain of hoop factories in the Upper Peninsula, has established one here.

Detroit—The Central Mantel & Tile Co. has engaged in business with an authorized capital stock of \$3,000, of which \$1,500 has been subscribed and \$1,050 paid in in cash.

Detroit—The Universal Wheel Co. has engaged in business with an authorized capital stock of \$250,000, of which \$150,000 has been subscribed and paid in in property.

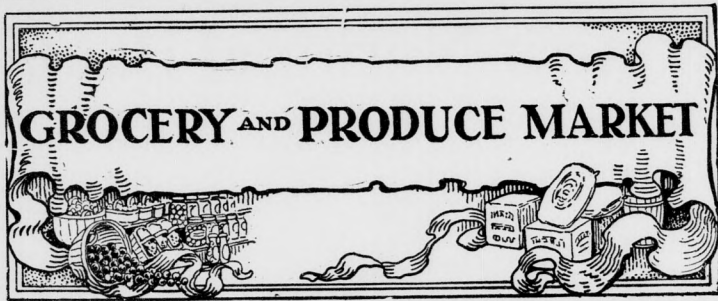
Lennon—The Lennon Creamery Co. has established a plant here for the manufacture of butter, pasteurized milk and ice cream, with a capacity of 1,500 pounds of butter per day.

Lansing—The Barker-Cole Electric Co. has been incorporated under the same style with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$4,800 paid in in cash.

Detroit—The Excelsior Auto Cycle Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$1,500, all of which has been subscribed and paid in in property.

Detroit—The Hertz & Hosbach Co. Ltd., operating a planing mill has merged its business into a stock company under the style of the Hertz-Bowerman Saw Supply Co., with an authorized capital stock of \$4,200, all of which has been subscribed and paid in in property.

Marquette—Schneider & Brown, operating a saw mill, have merged their business into a stock company under the style of Schneider & Brown Lumber Co., with an authorized capital stock of \$75,000, of which \$40,000 has been subscribed, \$5,000 being paid in in cash and \$35,000 in property.



The Produce Market.

Apples—Northern Spys, \$3 per bbl.; Greenings and Baldwins, \$2.75; Russets and other good varieties, \$2.50. There is a good movement in apples, but stocks are still large and it will be some time before any scarcity is shown.

Bananas—Steady at \$2.25 per 100 lbs.

Butter—Receipts of all grades are very light, and with the improved consumptive demand, the market is firm at the advance. Stocks in storage are reducing considerably, and the good consumptive demand is likely to continue, so that the outlook is for a steady to firm market. Fancy creamery commands 38c. Local dealers pay 25c for No. 1 dairy and 18c for packing stock.

Cabbage—\$2 per bbl.

Carrots—60c per bu.

Celery—\$1.90 per box for California Cranberries—Late Howes are steady at \$9.75 per bbl.

Eggs—Owing to the recent cold weather the market is firm at an advance of 2c per dozen. The receipts of fresh eggs, thanks to the warm season, has been much greater than last year. Stocks in storage are still large, although they are being regularly drawn upon. The market is fairly steady, with only a moderate consumptive demand. Local jobbers pay 23 and 24c, for strictly fresh.

Grape Fruit—\$3.25 per crate for 36s and \$3.50 for all other sizes. Grape fruit was never lower and the quality has been very fine with prices much lower than a year ago.

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

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

Lemons—\$6.50 per box for choice California or Messina; \$7 for fancy and scarce.

Lettuce—New Orleans head, \$2 per bu.; hot house leaf, 14c per lb.

Onions—Spanish are in fair demand at \$1.15 per crate. Home grown command 25@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 12½c for springs and fowls over 4 pounds in weight and 11½ for less. 7c for old roosters; 9c for geese; 11c for ducks; 15c for turkeys. These prices are live-weight. Dressed are 2c higher.

Squash—\$1.50 per bbl. for Hubbard.

Sweet Potatoes—Kiln dried Jer-

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

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

Dressed Hogs—9½@10c per lb.

The organization committee of the new trust company is made up of Wm. E. Elliott, Harold C. Cornelius, Adolph H. Brandt and Joseph H. Brewer, who are directors in the Grand Rapids Savings Bank; Robert D. Graham, director in the Fourth National and Commercial Savings; Lee M. Hutchins, director in the Grand Rapids National City; M. R. Bissell and Hugh E. Wilson. It has been definitely determined to make the capital \$300,000, with \$150,000 paid in surplus, and subscribers will be required to pay in 50 per cent. when the organization is completed, 50 per cent. six months later and the 50 per cent. surplus when it shall be called for by the directors. The name that has been favored for the company, and which appears on the preliminary stationery, is the People's Security and Trust Company, but it is likely that this will be changed. The Peoples Savings Bank has occupied the corner diagonally across from where the new company is to have its offices for a matter of a quarter of a century, and Vice-President E. D. Conger mildly remarks that it ought to be possible to find somewhere in the dictionary some other name that would serve as well without seeming to infringe upon the name of the old institution. The promoters of the new enterprise admit the logic of this contention and it is likely will try again. Besides, it is likely the State Banking Commissioner would insist upon some change, as the similarity of the names would cause confusion.

Ludwig Winternitz, for many years auditor for the Fleischman Company, but who retired from business permanently last spring, spending the summer in Europe and the winter on a trip around the world on the Cleveland, stopped off at Honolulu instead of coming on to San Francisco and proposes to take the same boat on the return trip from Honolulu, arriving at New York early next May. His many friends among the trade will rejoice with him in the fact that he has reached a point in life, financially and otherwise, where he can afford to make two trips around the world in one year.

In the advertisement of the Grand Rapids Dry Goods Co. last week, it was stated that the corporation has 5,000 feet of floor space. As a matter of fact, it has 50,000 feet of floor space.

The Grocery Market.

Sugar—The New York refiners dropped granulated to 4.20c last week and there was heavy buying on that basis. As soon as the campaign got well under way, the refiners advanced the price to 4.30c, although it is understood they are in the mood to accept orders on the basis of 4.25c. Michigan granulated is steady at 4.20c. There has been absolutely nothing done in regard to the duty on sugar so far, but it is to be hoped that it will be settled before the summer campaign on sugar begins.

Tea—The Market in Japan is in good condition. A strong demand for the better grades, with firm prices, seems to be the ruling feature. The local enquiries are for good teas and the general tone is for the betterment of the tea trade in the matter of quality. The latest cabled reports from the Eastern markets show an advancing market for all grades of Indias. Colombo reports common leaf Ceylons easier, common and medium broken dearer. Enquiries for Javass are on the increase, shipments for 1912 having been nearly sixty million pounds, an increase of about twelve million pounds over the previous year. China teas seem to be losing ground.

Coffee—The demand for coffee is not very large and shows no sign whatever of any special increase in the near future. The market on green coffee has been fluctuating some and has been very unsteady since the first of the new year, prices on spot goods show practically no change since that time. Mild coffees are unchanged and moderately active. Java is stiffening up a little on account of scarcity. The demand for it and Mocha is moderate.

Canned Goods—Tomatoes are about 2½c per doz. below the opening price last fall. Futures are dull. Corn and peas are quiet, both spot and future, and show no change in price. Apples dull at ruling quotations. California canned goods show no change in price and very little business from first hands. Small staple Eastern canned goods dull and unchanged.

Dried Fruits—Peaches, apricots and raisins are all very dull and show no change in price. Currants are seasonably active at ruling quotations. There is still a great difference in the price of small and large prunes and it would seem that the grocer might well talk the small sizes a little as they are much cheaper in comparison than large. Evaporated raspberries are also very much lower than a year ago, and it is expected that there will be a heavy demand during the spring months. The heavy supply of green apples on the market at the present time has been a great factor in driving the prices of evaporated apples to the lowest point ever remembered and there is little doubt that as soon as the supply of green apples is out of the way prices will advance.

Rice—Prices remain on a firm basis for the different grades and prospects are that they will continue firm. The primary market is firm and millers are said to be still asking full quotations for cleaned rice.

Spices—Celery seed, which is selling at 10c per pound above quotations of some time ago, is liable to go still higher according to the report of a prominent spice dealer, on account of scarcity of supplies. Prices on most of the line are firm.

Cheese—Stocks are not reducing as fast as usual and the market is only steady. If there is any change soon it is more likely to be a decline than an advance. Under grades of cheese are plenty at a decline of 1c below where they were a short time ago.

Syrups and Molasses—Glucose is unchanged. Compound is quiet at ruling prices. Sugar syrup is dull and unchanged. Cheap grade molasses are much higher in proportion than fancy grades and both are selling only moderately. Wholesalers report that business in both cane and maple syrup is more active than some time ago.

Canned Fish—Prices of canned salmon are cheap and as this is the year for a big pack of Sockeye it is more than likely that quotations will continue on a low level during the entire year. Sardines were never lower in price than at the present time. Shrimp prices for 1913 have been annunciated and are about 25c per dozen over last year's opening quotations.

Salt Fish—Cod, hake and haddock are in fair request on account of the colder weather. Prices are steadily maintained. Norway mackerel are about 50c a barrel lower than a week ago, not all holders, however, concurring in the decline. The demand is quite dull, despite the coming of Lent.

Provisions—Smoked meats are firm and may advance, owing to the high cost of hogs. Pure lard is active at an advance of ¼ to ½c; compound is steady at about ¼c up. Dried beef has advanced ½c and shows a good consumptive demand. Canned meats and barreled pork are moderately active and steady.

Guy W. Rouse, President of the Worden Grocer Co., was treated to a very pleasant surprise Saturday noon on his return from his trip to Central and South America. He was informed by S. A. Sears that a gentleman wished to meet him at the Pantlind Hotel. On arriving at the hotel, Mr. Sears suggested that they look for the gentleman on the upper floor. When they reached the banquet hall, Mr. Rouse found himself in the presence of between thirty and forty friends, comprising the sales and office force of the house. The luncheon was a happy affair and at its conclusion Fred Beardsley, the senior traveler of the house, so far as Mr. Rouse's administration is concerned, presented him, in behalf of the hosts, with a very beautiful gold watch fob. Mr. Rouse was completely taken by surprise, but regained his composure and made a happy response.

C. W. Long and F. E. Lull, doing business of 353 Division avenue under the style of C. W. Long & Co., have sold their men's furnishing goods stock to John S. Townsend, who was formerly engaged in general trade at White Cloud. Mr. Townsend will add lines of shoes and clothing.



Official Bank Statements Disclose Increased Strength.

The bank statements were published last week, showing conditions at the close of business Feb. 4. How the conditions are now, compared with November 26, a week more than two months ago and on Feb. 20, 1912, approximately a year ago, will be seen by the comparative table given herewith. Compared with two months ago it will be noticed there is very little difference. In fact, were the two dates rivals in a horserace, the descriptive writer would declare that a blanket would cover them. The last statement of the old year showed the loans and discounts at a new high level. There has been a change upward of \$27,000 since then. This is hardly enough to be worth mentioning, but it should be recalled that in the last two months the business world has been having its annual stock taking as a necessary preliminary to planning the spring activities. There are not lacking indications that the spring activities will begin early and will

be entirely an evil. Easy borrowing gives a sunshine tint to many an undertaking, while difficulty in raising the funds compels meditation.

Since the November statements there has been some increase in the due to banks account, which seems to indicate that the "crop money" which went out last fall is beginning to return. The return has not been as prompt this year as usual and this, no doubt, has been due to the fact that farmers have been holding their heavy crops for better prices, instead of marketing early, as in other years. The total is still \$600,000 short of last year at this time. The savings and certificates of deposits show their usual increase of about \$100,000 a month. This rate of growth has been maintained for several years, running above rather than below the average. Where the money all comes from, in view of the high cost of living and the large diversion of funds into home building and buying and investments, may be something of a mystery, but

	Feb. 4 '13	Nov. 26, '12	Feb. 20, '12
Loans and Discounts	22,396,205.16	22,369,258.58	20,166,717.58
Bonds and Mortgages	9,020,381.91	9,099,615.58	8,551,488.21
Cash and Cash Items	6,868,795.41	7,106,291.09	6,832,094.62
Surplus and Profits	2,278,599.50	2,375,071.36	2,029,246.27
Commercial Deposits	12,420,187.97	12,493,291.38	10,540,656.02
Certificates and Savings	17,789,071.95	17,499,106.64	16,352,731.79
Due to Banks	3,461,204.91	3,278,679.66	4,066,130.01
State and U. S. Deposit	216,506.56	352,464.29	392,154.39
Total Deposits	33,953,288.49	33,745,098.46	31,386,456.16
Per cent. Reserve to Deposits	20.23	21.05	21.18

reach a high level in practically all lines of business. Last year there was no revival, as indicated by the bank statements, until July was well advanced. The loans and discounts remained practically stationary until midsummer, and then between June 14 and Sept. 4 jumped a million and a half and in the next two months there was a further increase of \$650,000. The slow start last year was due to the political uncertainties. No campaign is on this year to disturb conditions or make business men afraid and an early and a large start may be looked for. One thing that will stand in the way of any great expansion, however, is the tightness of the money market. Not so much is heard of this tightness now as in December, but, as a matter of fact, the banks are more closely loaned up now than they were then. The percentage of ready resources to the total deposits now is only 20.23 per cent., while in November it was 21.05 per cent. and a year ago 21.18 per cent. This may compel some degree of conservatism and possibly this will not

the banks are taking the money in and asking no questions. Compared with a year ago there has been a gain of approximately 10 per cent. in loans and discounts and nearly the same percentage in total deposits. If 1913 makes an equally good showing over 1912, Grand Rapids ought to be tolerably well satisfied.

The postal savings deposits, as carried in the banks, show a total of \$26,788.82. This can hardly be regarded as an enormous accumulation, but conditions in Grand Rapids have not been such as to be particularly encouraging for the Government enterprise. This city has never had a bank failure and nobody thinks of questioning the stability of the local institutions. The most timid and suspicious of the foreign element have learned to have confidence and, instead of taking their spare coin to the post-office they carry it to a bank to deposit it with a clerk who can speak to them in their own language. The postal savings bank serves a useful purpose, but so far as Grand Rapids

Fourth National Bank

Savings
Deposits

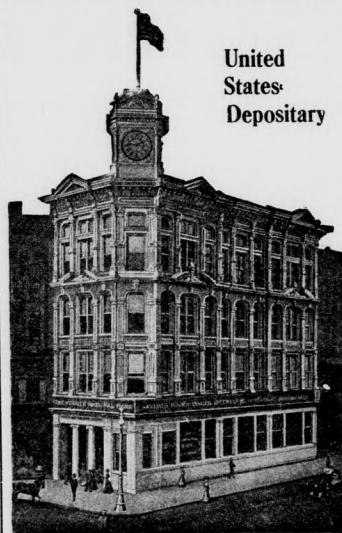
3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Capital
Stock
\$300,000

United
States
Depository



Commercial
Deposits

3 1/2

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 5 1/2 to 7 1/2%. Circulars of the various companies mailed upon request.

HOWE, CORRIGAN & COMPANY

Citizens 1122

339-343 Michigan Trust Building
Grand Rapids, Mich

Bell M 229

2 1/2% 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.

is concerned, there is no great use for it. The \$26,788.82 on deposit, however, is better in the banks and in active circulation than hoarded in tea kettles and stockings.

The Commercial Savings Bank is wondering if somebody is after its happy home. The Bank has 44 feet frontage on Monroe avenue at the corner of Lyon. All the rest of the frontage, 116 feet, to Huron street has been purchased by W. Millard Palmer, acting for interests believed to be connected with the plan to build an interurban station and terminal, primarily for the new Kalamazoo interurban, but eventually for all the interurbans to use, with a private bridge across the river to the Kalamazoo interurban's private right of way. In buying this property Mr. Palmer gave local owners a profit of \$70,000 on an investment of less than six months. The Nelson-Matter corner was purchased last fall from Willard Barnhart for \$100,000, and goes into the new deal at \$140,000. Joseph Siegel bought 40 feet of the Rood estate adjoining for \$70,000, and he sells at \$100,000. The Commercial Savings took 20 feet of the Rood property to add to the 24 feet previously held, paying \$35,000, and the present intention is to hold it. If the new owners want to build and improve the Bank will co-operate in every way possible, but as for selling out and becoming a tenant, that will not be considered. The same interests that have purchased the Monroe avenue frontage have secured options on the Nelson-Matter factory property and the property on Huron street owned by Mrs. Breuer, thus giving them title clear to the river.

The Nelson-Matter corner was purchased by Chas. R. Sligh, John D. Case, Harry S. Jordan and L. Victor Seydel. A few months after making the purchase Mr. Jordan sold his quarter interest in the deal to Jos. S. Hart for a consideration said to be \$500 above what he had put in. Sligh, Case, Seydel and Hart divided the \$40,000 profit.

The purchase of the Monroe avenue frontage releases \$240,000 Grand Rapids capital, including the profits realized, and it is capital that will not lie idle. How much will be released by the purchase of the Nelson-Matter factory property has not been made public, but it will certainly be a considerable amount. It is likely half a million dollars of home capital will be put into circulation, and this ought to help materially in making this a good year for Grand Rapids.

The Peoples Savings Bank has issued a 50 page booklet containing all the rules, regulations and rates of parcel post, together with a map showing the zones. The booklet is for free distribution to patrons of the bank.

The United Light and Railways Company, of which Frank T. Hulswit of this city, is President and in which a large amount of Grand Rapids cap-

ital is invested, has declared a cash dividend of 4 per cent. on its common stock, payable 1 per cent. quarterly, beginning April 1. The company is contemplating a plan of disbursing stock dividends, such as has been very successfully worked out by the American Light and Traction Company, and it is likely this will be brought about before the close of the year. The United Light and Railways Company, under Mr. Hulswit's management, has been a fine success. It occupies a compact district, easily supervised and has made rapid progress the past year by the acquisition of additional properties purchased on favorable terms. The company's earnings now are around \$6,000,000 a year, which is sufficient to pay all maintenance charges, interest on underlying securities, the preferred stock dividends and the 4 per cent. on the common stock and still leave more than a quarter of million for surplus. The company's securities have become favorites with local investors.

L. H. Withey, of the Michigan Trust Company, has gone to California. Willard Barnhart, of the Old National, and Chas. W. Garfield, of the Grand Rapids Savings, are already there. A. W. Hompe, of the Kent State, is making a trip to England and will come home by way of Panama, sailing from Liverpool. Chas. F. Young, of the Commercial is on the way home from a visit to Panama.

Quotations on Local Stocks and Bonds.		Bid.	Asked.
Am. Gas & Elec. Co., Com.		81	84
Am. Gas & Elec. Co., Pfd.		45	47
Am. Light & Trac. Co., Com.		404	410
Am. Light & Trac. Co., Pfd.		108	111
Am. Public Utilities, Com.		64	66
Am. Public Utilities, Pfd.		77	78
Can. Puget Sound Lbr.		3	3
Cities Service Co., Com.		128	132
Cities Service Co., Pfd.		87	89
Citizens' Telephone		92	93
Comw'th Pr. Ry. & Lt., Com.		69 1/4	70
Comw'th Pr. Ry. & Lt. Pfd.		89	91
Elec. Bond Deposit Pfd.		76	79
Fourth National Bank		212	
Furniture City Brewing Co.		50	
Globe Knitting Works, Com.		125	135
Globe Knitting Works, Pfd.		100	100
G. R. Brewing Co.		175	
G. R. Nat'l City Bank		180	181
G. R. Savings Bank		216	
Kent State Bank		266	
Macey Co., Com.		200	
Lincoln Gas & Elec. Co.		28	32
Macey Company, Pfd.		97	100
Michigan Sugar Co., Com.		97	60
Michigan State Tele. Co., Pfd.		100	101 1/4
National Grocer Co., Pfd.		90	91
Old National Bank		208 1/4	
Pacific Gas Elec. Co., Com.		61	62
Peoples Savings Bank		250	
Tennessee Ry. Lt. & Pr., Com.		22	24
Tennessee Ry. Lt. & Pr. Pfd.		77	78
United Light & Railway, Com.		82	85
United Lt. & Ry., 1st Pfd.		80	82
United Lt. & Ry., 2nd Pfd., (old)		81	84
United Lt. & Ry., 2nd Pfd., (new)		74	75
Bonds.			
Chattanooga Gas Co.	1927	95	97
Denver Gas & Elec. Co.	1949	95 1/4	96 1/4
Flint Gas Co.	1924	96	97 1/4
G. R. Edison Co.	1916	98 1/4	100
G. R. Gas Light Co.	1915	100 1/4	100 1/4
G. R. Railway Co.	1916	100	101
Kalamazoo Gas Co.	1920	95	100
Saginaw City Gas Co.	1916		99

*Ex-dividend.
February 12, 1913.

Following in Other's Footsteps.

Now, and here, let me guard against being misunderstood. I do not mean to say we are bound to follow implicitly in whatever our fathers did. To do so, would be to discard all the lights of current experience—to reject all progress, all improvement. What I do say is, that if we would supplant the opinions and policy of our fathers in any case, we should do so on evidence so conclusive and argument so clear, that even their

great authority, fairly considered and weighed, cannot stand.

Abraham Lincoln.

Human Nature Cannot Be Changed.

Let us have faith that right makes might, and in that faith let us to the end dare to do our duty as we understand it.

Human action can be modified to some extent, but human nature cannot be changed. Abraham Lincoln.

Ask for our Coupon Certificates of Deposit
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The Preferred Life Insurance Co.

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Wm. A. Watts, Secretary and General Manager

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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.

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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 3 1/2 % if left a year.



(Unlike any other paper.)

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Grand Rapids, Mich.**Subscription Price.**

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Extra copies of current issues, 5 cents;
issues a month or more old, 10 cents;
issues a year or more old, 25 cents.Entered at the Grand Rapids Postoffice
as Second Class Matter.

E. A. STOWE, Editor.

February 12, 1913.

PURE SHOE NONSENSE.

One of the freak bills with which the present session of the Michigan Legislature is cursed is the so-called "pure shoe bill," which prohibits the use of anything but genuine leather in shoes. From a practical standpoint, the measure is pernicious and its effect, if enacted, will be costly to the consumer and harmful to all dealers and manufacturers in shoes in the State, as well as those outside who do business in the State.

Every manufacturer knows — and every honest one will testify—that there are certain substitutes which can be used in certain parts of a shoe, in lieu of the cheap grade of leather which would be worked in such a part of the shoe, to its advantage. The Tradesman does not contend that there is anything better to put in a shoe than leather, if good leather is used, but in certain hidden parts of a shoe, very cheap and inferior leather is often used where other substitutes would produce better results.

Take, for instance, on the medium and cheap shoes—both men's and women's—there are millions of counters used, called sole leather counters, which are made up of shavings of leather pasted together. These counters are represented as sole leather counters. They are, in fact, all leather, but one good horn fiber counter will outwear a dozen pair of these cheap leather counters.

The same way in heel building. The fiber board or leatheroid now used for the heel seat is a composition scientifically prepared, containing from 75 to 90 per cent. of pure leather fiber, prepared from small pieces of leather ground up, and is much better for the purpose for which it is used than a poor, spongy piece of sole leather cut from the head or flanky belly portion of the hide.

Every manufacturer has a reputation to sustain, and he knows that unless he puts out good, honest values, he cannot hold his trade; on the other hand, he realizes that the poor must have shoes, as well as the rich, and in making shoes to retail at popular prices (from \$1.50 to \$3.50 per pair), if he is going to give the consumer good values in the vital points of his shoe—the upper and outer-sole—he must use the most economical con-

struction he can devise, that will give good wear in the other portions.

Take the average shoe that retails at \$2.00. If the manufacturer was required to put a good, all sole leather heel and a one-piece, good sole leather counter in it, it would mean that the shoe would have to be cheapened in the quality of the sole and upper to an extent that it would reduce the wear at least 50 per cent., while the increased cost which would be added to the counter and the heel would really add nothing to its wear.

Another weakness in the bill is that under its provisions a manufacturer could use in place of leatheroid or fiber board, which he now uses as a heel seat, pasted leather, which is made of skivings of real leather pasted together and made into sheets under pressure, called Milwaukee Stock. This would be an all-leather substance which might be used for an inner-sole or in the heel, or in making counters, and at the same time it would not be half so good as the substances which are forbidden by this act.

Every intelligent dealer and manufacturer in the State will substantiate what the Tradesman has said, and will agree as to the fallacy of this measure. Outside of the shoes that retail at \$5 and \$6 a pair, it is safe to say that 99 per cent. of the shoes made in this country would be barred by this measure. The people will be forced to buy shoes of a few manufacturers, who would prepare to meet the conditions of this bill, and with the loss of unrestricted competition in the purchase of their shoes, would unquestionably be required to pay an excessive price for them. There is no line of manufactures in this country in which the competition is more severe and unrestrained than in the shoe business, and the consumer and dealer is thus assured of the lowest prices and the best values without such artificial means as is proposed in this bill.

In the interest of fair play and an important line of industry in and outside of the State the Tradesman hopes that measures will be taken to defeat this bill.

There are many students who will turn their hands to anything that is honest in order to gain an education, and it has been proven that the majority of these men make the best students. The employment is varied. Printers' devils, telegraph operators, newspaper reporters, waiters, dish washers, street car conductors, newsboys and teachers. It is said that the proportion of men working their way through is greater at Harvard than at any other college in the country.

With the \$25,000 a year allowed the President for traveling expenses, Mr. Wilson will receive \$75,000 per annum, but Raymond Poincaré, the new French President will pull down \$120,000 a year as salary and the same amount every twelve months to pay for his entertaining and traveling. His job lasts seven years, so that the \$300,000 that Mr. Wilson will get looks small beside the \$1,680,000 that Mr. Poincaré will gather in.

BIGGER AND BETTER.

The West Michigan State Fair, under the presidency of Joseph H. Brewer will be something new. It will cling to the best traditions of the old management, but will introduce many original ideas with a view to widening the scope of the fair and increasing the interest. It was to secure this very thing that the old management, headed by Wm. H. Anderson, Robert D. Graham and E. D. Conger, insisted upon retiring, and a pleasant feature of the new deal is the heartiness of the "old crowd" in pledging support and offering aid to the new. The first big change is the employment of Chas. F. Kennedy as general manager, to devote his entire time and attention to the work. Mr. Kennedy has had a wide experience as secretary for several years of the Rush County Fair at Indianapolis and of the Indiana State Agricultural Society and Fair and comes highly recommended. The dates for the fair represents another new idea. In the past the fair has been given the second or third week in September; this year will be the first week, opening Monday, Sept. 1. The opening day will be labor day and a legal holiday and this, it is believed, will swell the first day's attendance to a degree to make it worth while. The early date will have a further advantage in that summer will still be here, with the weather warm enough to make evening entertainment enjoyable. The fruit and vegetable crops may not be far enough advanced to make the best possible exhibit, but there will be early crops enough to fill the exhibition space. The evening entertainments will also be a new feature, made possible by the extension of the electrical service to the fair grounds last year, and it can be depended upon that attractive programmes will be arranged for the entertainment of the crowds. In the matter of exhibits many new ideas are to be worked out. In the educational department, for instance, the exhibit has been confined mostly to examination papers and specimens of school work; to this it is proposed to add other features of interest to the juveniles, such as a representation of the boy scout movement, of what is being done in the manual training departments, and illustrations of practical education along vocational lines. An industrial exhibit is also proposed to include machinery in operation to illustrate modern industrial operations. In the farm exhibits the effort will be made to make the fair of practical value in encouraging young men and boys to show things they themselves have produced, with contests among them in corn, fruit and other crop growing. These are all good ideas, with wide opportunity for development and expansion in the future as experience points the way. In the matter of a new grand stand it is proposed to build one of steel and concrete, with seating capacity for about 4,000 and possibly with a new location. If new buildings are erected, construction will be according to plans that will be made not for this year, but with a view to the future. The effort will also be made to pop-

larize the fair grounds for many other than mere fair giving purposes and to make of it a real part of the city's park and boulevard system.

The new management should be encouraged to go ahead with its plans of progress and for a bigger and better fair. The fair in the past has been high grade in its ideals and methods and a credit to Grand Rapids. The ideals of the past should and will be maintained, but to have something different is worth trying. There should be no lessening of the desire and effort to interest the farmers and our up-state friends, but there should be no reason why more should not be done to interest the city people as well. The association is practically out of debt and as circumstances seem to warrant some experimenting along lines that seem to promise popularity.

GOOD YEAR AHEAD.

The annual dinner meeting of the Grand Rapids wholesalers and jobbers will be held at the Pantlind the evening of March 11, and at this meeting the plans will be started for the seasons' trade holding and trade promotion activities. The annual Merchants Week entertainment in June will undoubtedly be repeated and with new and attractive features for the entertainment of the merchants who will come here as guests. The annual Trade Extension Excursion in the fall is another certainty but the route to be taken this year will not be decided upon until the season is further advanced. It is possible other matters may also be considered, dealing directly with the trade as it is now and as it will be in the future. This year promises to be one of the most important in the history of Grand Rapids as a wholesaling and jobbing market and the merchants here realize the importance of being early in the field with plans and thoroughly awake to the opportunities which the year will bring forth. The new Kalamazoo interurban will be completed this year and this will not only improve trade facilities between here and Kalamazoo, but will open the way to deliveries in the territory East and West of Kalamazoo which the trade here has long demanded and has never been able to obtain. The building of the steam road from Grand Rapids to Ludington is believed to be a certainty for this year and this will open up a new and valuable territory to Grand Rapids merchants. The present railroads, both steam and interurban, are improving their facilities and it is necessary that they be urged on and encouraged in this good work. The chairman of the Wholesalers' Committee has not yet been selected. Wm. B. Holden, of the Grand Rapids Dry Goods Co., has been chairman for two years past and has rendered splendid service. He will not accept a re-election and a special committee made up of E. E. Leonard, Lee M. Hutchins and A. B. Merritt has been appointed to select his successor. The trouble will not be to find a man capable of the place—for the Grand Rapids trade is fortunate in the caliber of its members—but it may be difficult to find one willing to spare the time.

Buck Leather Half-Hose



"BUCK LEATHER"

Two Thread Half Hose

Made Exclusively for Butler Brothers. Service giving goods. Throughout-three thread heels and toes, knit from lisle finish yarn evenly spun from long staple cotton.

ID288Z—Full Seamless, Fast Black—Long staple cotton, lisle finish, evenly spun and knit to proper elasticity. 2 thread, 3 thread heel and toe, giving double strength and wear. 1 doz. box. Doz. \$1.20

ID293Z—Full Seamless, Tan. Newest shades. 1 doz. box. Doz. \$1.20

A line that doubled its sales without a single national advertisement. A result impossible unless the goods had real merit and gave a fair profit to the retailer.

There has been no forcing; merchants have sold more of these goods because it built profitable business to do so.

And it is significant that the increase came, not so much

from new customers, as from retailers who already handled the line.

Order a trial lot and see for yourself how much power they'll add to your hosiery lines.

A window trim of hosiery will be sent free to merchants requesting the same from Dept. A. P., Butler Brothers, Chicago.

BUTLER BROTHERS

EXCLUSIVE WHOLESALE OF GENERAL MERCHANDISE

CHICAGO	NEW YORK	ST. LOUIS	MINNEAPOLIS	DALLAS
Sample Houses:	Cincinnati Omaha	Kansas City Cleveland	Seattle Philadelphia	Milwaukee Portland



How to Display Towels and White Goods

Merchandise Required.

- Three dozen Turkish towels.
- Two dozen towels.
- Six bolts of toweling.
- Seven bolts of India linen or other white goods.
- Eight boxes of thread.

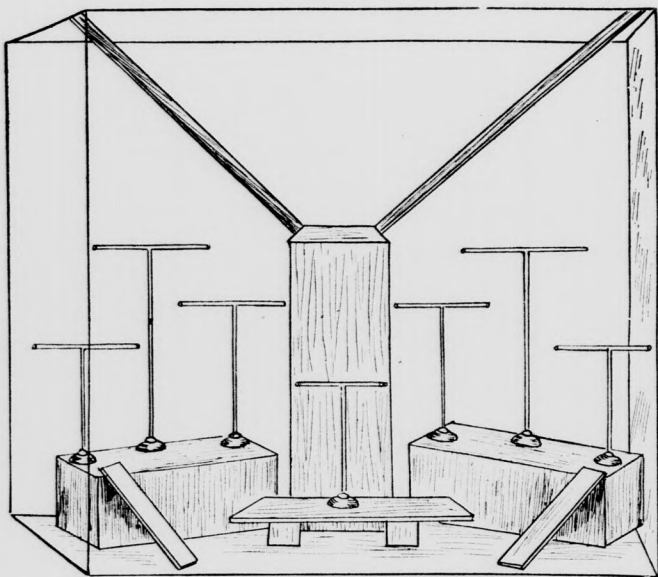
Fixtures Required.

- Three ordinary wooden boxes.
- Two 4-inch strips of wood, four feet long.
- Three small pieces of board.
- Two small pasteboard boxes.

Be sure to make the price tickets prominent in this window. A real message of price is here. Your customers won't get it unless you depend on price tickets.

The first thing in building this window trim is to cover the background neatly with red crepe paper. Be very sure that the paper is neatly folded and that no rough edges or corners show.

Then take a large wooden box about 3 feet long and stand it on end in the center of the window next to the background. Extend from the top of the window to the box two



Drawing of the Fixtures.

- Seven T-stands.
- Five rolls of white crepe paper.
- Pins.
- Nails.
- Plenty of price tickets.

Here is a trade pulling window especially adapted for dull seasons. It features goods that are needed in the home every day.

In building this window trim it is not at all necessary to unroll the bolts of white goods. They show up just as well in their original shape and of course this will mean less work when you take the trim down.

We recommend unbleached towels for the major part of the trim. These are good values and are always popular with the women who know how to buy—particularly in seasons when the average person wants good values for little money.

Unbleached towels are popular, because at a similar price the bleached towels are not so large or heavy.

small wooden strips as shown in the drawing.

Now let's begin putting in the merchandise. To the top of the window in the exact center pin three Turkish towels, spreading out the edges as we have done for the purpose of display. Then on each of the sticks hang three Turkish towels and three other towels as we have done, puffing out the edges and being sure to put on plenty of price tickets. On top of the box lay three other Turkish towels, pinning them in position and letting most of the towel show in the front. This center box, as well as all others in the trim should be covered with red crepe paper.

Building the Left Unit.

To build the unit on the left arrange a box covered with crepe paper and three T-stands as we have done. To the tall T-stand pin three towels after the manner shown in the photograph. Open one towel out its entire length and arrange it in plaits and then tie it around one end, pin-

ning it to the center of the T-stand. On each side of this should be another Turkish towel opened out only partially and pinned.

On each of the small T-stands on this box should be arranged a large Turkish towel opened out its entire length and arranged in plaits at the top. You can do this very easily, but be sure to use plenty of pins so that the thing will stay in position. The ends of the towels should completely cover the box.

On the right arrange another unit the same way, with the same merchandise and the same fixtures.

Easy, Yet a Real Display.

You undoubtedly are beginning to think by this time that this window is almost ridiculously simple and easy. This is the case. Yet it is well balanced and arranged after a carefully thought out plan. It is one of the windows where getting up the plan is more work than putting it in execution. When a person knows that a design will fit his window and that it will look right when done, he need not hesitate, but can push things right ahead. This is what you can do in this window.

Stop now and see that you have plenty of price tickets on all the merchandise put in up to now. The price tickets we have placed on these towels are merely for illustration and are not intended in any way to represent the retail value of the merchandise. That is of course a matter for you to decide as you are the person who is selling the merchandise.

Arranging the Floor Plan.

For the floor plan begin on the left by placing straight pieces of board against the boxes as shown in the drawing and on this pin two bolts of India linen or other white goods. Next to this arrange two bolts of toweling in sort of a T-stand effect.

Immediately in front of the center unit put a board to stand on two small pasteboard boxes, raising it four

or five inches from the floor. Arrange another T-stand effect of two bolts of toweling on top of this and behind it pin two towels to the tall box as shown in the photograph. Then to the T-stand pin a bolt of white goods. Another T-stand effect of bolts of toweling should be placed immediately to the right of the center unit.

The rest of the floor plan is made up of four bolts of white goods and eight boxes of thread. Arrangement of these is very clear in the photograph and needs no further explanation here.

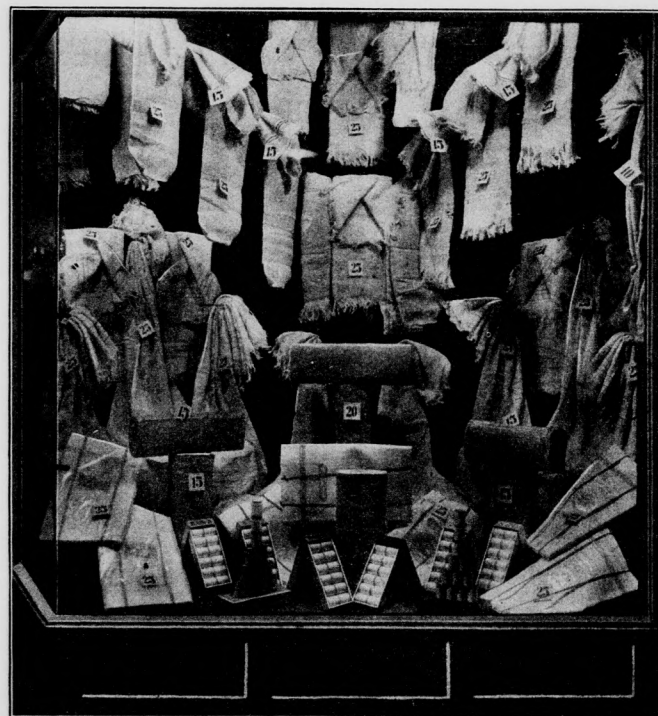
Just before you get out of the window pin a row of towels next to the glass as shown in the photograph.—Butler Way.

Don't See the Blots.

A father, on coming home one evening, tired and somewhat dispirited, was approached by his little daughter with her copy-book, which she had just finished writing. It being her first, her young face reddened with a beautiful and honest flush, as she was sure of receiving some word of praise and cheer for her hard attempt.

The pages were indeed neatly written, and her father told her how well pleased he was to see how careful she had been. Presently, coming to one page which had two small blots, the little girl laid her hands upon them and artlessly looking up into her father's face, said: "Papa, don't see blots." Of course he did not, but bent down and planted a kiss on the little forehead and felt thankful for the lesson he had learned.

How precious it would be if, amid all the nameless strifes and discords which so fret and chafe us, we would just lay a finger on the sullied page of human lives and not see the blots. When littleness and meanness and petty oppositions annoy and vex us, if we could only look away from these to some brighter pages.



The Display Photographed.

Trade Pullers

Every Magazine or Periodical customer is likewise a prescription—drug—soda water—candy—sundry—or cigar customer.

NEARLY EVERYONE has at least one favorite Magazine or Periodical which he purchases from twelve to fifty-two times a year. Somebody in your town is deriving the benefit of this trade-increasing line.

The man who supplies the

Magazines and Periodicals

is the man who will have the opportunity of supplying these customers with their other wants.

Think of a profitable line of merchandise that requires but little floor space, practically no investment, and can be handled with scarcely any expense or risk, and at the same time offers you an excellent profit and draws trade to your store. You cannot consistently afford to delay another minute in signing the coupon which will bring you full particulars and information regarding opening a periodical and Magazine Department. Mail coupon TO-DAY.

THE AMERICAN NEWS COMPANY

9 to 15 Park Place
New York City

THE AMERICAN NEWS COMPANY

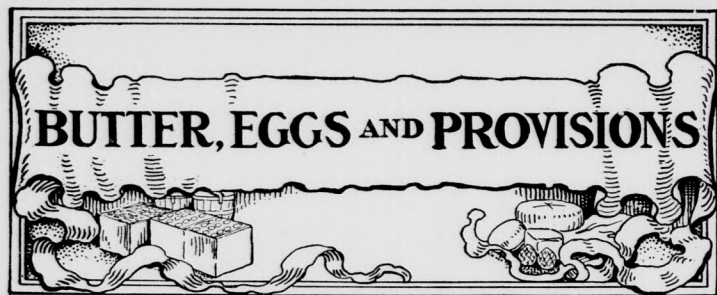
NEW YORK

Please send me Price List and Full Particulars in regard to
installing a Profit-paying News Department.

Name _____

Address _____

M. T.



Annual Banquet of Egg Dealers at Ionia.

Ionia, Feb. 8.—The first annual banquet tendered by the Ionia Egg & Poultry Co. on Tuesday afternoon, Feb. 4 at the Hotel Callow to the shippers of butter, eggs and poultry was well attended and a great success. The object of the meeting was to get together and discuss the ways and means of producing a better quality of eggs and poultry. A well-prepared paper on Quality Eggs was read by F. J. Schaffer of Detroit, as follows:

This meeting has been called not only in the interest of the Ionia Egg & Poultry Co., but for the mutual interest of all the egg and poultry dealers of Ionia and surrounding counties. I believe that much good can be done in our line by touching elbows now and then and talking over conditions and plans whereby we can bring our business to higher standards and that there is plenty of room for improvement.

Quality, Packing, Transportation and Profits.
Should a stranger come along and confide in you that he knew where \$45,000,000 was buried and that it could be had by digging for it, I think you would be interested enough to go after some of it.

Such a story, according to the U. S. Agricultural Department, is the truth, as that enormous sum is wasted in eggs alone from the producer to the consumer.

Let us start in with the producer, whom the Agricultural Department claims is entitled to \$15,000,000 of this loss. You who are here to-day are in a position to get in touch with him and you can interest him to such an extent that he or she will take a spade and help dig for some of these millions. Show the producer that it costs no more to keep good poultry than it costs to keep scrubs. Pay him a premium for good eggs and discount his poor stock. Let him take back his rotten eggs if he has any and point out to him that it is unlawful to sell them in Michigan. Use a little time on him and show what he would do to you if you gave bad merchandise for his eggs, and I assure you, gentlemen, it will not be long before you will be getting the good eggs because you pay the good price, and the careless dealer who buys everything will be getting all the poor stock. Your eggs will be wanted in the consuming centers and the other dealer wonders how you can pay the price while his eggs are always showing a loss.

The campaign started last year with the help of the Agricultural Department did a great deal of good, but we must keep up this fight of education.

At the present time—and, in fact, all winter—farmers bring in stale, badly shrunk, pickled and all kind of poor eggs and you can hardly blame them, for you accept them and also the fresh at the same price. Until you get on a quality basis, this will never change. The consuming center you ship to will sidetrack you and you will find your egg department is doing business at a loss.

The wholesaler is looking for the quality shipper every day and he is the man who will get the business. At present our house is buying Missouri, Oklahoma and Kansas eggs which are packed for quality and show 80 per cent. new laid eggs, while the bulk of Michigan stock will not show over 40 per cent. and the remainder is almost worthless. This should demonstrate to you why we buy Southern eggs. It is because we can depend on the quality. It is high time, gentlemen, that we work toward better quality and put Michigan eggs and better prices are sure to come.

Now, let us take just a little of our output and command the price. Let us all work for better poultry, butter and eggs where the demand will exceed the time on packing and transportation. When you get back home burn up all the travel worn cases, destroy all the broken fillers. A set of fillers only costs about 10 cents and it is easy to show a 50 cent loss at times on broken eggs.

Make up your mind to use only good cases and good fillers and see to it that there is enough excelsior on both the top and bottom of each case. Keep them from freezing in winter and as cool as you can in summer and ship in refrigerator cars and express in extreme cold weather. Follow these instructions and you will have no complaints from the receiving end and your egg department will show the profit it should.

Following this paper there was a discussion in which several shippers took part, including L. Barber, of Edmore, E. M. Lamos, of Barryton, Byron Danley, of St. Johns, H. B. Webber, Charles Lauster, Herbert Robb, Bert Reed and T. H. Sowers, of Ionia.

Following this discussion a very interesting paper on How to Produce Quality Poultry was read by Byron Danley, of St. Johns, as follows:

1. Do not imbreed under any circumstances.

2. The most important step to take, where poultry is raised both for eggs and market fowl, is the selection of breeds. For a general purpose fowl, my choice would be either the Plymouth Rock, Wyandotte or Road Island Red. There are also other good breeds.

3. Sanitary conditions are very essential. All through the growing and fattening period the coops and pens should be cleaned often, coops and perches should be whitewashed at least twice yearly, and the feeding coop as often as a batch is put through them.

4. A large percentage of live poultry when brought into the market is more or less lousy and to be on the safe side, it is a good plan to give each bird a light spraying, either with kerosene oil, or a good insect powder. This is also very essential as poultry will not do well when covered with lice when it is put up for feeding.

5. In feeding the young chicks, one should be careful not to use too much fattening food. A good ration to use is 25 per cent. corn meal, 50 per cent. middlings, 25 per cent. oatmeal or oat meal flour. Mix in all the sour milk or buttermilk you can—the buttermilk is preferable—and keep plenty of fresh clean water before them at all times.

6. When poultry has its growth, the next very important step to take is the proper method to follow in fattening the fowls. From the knowledge I have gained from others and my own experience, the best plan is to arrange your fattening coops in compartments to hold from eight to fifteen birds. For farmers use make your coops with slat bottom, slats to be one inch square and one inch apart. Have this bottom up at least six inches from the ground. For large feeders the woven wire bottoms for the coops or batteries are preferable. With the slat or wire bottom the feet are kept clean at all times, a thing that is very important, as poultry will not do well standing in its own filth.

7. Where poultry is kept in the regular coops or pens, the said coops or pens should be cleaned weekly, then cover the dirt floor with sand or ashes. This will keep the surroundings sweet, the one thing that is very essential.

8. In fattening or finishing the fowls, the farmers generally feed whole corn. This is a mistake, as the cracked corn is much better. When cracked corn is used, a gain of 10 to 12 per cent. can be produced in 10 to 12 days, but for large gains and extra quality poultry, the mixed grain and milk feed is much the best. By using 50 per cent. corn meal, 50 per cent. middlings, 20 per cent. oat meal and a liberal quantity of buttermilk mixed with the feed, under fair conditions a gain of 20 to 25 per cent. can be produced in 12 to 14 days.

9. Another very important matter is to deeply impress upon the farmer's mind that just as long as he lets his poultry run at large at fattening time he will lose more than 50 per cent. of the results he would have obtained had he followed the more modern methods of feeding, and further he should be made to understand that poultry each year will be more closely graded, as the consumers are being educated and want poultry properly finished and of the highest quality.

Don Cutler's orchestra rendered

several fine selections which were thoroughly enjoyed. After a unanimous vote to continue the annual conventions on the first Tuesday in February of each year, the company adjourned, each declaring they had the best time ever. T. H. Sowers.

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

Successors to F. E. Stroup, Grand Rapids, Mich



SUGGEST

Mapleine

To your customers as a change of "Flavour." It can be used like lemon or vanilla.

It makes delicious table syrup when added to white sugar and water.

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

Crescent Mfg. Co., Seattle, Wash.

— ESTABLISHED 1876 —

When wanting to sell Beans—White, Red Kidney or Brown Swedish Beans—write and mail sample to

MOSELEY BROTHERS

Both Phones 1217

GRAND RAPIDS, MICH.

Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

SEEDS

WE CARRY A FULL LINE. Can fill all orders PROMPTLY and SATISFACTORILY.

Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.



No Money for Knocking

We spend our money making new consumers of

Shredded Wheat Biscuit

—not in knocking our friends, the dealers. We spend half a million dollars a year educating people to eat Shredded Wheat. We do the cooking, packing and the talking—you do the distributing. Our Fair Deal policy and our big expenditure for advertising entitle us to your cooperation. Remember that Shredded Wheat is the one universal, staple, breakfast cereal that has a world-wide distribution, that holds its own against all comers—always clean, always pure, always the same.



Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

MADE ONLY BY

The Shredded Wheat Company

NIAGARA FALLS, N. Y.

Bargain in Poultry Turns Tide for Butcher.

One of the largest retail butcher shops in Chicago is owned by a man who tells a strange tale relating to the struggle he had from the time he failed until he could stand once more without the very ground trembling beneath him.

"Well," he said, upon being asked to tell the story, "to go back to the beginning, I had a prosperous business, but when reverses came, as they will, the hardtimes found me a grasshopper in the winter with nothing laid by. My business went to ruin and I found myself penniless.

"Getting a packer to give me a little credit, I opened up an humble shop in another neighborhood. Things had changed—money had a different look since it was gone; now that I was against the wall, I appreciated its value.

"One Saturday afternoon in August I drove down to the Haymarket square to pick up anything in the way of bargains. Those were days when the pennies counted.

"One of the commission men, whom I had formerly bought from in the days of plenty, was 'stuck' with seven barrels of dressed poultry.

"What'll ye give me for 'em?" he asked me.

"O, I guess I don't want them," I answered, 'playing him.'

"I'll give 'em to you for 10 cents," he said.

"I guess you won't," I replied disdainfully.

"Well, seven and a half?"

"Nope," I yawned.

"He looked at his watch.

"Darn it! Take 'em for five. I want to get home."

"All right," I grunted carelessly.

"There were seven barrels of them, amounting to \$68.

"Charge 'em," I said grandiloquently.

"What!" he snapped, 'charge 'em to you, that can't get credit from any one in town but Z—'s? Guess not!"

"Just as you like," I said ostentatiously, edging away. "Keep your chickens, but be sure to chain 'em, or they'll crawl away by Monday morning. Look at them. Some just about turned now, and lots of them are bruised. I wouldn't—"

"Aw, take 'em," he growled.

"I took them. Then began a wild chain of events. 'Six days shall a man labor, and on the seventh he shall rest,' you know, but I forgot all about that.

"Driving back to the shop as quickly as possible, I put the stock on sale. It was then 6 o'clock. By 9 o'clock I had taken in \$46 on them, and more than two-thirds were left.

"I also received orders for seventy-two more. The news had spread that I was selling chickens at an extra low price. All those who placed an order with me were informed that they would positively have their poultry some time before morning; I couldn't tell when; that I would just leave them in the ice boxes.

"At 11 o'clock I closed up the store and began cleaning the remainder of the poultry—chopping off the heads

and so forth. There seemed to be no end of them. During resting moments I called up a number of restaurants and sold them all I would have left after filling my customers' orders, at 10 cents a pound.

"So I worked on through the long, dark, dreary hours. Then getting out my horse and wagon as the first pink streaks of dawn were showing I raced around and delivered every one of those chickens. The nice ones went to my customers and the thin bruised ones to the restaurants.

"My profits on this strenuous adventure amounted to a wee bit over \$100. The next Tuesday I had an opportunity to buy hams and bacon for a ridiculously low price from a butcher in the vicinity, who was hard pressed for cash. I bought all I could—over \$100 worth.

"Selling these goods at slightly cut price, I nearly doubled my money before the end of the week had arrived, besides making fairly good sales on my regular stock.

"The next Monday I paid my bill which I owed to the packer who had extended credit (really 'grub staked' me) and had enough left to buy a fresh supply of meats—this time for cash."

Eggs on the Bargain Counter.

The egg and the apple selling crusades conducted by the women of several large cities have resulted in lower prices. Thus far they have been beneficial to consumers, but they have also affected the prices of products to the producer, and consequently the farm women who keep hens for eggs are to be arrayed against the city women. A Farmer's Wives' League has appeared and proposes to organize the country women to the end of reducing their flocks of hens and raising no poultry for market for at least two years. They state that they receive only 22 cents a dozen for fresh eggs, which is not enough to pay for the feed.

One does not expect first-class goods on a bargain counter, hence those who have discovered that these eggs were laid in the spring of 1912 and have reposed in storage for more than half a year should not be impatient, nor should they complain when they find that the apples were not selected Spitzenburgs from the Northwest, but just ordinary apples. These campaigns have helped remove an apparent surplus of stored eggs, and in this year of plentiful apples they have served to dispose of what otherwise might have moved slowly.

But such methods are by no means the solution of the marketing question. Indeed price-cutting of eggs might become very injurious to farmers, as it is an old rule of business that too many bargain sales upset prices and in the end the consumer pays more than if the selling had been conducted quietly along usual lines. What the farmer wants is regular trade with moderate profits and what is best for him in this respect is also best for the consumer—Country Gentleman.

If we could see ourselves as others see us we wouldn't believe it.

A Tip From the Admiral.

Admiral George Dewey, complimented on his superb health on his seventy-fifth birthday, smiled and said.

"I attribute my good condition to plenty of exercise and no banquets. We eat, you see, too much. One-third of what a man eats enables him to live."

"In that case," said the reporter, "what becomes of the other two-thirds?"

"Oh, that enables the doctor to live," Admiral Dewey replied.

Standing Room.

Mrs. Stiles—How do you like my new gown?

Mr. Stiles—Reminds me of a crowded theatre.

Mrs. Stiles—Crowded theatre! How, so?

Mr. Stiles—There seems to be standing room only.

Watson - Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

Tanglefoot



Gets

50,000,000,000

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

The Sanitary Fly Destroyer—Non-Poisonous.

POULTRY AND EGGS WANTED

Make us your shipments. We get top prices; make quick returns.

M. O. BAKER & CO.

TOLEDO, OHIO

The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

All Kinds of

Feeds in Carlots

Mixed Cars a Specialty

Wykes & Co., Grand Rapids Mich.

State Agents Hammond Dairy Feed

IMPORTANT

Retail Grocers



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

Baker's Cocoa and Chocolate

with the trade-mark on the packages.

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

MADE ONLY BY

Walter Baker & Co. Limited
DORCHESTER, MASS.

Established 1780

Rea & Witzig

PRODUCE COMMISSION MERCHANTS

104-106 West Market St.
Buffalo, N. Y.

Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs more plenty and selling slow at declining prices.

Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.

Send for our weekly price current or wire for special quotations.

Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.



Spring Clothes Resplendent in Gay Color.

Neither the foreign nor the domestic critics of the clothes of American men will have further cause for complaint if fashion rules in the choosing for spring and summer. Just a year ago we told of the then growing vogue of brighter effects in both suitings and haberdashery. The approaching seasons will reveal a still stronger tendency in that direction. Always we look for lighter grounds in suits and topcoats when warm weather comes; but not always do the lighter grounds combine the amount of color soon to have sanction. The greys of several years back were simply greys. Greys are not any less smart, but they now have red, blue, brown and green interwoven irregularly, giving them a sprightliness heretofore lacking. We shall have to accord first preference of this type of greys. They are of the Bannockburn order. In what the trade calls, for want of better term to express the meaning, the more "dressy" cloths, the unfinished worsteds are foremost. But the ultra tailors, who can get away with things that wouldn't do for our old friend "the average man" elect as their premier offering the rough chevrons, almost shaggy-looking Scotch goods. The man who does not take kindly to these grey mixtures will not find a dearth of modish fabrics with a distinct Nineteen Thirteen flavor. Club stripes—barlines close together—which have been much seen in white on blue and black grounds, have gained in favor and now appear in blue ground with stripings of brown, yellow, red and green. There is also a very decided leaning toward small checks, notably the Glen Urquharts. Savoring also of the land of heather are new tartan effects combining green, black and purple. You might think these would be "noisy," but they are not, as the colors are quite subdued. Returning, again, to the mixtures, it is safe to say that after the cloths that are mostly grey, come those that are mostly brown, and then those that are mostly green. It ought to be the practice of clothiers and tailors alike, it seems to me, to sell green goods—no jest—only to men who wear three or more suits a season. The men who buy one or two suits a season should avoid green, because it is not only a trying color in a suiting, but one of which most men quickly tire. Topcoats for spring will be mostly of mixtures similar to those I have described. The newest note in exclusive quarters, however, is the revival of the covert cloth, and equally endorsed with that is a whipcord texture, something similar to

what women have been wearing, and resembling the covert. These whipcords come in tan, green and grey principally.

Jackets Have Decided Curves.

Quite as much interest will center in models for spring as in fabrics. Here we cannot offer as much hope to the aforesaid clothes critics, because we do not seem yet to have acquired sufficient nerve to depart in any sense radically from the outlines which our lounge suits have had for many years. However, they are to be decidedly more graceful, viewed from the angle that grace lies in curves and never in straight lines. For the new lounge suite is very much shaped—in at the waist and out at the hips. It will strike some folks as bordering on the effeminate. But we put fine tucks in our evening shirts and velvet and satin and braid on our evening suits, and no great outcry was made. And this fact remains; it is absolutely impossible to attain in even slight degree the artistic in the sartorial without adopting forms that our most virile inclinations would reject. The much-shaped jacket is dandified in looks only because we have had our jackets cut much on the pattern of bags and our judgment and taste have deteriorated.

There is another pronounced curve to the smart jacket for spring. It makes a marked cutway of the lower edges and it jibes well with the outer contour. The lapels roll down almost to the waistline, with the result that the closing is effected with one button. There's noticeable, too, a tendency toward the use of some of the more ornamental details of construction in the lounge suit. This will assert itself principally in the suit for summer wear, but that for spring also may have a few items of odd construction. For example, the side pockets may be cut bias, and be of the patch variety with generously rounded lower corners and no flaps. The waistcoat remains sufficiently high-cut to show two or three buttons about the lapel. With the more English type of suit, the waistcoat has a small, notched collar. Unquestionably we shall see more fancy waistcoats worn with the lounge suit than in recent years. These are mostly of gray, brown and green rough textures, either in mixtures or in a fine stripe design. The trousers are built on straight lines, somewhat narrower than heretofore, without the cuffs for spring, but with them for summer.

Changes in Soft Hats.

In the accessories there are quite a number of new things. The unprecedented vogue of the soft hat has

put the derby somewhat into the background. The new soft hats for spring are of velour or the scratched-up effects, with medium to broad curled brim and a crown adapted to the Alpine crease. The brim is either to be worn curled upward all around or dipped in the front only. From the exclusive standpoint, both the velour and the scratched-up hats are being somewhat displaced, because of their wide popularity, in favor of the felt hat of green or brown, with a square flattish crown and a brim with a very slight upward curl. The brim is sometimes turned down all around. All of the soft hats of the new models have the knot in the back or between the customary position on the side and the back. The new derbies still retain a suggestion of the low crown and wide brim block that has been in favor in recent seasons, but the crown is nearer to medium height and the brim is generously curled instead of being flat. Some of the new derbies have the knot at or near the back.

There are four distinct types of collars to be endorsed for the coming season. The foremost among them is the deep-point fold collar which no longer meets at the top, but has a spacing of about three-eighths of an inch. This collar has a band of one and three-quarter inches, and it will figure very conspicuously in collar publicity. The cutaway style ought to make more friends. After so long a reign of the close front, which it has done more than any other collar to displace, it has a distinctive air that is altogether pleasing. We may

also expect to see considerably more of the madras collars in various shapes than at any time in the past. In wing collars the preference goes to the model with small, rounded tabs and very little spacing at the top. Soft collars will be revived by particular men for outing purposes since there is very little prospect so far of their being worn to excess by the crowd.

Curling Up the Collar Points.

Perhaps you have seen the deep-point collar, first mentioned, worn over the waistcoat. There is no sense in the idea. I saw it first a year ago on a young man who has a craving for grotesque effects in dress. He wears his scarf pin upside down, his watchchain from an upper waistcoat pocket to a lower one opposite and starts to lace his shoes from the top

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Accounting, Auditing, Systematizing, System Building, Commercial Law, Business Economics—everything pertaining to Accuracy and Business Thriftiness taught through **CORRESPONDENCE INSTRUCTION** by Experts. Instruction open to business men, bookkeepers, clerks, etc. Questions may be asked as freely as in the classroom. Our circulars will interest you—a postal will bring them. Address Department 8.

CLEARY COLLEGE YPSILANTI MICH.

THE
Ideal Clothing Co.

TWO
FACTORIES

GRAND RAPIDS, MICH.

Ha-Ka-Rac

This brand stands for Sterling Quality
when it appears on our line of

**Gloves, Mittens, Sweater
Coats, Boys' Caps, Girls'
Caps, Automobile Bonnets**

Our seventeen salesmen are now out with their samples, but if you would like to inspect our line now, we will gladly send samples on approval charges prepaid. Drop us a card and we will very soon convince you that our goods are fast sellers.

Lamb Glove and Mitten Co.

PERRY, MICHIGAN

so that the bow comes at the lowest eyelets. I suppose when these facts are known you will not feel keen about curving the deep-point collar upward. Still, it is very liable to become a fad among the youngsters.

The new shirtings for spring run strongly to silk and silk mixtures, satin stripes on cotton grounds and crepes in plain, striped and all-over patterns. The new color note is pink. It is a trying color for the making of harmonious combinations. Most often a black or black-and-white cravat is worn with the pink shirt, but light green is also suitable. In the silk goods there are some bold stripes widely separated, a few plaids and the usual proportion of detached figures. While the pleated and starched shirt will be worn by some well dressed men during spring, fashion gives the preference to soft shirts with double cuffs in either plain or pleated construction.

Cravats Are Colorful

With the coming of the cutaway collar, cravats are wider. This is true of both the cut-silk and the knit goods. It is necessary for pleasing appearance to have a good-sized knot with the cutaway collar and the present aim is to have ends broaden noticeably below the knot. We cannot mention any particular colors or designs in cravats as being better liked than others, since the showing for spring and summer are of endless variety, but we may say that the hue for the cravat cannot be too vivid.

Plain colors continue to rule in half-hose. The walking stick is being made from three to five inches longer than has been usual, so that it suggests a mountain stick or a shepherd's crook—Haberdasher.

The Michigan Advocate says that a new vegetable which promises much for Michigan has been tested out by the Government and that quite a large output has been sent to a sanitarium, where experiments are to be made with its cooking and serving. The new vegetable is called dasheen, a new sort of a crop especially adapted to our sandy soil, and it is the intention of the Government to make them one of the staple products of this country. The flavor of the cooked food is suggestive of boiled chestnuts and appeals to most tastes. The leaf stems may be eaten like asparagus and the leaves make an excellent substitute for spinach or greens. Dasheen flour is excellent in invalid cookery.

Let us devote ourselves to those great objects that are fit for consideration and our action; let us raise our conceptions to the magnitude and the importance of the duties that devolve upon us; let our comprehension be as broad as the country for which we act, our aspirations as high as its certain destiny; let us not be pygmies in a case that calls for men.—Daniel Webster.

The chances for little leaks in the store should be watched, but the proprietor may well employ someone to watch for those while he himself watches for the big leaks.

CLERKS IN THE COUNTRY

Girls Not in Sympathy With the New Law.

Lawton Feb. 10.—In considering the amendment before the present Legislature, which will give the country merchant an opportunity to please his patrons by giving them such store service as they demand and expect, it has been said that the Committee to whom was referred the proposed amendment may be obliged to accept an amendment which will allow girls to work but nine hours in small towns where there are three or more girls employed. I have talked with a number of merchants and with a number of girls and I have been unable to find where any of these girls, the ones who actually do the work—are making any objections to the proposed bill as introduced by Senator Wiggins. If they are making some good reasons known for opposing this bill, I would like to see them published. If the objections emanate from those who are employed by the Labor Department I do not feel that the legislators should consider them for obvious reasons.

Girls Want Better Positions.

One lady clerk made it quite plain to me the other day. She said: "I do not want to work as a mere cheap clerk all the days of my life. I want to improve; to see the things and do them, too, that will help my employer and make him see my willingness to do better. In this I am handicapped. Often there is extra work to do that I would be glad to help out in, but it usually happens when 'my time is up.' There may be some extra orders to get out; some new goods to display or some advertising matter to get out, things which must be done that very day. I may want to stay and learn to do them so that I will feel capable of earning more salary and so that I will be advanced as soon as there is an opening. But no, some male employe steps up and helps out in this advanced work. I can't, you know. The law says I must not. The result is that when the time comes for promotion the boss gives the place to the one who is best fitted for it, as he should, which is the male employe who could stay and learn this advanced detail work."

Now, this girl had it about right. How many are there of the heads of departments, owners of stores and legislators who read this article who attained their present lucrative positions by working nine hours per day? Where are we going to get our future leaders and successful merchants if we say: "you must learn it slowly, just at the rate of nine hours per day." I do not believe that all who succeed in a big way must work like Edison, but I do believe that you cannot point out to me a single man—and this is pretty broad—who is a big success, who got there by working nine hours per day only. Do you know of a woman who is a peerless leader in any work who worked—from the beginning, mind you—only nine hours per day. It is not necessary to work ten to twelve hours every day. I am not so radical as

that, but what I maintain is that she should have the privilege, when the time and conditions demand, of working ten, twelve or sixteen hours if need be, to further her knowledge and education along the line of work which she has chosen for her life's vocation and thus, by doing so, be permitted to enjoy a well earned promotion and as her reward for faithful, aggressive business ability, she may be financially able to spend the last portion of her life in that ease and comfort which our Creator intended she should.

Sentiment Will Protect the Employe

Don't be afraid that the merchant in the small town will take any advantage of the clerks he may have. He usually has one lady clerk, one man clerk and a deliveryman. People know him and know his clerks. The moment he misuses them every one in town knows it and, if he does not voluntarily mend his ways, he will soon be forced to do so through the lack of money in the till, because people will not trade with a man who uses his help like mules and pack horses. This is not the only reason why he should and why he will use them right. The time is at hand right now when good help is very scarce. Experienced clerks are much in demand and the moment a girl thinks she is abused in any way—the moment she is obliged to work more hours than she wishes to or than she ought to—there are always more places for her than she can fill, so that will always give the imprudent employer an incentive to "be good."

The bill as introduced by Senator Wiggins exempts stores in towns having a population of one thousand or less and stores located outside of incorporated villages and cities, as cross-road country stores. This should be passed. It will assist the country merchant and relieve the country working girl from the advancement handicap. The bill will in

no way work against the contiguous city stores, for they do not keep open evenings anyway. The trade does not demand it. There are more legislators representing rural districts than city districts and they certainly ought to talk with the small merchants in their respective localities and then vote to better the conditions of the girls—and merchants as well—that go to make up the various constituencies throughout the State.

L. A. Packer.

A Ghost Story.

This is a sad and fearful tale,
This ghostly tale of mine.
If you're afraid of ghosts of white
And things that mortal men afright,
You'd better skip it without fail,
Not read another line.

It is about a man who died,
As all such tales begin.
If you're afraid of spirits, spooks,
Of murdered kings and slaughtered dukes,
Just put this paper right aside—
To read would be a sin.

This party, when he was alive,
Mail order houses prized.
A roof, a carpet or a dog
He purchased from a catalogue—
He never helped the town to thrive
Or home trade patronized.

His clothes especially he bought
In other towns remote.
Chicago furnished him his hat,
New York his pants and such at that,
And somewhere else his shoes he sought,
His collar, vest and coat.

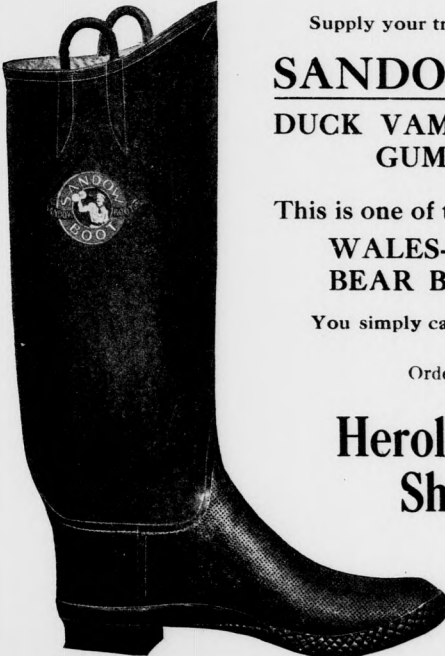
One day, his catalogues amid,
Disaster struck him down.
Mail order medicine he tried
And then, of course, he up and died—
The only thing he ever did
To benefit the town.

Now comes the ghostly part, towit:
Right here the shivers are:
They laid him to his final rest
In trousers, collar, coat and vest
And shoes and all the rest of it
He'd bought in towns afar.

But still he's often seen by those
Who happen by the place.
They see a figure all in white
That wanders shrieking through the
night—
Attired in his mail order clothes
And with this party's face.

For, though they buried him at home
His final watch to keep,
Still with those clothes upon his back
Unhappy man, alas! alack!
His spirit is compelled to roam—
At home he cannot sleep.

Many a bluff man has a wife who
can call the bluff.



Supply your trade with the popular

SANDOW BOOTS

DUCK VAMP WITH PURE GUM UPPERS

This is one of the Famous

WALES-GOODYEAR BEAR BRAND

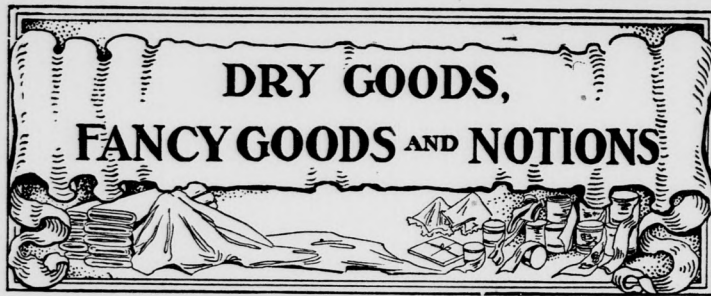
You simply cannot go wrong on it.

Orders Solicited

Herold Bertsch Shoe Co.

Mfg. "Bertsch" and "H.B." Hard Pan Shoes

Grand Rapids, Mich.



Advantages of a Time-Limited Return Privilege.

Written for the Tradesman.

Recently at a counter where a special sale of winter underwear was going on, I saw this notice posted conspicuously: "This sale will continue all this week up to closing time Saturday night, unless the stock is previously exhausted. No garments returnable after 9:30 Saturday morning."

This was in a city where the rule that no article purchased at special sale can be returned very generally prevails.

It occurred to me that this little deviation from established practice was a pretty good thing, and showed insight and thoughtfulness on the part of the department head who was conducting the sale.

It was Friday morning that I was in. The sale had begun Wednesday at noon. It had conspicuous mention in all of the newspaper advertising the firm was running that week, the provision as to return of goods being plainly stated.

We are all familiar with the reasons, and they are strong ones too, why goods purchased at special sales usually are non-returnable. A merchant makes a cut price in order to clean up on a line. It is perfectly natural that he should want every item that goes out to stay sold—not to come dragging back in two or three weeks or to be exchanged, or perhaps if nothing satisfactory can be found, to have the money refunded.

The seller may also reason like this: "In a special sale made toward the end of the season for cleaning up, the runs of sizes soon become broken and the variety of kinds and prices lessened. Suppose Mrs. A—takes a certain article and I should give her the return privilege. Mrs. B—comes in two hours later and wants the very thing Mrs. A—took; I am unable to supply her. In two or three days or a week Mrs. A—comes in with her goods and wants her money. If I were to allow that kind of thing, I would lose the sale to Mrs. A—and also my chance of selling to Mrs. B—. Besides, at cut prices, which sometimes are below actual cost, I can't afford to handle goods over more than once. Customers must decide somewhere and sometime whether they will keep an article or not. If only they think so, they can reach a final decision in my store and before they take the goods away, just as well as elsewhere."

This line of reasoning, which shows the merchant's side of the case, has a good deal of truth in it. On many lines of goods it can be applied with-

out any serious disadvantage to the customer.

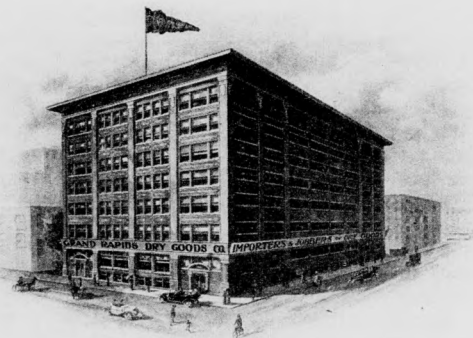
Suppose it is a lot of handbags you are offering at a cut price. There is no valid reason why a woman may not tell, first as well as last, whether she wants one of them. Allowing a return privilege would merely be a concession, and perhaps an unnecessary one, to that weakness in human nature which shrinks from a definite decision and likes to postpone it as long as possible, or which wants to get some one's else judgment to back up one's preference.

But with underwear the case is different. It is of course inconvenient if not impossible to try it on in the store. It is also difficult if not impossible to tell whether it is right in size and shape without trying it on. Then underwear is something that is very often purchased by one person for another. A wife buys her husband's as well as her own, a mother buys for her children and without having them with her. Sizes vary greatly with the different manufacturers and are almost invariably smaller in the cheap kinds than in the better grades. If you have a rigid rule of "No Returns," some customers will refrain from buying because they cannot be sure of getting the garments that will fit satisfactorily. Others, if the values are particularly tempting, will take their chances and buy. Some will take home garments that never can be worn by the persons for whom they were purchased. In the one case, the merchant loses sales that he easily might make; in the other, he makes sales that are unsatisfactory to his customers.

A sale of any genuine bargain, provided it prove satisfactory to the purchaser has great advertising value for the merchant. It is an old saying that a man will talk about a good bargain all day—a woman will talk about it all night. But when a customer is hung up on some article which she can neither use nor return, she may talk about it all night, but the merchant loses out with every syllable she utters.

How would it answer to pursue a course somewhat like this with regard to special sales: On sales of goods of the kinds which customers readily can determine right in the store whether they want them or not, let there be a rule of "No Returns" and let it be strictly applied. With many kinds of goods there is nothing wrong or unreasonable in this. It is a restriction which the merchant has a right to make by virtue of the low price for which he is selling.

But for those lines of ready-made

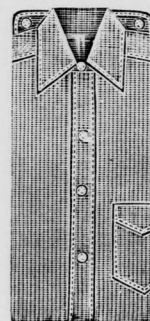


New Curtain Materials

We have just opened up our new spring line of Curtain Materials and are pleased to say that the same is the most handsome line we ever had the pleasure of showing, consisting of

Plain Marquesette Border Marquesette Reversible Art Scrim
Twilled Drapery Hemstitched Scrim
Mercerized Border Scrim Printed Border Etamine
Hemstitched Printed Etamine Casement Cloth
National Madras Basle Scrim Silkline
Figured Swiss Cretonne

GRAND RAPIDS DRY GOODS CO.
Wholesale Dry Goods Grand Rapids, Mich.



Boss of Michigan SHIRTS OF QUALITY

Made big and full. Sleeves are proper length. We show an immense line made of Blue Bell Cheviots, Amoskeag Seersuckers, Black Drill, Sateens, etc. Compare this line with others and the orders will be ours.

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

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
Furniture in America

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

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

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

Use Tradesman Coupons

garments which from their very nature it is difficult or impossible to tell whether they are just right without trying them on at home, would not a time-limited return privilege be a good thing for both buyer and seller? As in the case cited, it might extend up to but not include the last day of the sale. If thought best it might be still further restricted by allowing no return later than one day or later than two days after time of purchase.

A time-limited return privilege would give the merchant the benefit of the patronage of customers too timid or too fastidious to buy when no return is allowed. So about as good a clean-up could be obtained as by the other method. It would prevent the ill effects sure to result from putting out goods unsatisfactory and useless to purchasers.

Moreover it would be in keeping with the great fundamental principle that the stores are for the people, not the people for the stores—a principle which, by the way, some merchants sometimes are shortsighted enough to forget. Fabrix.

Great Lincoln Not a Success at Retailing.

On the 12th of February many hardware windows will be trimmed with patriotic displays reminding us of Abraham Lincoln. Patriotic displays seldom bring a rush of business but they do let the community know that the merchant is wide awake and on the lookout for opportunity. Such displays are a bond of common interest that build a closer relationship between the merchant and his customers. Many interesting things are told of Abraham Lincoln. Enough funny stories have been credited to him to have taken a life time in telling. Lincoln is held up as a great example for all young men and he was a splendid example when he found the place he fitted. Lincoln, however, did not make good as a retail merchant.

When 22 years old he was in charge of a general store and saw mill at New Salem, Ill. He was more interested in law books than in merchandising and the business methods of his employer were even more slack than Lincoln's. The business failed in a year or so. Later Lincoln made another retail venture with a partner in the same town. They consolidated three stores but Lincoln's love for books and his partner's excessive interest in the liquor that formed a part of the stock of the general store in those days, drove the concern on financial rocks.

Lincoln and his partner had given their notes when they bought the business. The man they sold to endorsed these notes. He didn't last as long as Lincoln had and like the great Emancipator's partner departed for parts unknown. Lincoln was years in paying the \$1,100 debt. He often referred to it as the "Great National Debt." He was a merchant who was man enough to steer clear of bankruptcy. The square deals of Lincoln, the general merchant, won him the name of "Honest Abe."

Lincoln, as a store keeper, was a good example of misdirected energy. When he found the place for which he was fitted he achieved great fame. What was true in his day is true in ours. There are hundreds of men in the hardware business to-day who ought to be back on the farm or in some other line of business. The men who fail to take inventory, the merchants who have no price book, those who kill their own profits to keep business from competitors, and the store keepers who pay long prices because they will not discount their bills do not belong in the hardware business. They don't understand it now and probably never will. Lincoln knew when he had enough. He occupies a memorable place in history, but not as a merchant—Iron Age-Hardware. as a merchant.—Iron Age.

Banana Food Products.

Several factories on the island of Jamaica, British West India, manufacture various food products from the banana, such as banana figs, chips, flour and meal. Drying is done with hot air, and it takes from 400 to 500 pounds of fruit to make 100 pounds of figs. The drying is done without the addition of sugar. Some are dried whole, others are cut into short pieces. What are known as "cooking bananas" are dried very hard and when broken into pieces form "banana chips," which not meeting with duties are imported to be ground into meal or flour in the country of consumption. One company has a factory in London where the chips are ground and made into various preparations. All these food products are wholesome and nutritious. The figs are preferred to real figs by many persons. The chips, pounded or ground, form an excellent breakfast food or pudding, gruel or porridge, and other preparations of banana flour and meal, rich in easily soluble carbohydrates, are recommended for infants, invalids and dyspeptics. From March to July the high price paid for bananas for export prevents their use for manufacturing purposes, and the factories do not then operate. Some of the companies are preparing to grow bananas so as to have a continuous supply. At present their combined output is from 12 to 15 long tons a week. Fig bananas retail in Jamaica for from 8 to 12 cents a pound, are packed for export in boxes weighing 56 pounds each, and the export price is about \$150 a ton.

Some people fail to win because others do not lose.

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.

"The Crowning Attribute of Lovely Women is Cleanliness"



The well-dressed woman blesses and benefits herself—and the world—for she adds to its joys.

NAIAD DRESS SHIELDS

add the final assurance of cleanliness and sweetness. They are a necessity to the woman of delicacy, refinement and good judgment. NAIAD DRESS SHIELDS are hygienic and scientific. They are ABSOLUTELY FREE FROM RUBBER with its unpleasant odor. They can be quickly STERILIZED by immersing in boiling water for a few seconds only. At stores or sample pair on receipt of 25c. Every pair guaranteed.

The only shield as good the day it is bought as the day it is made.

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Factory, Red Bank, New Jersey 101 Franklin St., New York
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Excelsior Gold Eye Needles



Large Round Eyes
Put up in Attractive Wrappers
100% profit



Stewart's Duplex Safety Pins

Best Quality
Extra Heavy Wire
Superior Nickel Finish

Write to your jobber for samples and prices

PRATT & FARMER CO.

473 BROADWAY

NEW YORK



Some Peculiar Features of the Oldfield Bill

Our National and State law-makers probably do not realize the great variety in the quality of leathers. Few of them stop to think that leather is a natural product, rather than a mechanical product, consequently the hide of an animal varies in texture, not only with the anatomy of the animal, but also with the condition of the animal and the climate and peculiarities of the section of the world in which the animal was raised.

Experts in hides and leather can almost tell from the finished leather the complete history of each animal. It is from a natural product containing all these variations that we have to take the leather that is made into shoes. Much of it is poor and must be used in shoes at a moderate or low price.

To take these various qualities of leather and to use them with advantage and fitness, in the different parts of the different grades of shoes for different purposes of wear, is a work of skill which requires expert knowledge on the part of manufacturer and intelligent shoe buyers. When and where to use the poorer grades of leather, or when and where to leave them out and use other materials, to make the best combination of value at a price, is a work in which every shoe manufacturer aims to excel, so that when the law-makers at Washington or in any state, step in to interfere between the expert shoe manufacturer and his intelligent customers they are simply playing upon the prejudice of the public in a matter of which they know next to nothing and which cannot possibly have any good result.

The Bottom Filling Clause.

Section 3 of the Oldfield bill is a peculiar one. It exempts the use of a rubber heel, but does not exempt the use of a rubber sole. It also permits the use of steel or wood in the shank or counter, but does not permit, apparently by its language, the use of combination steel and leather-board shanks unless the shoes are stamped.

Probably there is nothing much meaner used in shoes than a wooden shank, because it will not stand up, and it is believed by many to be largely responsible for the prevalence of fallen arches, yet the use of wooden shanks is permitted in the proposed bill.

Section 3 further provides that the use of cork or cement between the soles of a boot or shoe is permitted without stamping the shoe accordingly, but this would not permit the use of other bottom filling material. Of

course this section refers to Goodyear welt sewed shoes, in which the bottom filling is required to fill the bottom level with the insole so as to give a good foundation for the sole. The fact that ground cork and cement has been used for this purpose in the past is no reason why that method of bottom filling should have been exempted in preference to all others. Some may prefer to use tarred felt or other kinds of felt. There is also quite a variety of different preparations used for this purpose to-day which may not be composed of cork and cement. Yet if any of these preparations, or a felt bottom filling is used the shoe must be so stamped in spite of the fact that none of these materials has the remotest connection with the wear or value of the shoe. This serves to illustrate how impossible it is to pass a statute attempting to cover the myriad ramifications of detail in shoe manufacturing without being inconsistent and ridiculously absurd at points.

A Multiplicity of Stamps.

The proposed law provides that the stamp, or stamps, shall be in plain view on the outsole, shall tell the name of the maker, what substitutes have been used and in what parts of the shoe. Assuming the shoe to be a McKay sewed women's shoe to retail at \$2.00, which has, for illustration a veneered outsole, a fabric insole, a fibre counter and a heel in part of leather-board, all four of these facts would have to be stamped upon the sole of the shoe.

Until now the shoe trade has been in the habit of stamping the sole of the shoe with advertised trademarks or trade names, used for shoes. Usually the shoe either bears the trademark of the manufacturer or the trade-mark of the retailer, and, outside of the "fake" bargain store business, the manufacturers and retailers of shoes have sought, practically on every price level, to build up a business reputation.

Now, however, if this bill should become a law, that portion of the shoe (described above) which has been used for advertising and to build up trade, namely, the sole, is to be used to carry an indictment of the shoe rather than an advertisement of it, unless the shoe is made entirely of leather, which is impossible under present leather supply and demand conditions, and which would be inferior if it were possible.

In addition to such stamps being a handicap to the dealer in selling the shoes, the cost of the stamps themselves, and the cost of putting them on the shoes must be added to the

general cost of the shoes. This cost is small to be sure, but every little item of additional expense helps to increase the price of shoes.

The Guarantee Feature.

The penalties of the proposed legislation apply to any manufacturer making shoes containing substances contrary to the bill, unless the shoes are so branded, and the same penalties extend to the wholesaler or retail dealer handling such shoes made contrary to the provisions of the proposed law, unless the dealer has a written guarantee that his shoes not so stamped do not contain the prohibited materials.

This would make it necessary for the retailer to be on his guard and be sure to get a guarantee, signed by the party selling him the goods, that the shoes do not contain any of the prohibited materials. Having secured his guarantee from all of the numerous parties from whom he buys goods, the retailer is immune from prosecution.

But there are two respects, however, in which these guarantees do not protect the retailer. In the first place, he is not protected by such guarantees against the general suspicion aroused by the stamps on shoes that he must carry in order to sell to the mass of the people, and, in the second place, though the wholesaler or manufacturer may be prosecuted in cases where a retailer has had foresight enough to secure the guarantee, that will not reimburse the dealer for the loss of his reputation and business caused by the selling of such falsely guaranteed shoes in his store.

Not a Pure Food Question.

Congressman Oldfield is reported to have said that his bill was in line with the Pure Food and Drug Act, but this appears to be a very shallow line of reasoning. People do not eat shoes, they wear them.

Everyone will admit the necessity of preserving the national health against the poisonous adulteration of foods and drugs. There is nothing poisonous about shoes so far as we know, and a shoe with a fabric insole, or a leather-board heel, or a rubber sole, may be equally as healthy as if a leather made from tanned pig-skin were used instead of these different substances.

If it is necessary to specify what materials may be considered legitimate in the manufacture of shoes, it may also be legitimate to specify what fertilizers may be used on the farm, what sort of garbage should be fed to the pigs, and whether fish preparations shall be considered fit to feed to poultry on the ground that the eggs may be tainted with a fishy smell. Possibly legislation may be needed to establish a standard of quality of pig iron, or of foundry castings.

Another very important question of the public health and morals would be how much silk should there be in a necktie, or how much elastic in a pair of suspenders, or what should be the size of a pant-leg.

We should immediately determine

how much wool there should be in a yard of cloth and how much cotton; also how the material should be spun and woven, what the size of the thread should be, and how hard it should be twisted.

In spite of the guarantees of numerous manufacturers of stockings, we still have hosiery with holes and there should be a law passed to prevent that; also to prevent chickens from having the gape, which no doubt is somewhat responsible for the high price of eggs.

There is one subject of great annoyance that our law-makers have neglected too long and that is, the tendency of laundries to tear shirts and collars. Why not make a Congressional investigation of the subject and find out through the National government whether the damage is caused by inferior labor, improper machines, or deleterious substances in soap.

There are a whole lot of subjects yet remaining unacted upon by our law making bodies, no one of which is more ridiculous than the present attempt to interfere by statute enactment with the free competitive business of making and selling shoes.

Ignorance or Malice

It ought to be clear to the average man of open mind, for the reasons stated, and for innumerable other reasons that will occur to those familiar with the manufacturing and retailing conditions of the shoe industry, that any person not familiar with those conditions could not intelligently pass an opinion upon any alleged evil of the trade, and much less could such a person draft a bill calculated to overcome evils that are imaginary rather than real.

Some of the inconsistencies and ridiculous features of the proposed bill have been sufficiently illustrated in this article to be apparent to any but the most obtuse person.

Whether the bill be based on ignorance or malice, or both, it is a serious menace to the welfare of shoe manufacturers and retailers alike and should be fought by them not with any mild protest, but with a storm of righteous indignation. There is a limit to the amount of unjust prosecution to which the shoe trade should tamely submit.

Every dealer, wholesaler or manufacturer of shoes in the United States should immediately write his Congressman and Senator at Washington a strong protest against the proposed legislation. Protests should also be sent to the members of the legislatures of those states where "pure shoe bills" have been introduced. Further than that, every dealer, wholesaler or manufacturer of shoes should bring the subject before his local Board of Trade, or Chamber of Commerce, calling their attention to the dangerous precedent established by such legislation, leading to the same kind of interference in the conduct of all other forms of manufacturing or retailing business.—Shoe Retailer.

You can't always measure a good time by what it costs.

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Merchant Handles Hood's

Trade



Mark

We do Not Sell
Catalogue Houses

It Identifies

HOOD RUBBERS

Right *now is the time* when you should consider the *future* of your **RUBBER BUSINESS**. *Now* is the time when you *can* and *should talk* with our salesman and *learn* what the *Hood* and *Old Colony Rubbers* and *our service* may *mean* to you.

Compare Hood and Old Colony Rubbers

with *any* others. *Investigate* all others. *Learn all* you can about *them*, and *then see us*—have our *salesman call* and *show you* our *up-to-the-minute styles*, our *modern methods*, our *aluminum lasts*—*Learn of our service—learn* of our *large* stock (the *largest* in Michigan) *learn* of the *many REASONS WHY* you should see *us* and *arrange for* the **HOOD and OLD COLONY RUBBERS**.

The sale on this boot surpasses the combined sales of any other four boots on the market



THE BOOT WITH THE WHITE SOLE

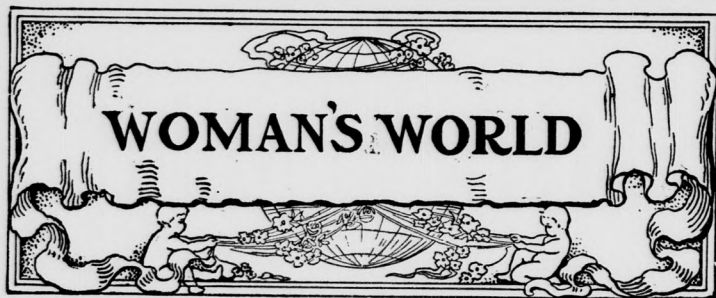
WRITE US NOW, AND SALESMAN
WILL CALL

Grand Rapids Shoe & Rubber Co.

Largest Rubber Dealers in Michigan

The Michigan People

Grand Rapids



The Paradoxical Results of Mr. Tightwad's Methods.

Written for the Tradesman.

Mr. Tightwad has the reputation among all his acquaintances of being very closefisted, even small and niggardly. It is a slow, difficult, painful process for him to let go of money. Still he never has accumulated any great fortune. On the contrary, considering that he is a man of "clever energy and considerable shrewdness, and one whose great aim in life has been to amass property, his means are quite limited. The reason commonly assigned for this I think is correct—the extravagance of Mrs. Tightwad. This has been Tightwad's handicap. For their means she is the freest spender in their town. Whenever any one of the merchants gets in some especially rich or showy or expensive article, he plans on selling it to Mrs. Tightwad. Generally he succeeds.

Mrs. Tightwad was raised in a frugal family. Her folks were all very economical people. When she was a girl she laid up something each year from the modest allowance which her father gave her. Now what has transformed a saving little miss of nineteen into spendthrift matron of forty? There is only one answer—Tightwad has trained his wife to be extravagant.

"Tightwad! Trained his wife to be extravagant! Surely you are mistaken about that!" I hear some one exclaim. I reaffirm that Tightwad certainly has trained his wife to be extravagant. Not intentionally of course. Certainly not intentionally. He intended to do and supposed he was doing the other thing. But the way he worked it, results have been just the opposite of what he wanted.

When Tightwad married he desired to run the house and clothe his wife on about as little money as it could be done for decently. This was not unnatural. He adopted certain methods which I shall describe. The reader can judge as to the wisdom or unwisdom of his course.

Always and everywhere in all his conversation, whether she was present or absent, he carried the impression that his wife didn't have a grain of financial sense in her head. It wouldn't do to trust her with money. If ever he did have to hand her a little for car fare or something like that, he counted out the exact change and told her precisely what to do with it. He constituted himself the Great Chancellor of the Exchequer in the Tightwad family. He was (and still is) the Minister of Finance. He never dreamed of letting his wife have the handling of so much as a few dollars at a time, nor of depositing a sum

in the bank for her to check from.

It soon developed that it was inconvenient for him to leave his office to superintend her purchases whenever Mrs. Tightwad had to have supplies for the table, or get a ten-cent handkerchief or a fifteen-cent pair of hose for herself. He simply couldn't spend all his time minding her business; he had to give some attention to his own. So he hit upon the plan of letting Mrs. Tightwad shop on tick. Then he could audit the accounts and pay the bills.

If you want household expenditures to be kept down to a minimum, if you want to get a great amount of comfortable living for a small sum of money, let a shrewd, thrifty woman have the money so she can plan beforehand just how she will lay it out. But if you want household expenditures to mount way up and keep soaring, let the wife be compelled to trade on credit and the most economically-intentioned husband in the world go over the accounts—afterward. The mighty masculine brain can't get down to the details of family expenses anyway. It is like harnessing an elephant to a baby carriage—the power is too unwieldy and ponderous for the work.

I must say that Mrs. Tightwad caught on to all the beauties and conveniences of credit system with remarkable ease and swiftness. As soon as she learned those two words "Charge it!" she quit trying to buy to the best advantage. She chose what pleased her fancy regardless of whether it was good value or the reverse.

When she was a girl and had her little allowance from her father, if she was careful to buy only what she needed and to use good judgment in making every selection, she had enough left over to treat herself to occasional small luxuries, or she could put a few dollars in the bank once in a while. She had something to show for her economy. She felt there was some object in saving. But under her husband's system she never has been able to see that she would gain anything by keeping her bills down. She never has any money anyway; so she reasons that she may better have all the nice things her husband will pay for. She soon became used to his grumbling when the accounts came in. When he pins her down to know just why she has bought this or that item, she always has some hastily constructed yet plausible excuse to offer; then she pays no further heed to his complaints.

Can't she see that if she spent less they could save more, and that she as well as her husband would reap the benefit?" does some reader ask? No,



What's Your Time Worth?

Any man who is worth the room he takes up in a grocery store can find something more profitable to do, even in his spare time, than putting sugar in bags. Add to the waste of energy the cost of bags and twine and the loss from overweight, and you'll see why it's a losing proposition. The right way to handle sugar is in FRANKLIN CARTONS, because FRANKLIN CARTON SUGAR is ready to sell when you get it; no scoop, no scales, no bags, no twine, no bother, no loss, but a neat carton that's a pleasure to handle. All the fast-selling grades of sugar are packed in FRANKLIN CARTONS—Granulated, Powdered, Confectioners' XXXX, Dessert and Table, Cube—and you can buy to suit your convenience in containers of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA, PA.

"Your customers know FRANKLIN CARTON SUGAR
means CLEAN SUGAR"



Let the Other Fellow Experiment

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

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

Moneyweight Scale Company
165 North State Street Chicago, Illinois

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

Mrs. Tightwad doesn't see things in that light at all, and you hardly can blame her that she doesn't. With Tightwad it is always his business, his property, his money. His wife is merely a dependent. He never allows her to feel that she has any share of ownership in his possessions. He never tells her his plans. She has come to regard his business as a remote, mysterious thing in which she has no possible interest.

Not for his life would Tightwad let his wife know what his income is. So she guesses at it and she guesses too large. No man on earth ever had an income as great as his wife imagined it to be if she was kept in the dark about it.

Thus briefly have I described Tightwad's methods, and shown how a woman who rarely has a dollar in her purse may be prodigal in her expenditures; for it often happens that the less the amount of money a wife has the actual handling of, the greater the amount she squanders.

Reader, have you noticed the shrewd little devices the banks employ to interest people in saving? One day they will have an advertisement telling how if Noah, directly he came out of the ark, had dropped a nickel into their bank, at 3½ per cent. compound interest it would now amount to enough to buy Manhattan Island or some other equally desirable piece of real estate. Or by a vivid pen picture they will depict the miseries of a rainy day with nothing laid by. They provide cute little savings banks for holding your nickels and dimes till you have enough to make a small deposit. In all sorts of ways they get people waked up to the advantages of saving. The first thing you know, this young fellow is having his shoes tapped, so they will last longer; he is trying to put by a certain amount each week. That shop girl is planning to have last season's hat retrimmed instead of getting a new one; she will bank the money saved. Here a pair of proud young parents are getting along with meat only once a day, so they can start a little account for the baby. People are practicing all sorts of homely little economies because they have been aroused to the advantages of saving.

The methods of the banks succeed. Tightwad's methods with his wife fail because he provides no possible incentive for saving. She feels that any practice of economy she might make would simply give her less instead of more.

Mr. Freehand's methods have been just the reverse of Mr. Tightwad's. When he first married he was working on a salary. Every Saturday night he took his pay envelope home and he and his wife would plan together just how the money could be laid out to the best advantage—so much for payment on the home, so much for provisions and fuel, so much for clothing, so much for incidentals, so much (of course it wasn't any great sum then) to put away in the bank. Mrs. Freehand had the handling of almost all of it. And Freehand never failed to tell her that he preferred to have it so—that she could make money go

farther than he could. Mrs. Freehand has heard him say this several thousand times now, but it pleases her mightily every time, and every time she has inwardly resolved afresh to make good.

Financiers tell us that we need a more expansible currency. Probably we do. Most of us feel so anyway. But I must say that in Mrs. Freehand's hands any currency seems to reach about the ultimate limit of expansibility. Without being small or mean she certainly has done some wonderful stunts in economy. She can dress stylishly on less money than any other woman I ever saw in my life.

The first little home was paid for long ago. They now own a much better one. For years Mr. Freehand has been in business for himself, or for themselves rather, for he always talks as if it were Mrs. Freehand's business just as much as his. A short time ago with some money they had saved they bought a vacant lot and put up a house on it. Mr. Freehand directed that the deed should be made to Mrs. Freehand. Just as soon as he did this she made her will so that if anything happened to her the property would go right to her husband. She collects the rent and experiences the joy of possession; but she uses the money for the family. Could Freehand possibly get any more out of it if the conveyance read "To John Wesley Freehand," than he does when it reads "To Mary Catherine Freehand—to Have and to Hold."

Young man, just starting out on the matrimonial highway, you are likely to need your wife's earnest and hearty co-operation in the great financial struggle of life. To enlist this, would you better adopt Mr. Tightwad's methods or those of Mr. Freehand? Quillo.

Many Kinds of Heels.

More different kinds of heels are being put on women's shoes than ever before. There are high heels and low heels and medium heels, leather board heels, solid leather heels, rubber heels and wooden heels being for street shoes as well as for party shoes; flange heels, spring heels; several varieties of French and English heels, black heels, colored heels and natural finish heels, and even jeweled heels. Designers are kept busy choosing styles from all these different kinds of heels, and retailers have to carry larger stocks of shoes than formerly, so that they may have shoes with heels of a style to please their customers.

The Worst Yet.

Johnny handed the following note from his mother to the teacher one morning:

Dere teacher: You keep tellin' my boy to breathe with his diafram. Maybe rich children has got diaframs, but how about when dere father only makes \$1.50 a day and has got five children to keep? First it's one thing, then it's another, and now it's diaframs. That's the worst yet.

A student of languages should never patronize speak-easies.



You can sell shoes like
this at a

Profit

and you will sell the
same customers
again

Rouge Rex Shoes

please both dealer and consumer and
it is a pleasing quality that stays

Order now for spring trade

HIRTH-KRAUSE CO.

Hide to Shoe
Tanners and Shoe Manufacturers
Grand Rapids, Mich.



Dry Foot Comfort



We excel in footwear of this character and here is a medium priced high cut that just suits the man on the farm. It is made from a damp proof chrome leather heavily stuffed with oils and grease and that stands hard service unusually well. It is one of several high cuts that combine style, foot ease and wear that are profitably retailed at popular prices.

Rindge, Kalmbach, Logie & Co., Ltd.
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.

Store Arrangement, Wrapping and Delivering Goods.*

On considering the subject assigned me, I found that an attempt to include "Delivery of Goods" would develop a paper of too great length and, as the problem of delivery varies with the needs of each locality, I have taken the liberty to omit this portion of it.

Among the articles which appear in our trade journals treating on the subjects of store arrangement and window display, as, also, among the addresses given before our State Association dealing with these subjects, there are many which are written from the viewpoint of the large dealers and with their problems in mind, while but little thought seems to have been given to the needs of the small dealer. Undoubtedly the proprietors and managers of large establishments gain much helpful information, but the owner of a small business who has a limited number of articles to represent each line of goods, finds but little inspiration in learning, for instance, that Mr. A. made a wonderful window display of six dozen food choppers.

The proprietor of a small business is usually manager, buyer, window trimmer, chief clerk, book-keeper and, if he has a tin or plumbing shop in connection, he is probably foreman of that, too. I wish to present a few thoughts which twenty-five years of experience as a dealer of this class has brought me.

It has been said that a far greater proportion of the impressions which the human brain receives reach it through the eye-gate than through the ear-gate; that eighty per cent. of the mental impressions come through the eye.

A store is a place where goods are sold and the very reason for its existence is to sell as many goods as possible. To accomplish this end a successful merchant must use every legitimate means. Now, if the statement I quoted above is true, then seeing is a far more powerful factor in the selling of goods than hearing can be. Therefore, the subject of store arrangement is one of vital importance. The whole stock can not be placed in evidence at once, but by skillful rotation of arrangement, according to the needs of the changing seasons, much can be accomplished.

Too much stress can hardly be laid on the subject of personal appearance of the merchant and clerks, as, from the very nature of our goods, extra care is necessary that one may appear clean and neat at all times.

There should be an attractive store front with windows whose floor space is roomy enough to hold the largest articles in stock without an appearance of crowding. If any merchant present has a store with an old-fashioned front, having windows that fail to reach the floor by two or three feet, and with a shelf only for display purposes, I wish to tell him that I believe that it will be greatly to his advantage and make toward better success in his business to put in a modern front—at his own expense, if necessary.

Right here is our first opportunity to make an appeal to the eyes of the public. These windows should be kept bright and clean at all times and have plenty of artificial light for evenings. If they contain an attractive display of reasonable merchandise which is frequently changed, people will form the habit of watching the windows to see what new things they contain.

The general appearance of the store should be such as to convey the idea of order. There should be "a place for everything and everything in its place."

The office or desk should be near the front or center of the store, where the proprietor should establish his headquarters. From this point of vantage he not only meets all patrons and sees that they receive proper courtesy and attention, but can lend a hand when necessary.

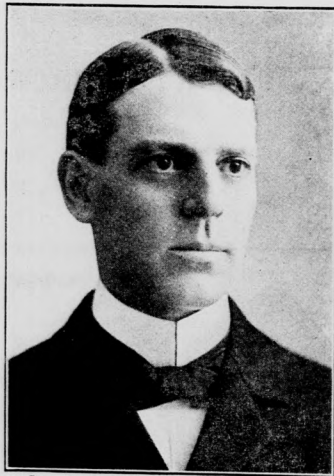
Saws, planes, levels, and, in fact, about all of the carpenter's tools are best presented to view when placed in orderly arrangement in upright in showcase at the front end of the store. This show-

*Paper read at annual convention Michigan Retail Hardware Association by Adrian De Windt, of Grand Rapids.

case should extend to the ceiling, with the glass in one or at most, two lights. The tools are thus protected from dust and dampness and are easily accessible. Since manual training has been introduced into so many of our schools, boys have become good customers for this line and the sale has greatly increased.

There seems to have been no better way devised for caring for the multitude of small tools and other small merchandise pertaining strictly to the hardware line than by the use of boxes of wood or metal placed on shelves. These boxes should be finished in harmony with the store furnishings and all neatly sampled. A rolling ladder seems indispensable on this side of the store.

Showcases are designed to allow their contents to be seen to the best advantage and with their shelves increase the space for display. They are essentially for the display of goods and not a place of storage. With the glass polished brightly and the contents tastefully arranged, a showcase forms a real addition to the attractiveness of any store. By changing



Adrian De Windt.

the arrangement of the goods occasionally—even though the contents remain the same—a new effect is produced and a new impression given.

No great amount of other merchandise should be placed on top of the showcases, as it interferes with a rapid survey of the contents and detracts from the general appearance of neatness which should be preserved. But the temptation is great to use a limited amount of this space for the display of small articles newly in stock. Where this is done, use only small articles, change them frequently and observe the notice they receive.

Counters are for showing goods and should be reserved for this purpose and not loaded with surplus stock. The scales should be placed as near the center of the nail counter as possible to facilitate their handling.

Steel goods must have a permanent place toward the rear of the store, either on the wall or in a rack.

Stoves are such bulky merchandise that the ideal arrangement for their display is in either a separate store or room. Where this is impossible, if each stove is provided with casters and the stoves placed against the wall, with an aisle separating them from the display tables and racks in the center of the store, a simple but effective solution of the problem will be found. If the store is too narrow for this plan and the stock must be kept in the rear of the store or in stock room, a sample of each leading style should be brought forward in the late summer or early fall and their sale pushed. As stoves are but one line of our merchandise seasonable to winter, it seems wise to replace these stoves as early as the season will permit with other lines which may possibly sell more rapidly.

That which applies to stoves and other winter merchandise applies equally to summer goods.

The most valuable space for exhibiting goods is in the front part of the store

Our Stock is Always Complete on the Following Lines

Compo and Perfection
 Certainteed Roofing

Also Michigan Rubber Roofing

Genuine Fibretto, Protector

And

Red Rosin Sheathing

Blue Plaster Board

And

Tarred Felt

Michigan Hardware Company

Exclusively Wholesale

Ionia Ave. and Island St.

GRAND RAPIDS, MICH.

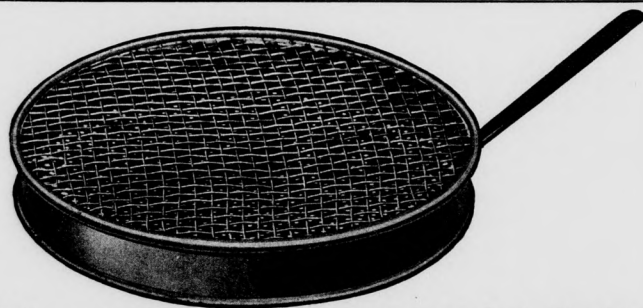
Foster, Stevens & Co.
 Wholesale Hardware

10 and 12 Monroe St.

::

31-33-35-37 Louis St.

Grand Rapids, Mich.



The APEX BREAD TOASTER

THE BEST TOASTER MADE

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

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

and this space should be used over and over with the changing needs of the seasons.

We have been too slow in bringing our goods out for inspection. The dry goods stores are on the right track when they arrange their displays of spring suits, hats, etc., and have a preliminary opening while the snow is still on the ground; and when late in the summer they hold their fall openings and invite the people in to look. Not that they expect to sell heavily so early, but to give people a chance to see what is to be had and where it is to be found. We can thus anticipate the needs of each season in our stores; perhaps by a window display, or perhaps by moving some table or counter which may have stood for a year—or possibly from time immemorial—in one spot and filling the space with goods which the coming season requires.

A practical and convenient method of displaying aluminum, granite and enameled ware, food choppers and dozens of such articles is by the use of double-decked tables. More than one shelf above the table proper places the goods above the range of the eye and obstructs the general view of the store. Each article or set of articles should have a neat price card attached. The good housewife likes to see at close range and to handle the utensils she needs in her kitchen and, by using the tables for this purpose, these goods are made easily accessible, the customer being able to walk all around the tables.

Since the advent of the department and five and ten cent stores, the sale of small cheap articles in hardware stores has been materially lessened. I believe in striving to regain some of this trade which rightfully belongs to us and, therefore, advocate a five and ten cent department. It requires but a small investment, returns fair profits, the sales are usually made quickly for cash and requires no delivery.

Recently a man entered a hardware store and asked for five cents worth of nails. While the nails were being weighed he said he had a house in the neighborhood which needed some slight repairs and asked if he might borrow an old hammer. The merchant stepped to his ten cent table and, picking up a hammer, said, "How will this do for ten cents, and you won't have to return it." The man answered "Why, that is just the thing! I didn't know I could buy a ten cent hammer in a hardware store." Then he bought a ten cent screw driver. These two sales did not occupy more than two minutes and, instead of lending a hammer, the merchant had made the sales and the man departed really better pleased than as though he had borrowed it.

If the article does not last long there is no complaint made, as the purchaser has received full value for the small sum invested and is aware of the fact. When it is worn out he returns to buy another, and every return is of distinct advantage to the merchant, as the customer may buy, not only the article he wishes to replace, but something else which has just been brought forward to attract attention.

Paint is a part of the general stock which can be stored in some unobtrusive place, as the purchaser does not care to examine the paint-can so much as he does the color card. I wish to emphasize the fact that paint has its proper seasons and that, as those seasons approach, an attractive window display should be made introducing paints, varnishes, brushes and various paint sundries. These, aided by the special cards and signs and other advertising matter with which the paint manufacturers so generously supply all dealers, should read paint and talk paint to the observant eyes of the public.

Sometimes after due study and deliberation, one may decide that a radical rearrangement of the store fixtures will work to advantage. By choosing the dull winter season for this and pressing the employees into the good work, a most gratifying success can be achieved. May I illustrate this by a personal experience?

The building I occupy is entirely too small for my needs and frequently I find myself in the position of the old woman of nursery fame "Who had so many children she didn't know what to do." Last month, things being in this chronic condition, I decided to take advantage of the quiet season; so, putting some of my men at work, we changed the position of counters, showcases, safe and office, and also made some minor changes. A few days afterwards one of my regular customers stepped in and, on looking around, said, "You have a new manager here. I like his arrangement much better than Mr. DeWindt's. It is more convenient and improves the looks of the store." He was only one of the many who commented on the change and some even offered suggestions. This serves to show that the public does observe and has an interest in the ways of a firm it patronizes.

By making these changes in the dull season and using one's own force of men, the work is accomplished with the minimum of expense the men take an added interest in the store and in those things their hands have helped create, and no one has time to wear a long face and brood over the small number of sales.

The wrapping of most merchandise is an art, but the wrapping of hardware is a fine art.

A light strong paper, free from any

advertisement, should be used. The 30 and 50 pound kraft paper is to be highly recommended, not only for its strength, but for its subdued color as well. Ladies especially dislike to carry parcels, and if a parcel is wrapped in a vivid green or a gorgeous blue or purple paper, they are quite liable to rebel completely; neither do they care to be a walking advertisement for any merchant.

It is hard to make a slightly package of a dipper, frying pan or corn popper, but a light weight paper lends itself to this purpose far better than does a stiff, heavy paper.

Bags of a light colored paper are the most convenient wrapping for nails, for customer as well as merchant. Printed advertisements on these is desirable, as the bag makes a convenient permanent receptacle from which the carpenter or householder can use the nails. As long as the bag is in use it is an advertisement for the dealer. These bags are also most useful for dry paints, glue and various other things.

The coin envelopes which are so cheap, make a quick package for a few rings, screws, brads or any of this little goods. By using these envelopes and the nail bags, much time is saved in wrapping and tying goods.

We can not give too much attention to the details of store arrangement and store keeping and a well kept store brings not only customers to its counters, but a feeling of satisfaction to its proprietor.

In conclusion, I would say, give the store precedence over the shop; keep it fresh and clean with systematic care; study your store and fixtures with their possibilities in mind and then plan their arrangement; never place axes, picks or other sharp edged tools in front of showcases or counters; utilize the front part of the store with a frequent change of exhibit; use signs and price cards freely and in making every arrangement of store or displays, bear in mind the fact that 80 per cent. of all impressions made on the human brain is through the medium of the eye.

Enjoys Teaching and Living Among the Philippines.

"The Philippines are much interesting in American politics," writes Fred Warner, a Grand Rapids boy, now Superintendent of Instruction in the Philippines, to his father, George H. Warner, of this city. "During the recent election in America, the higher classes were for Taft, as they say they do not want premature independence, but the majority want to be independent. I can hardly see why, for they are practically inde-



Fred Warner.

pendent now. They have considerable to do with their own government; they have legislatures, mayors and city officials. Even the chief justice of the supreme court is a Filipino. Just recently an American was put in jail here for throwing a bottle at a Filipino woman. He was arrested by a native policeman, tried by a native judge, and sentenced to a fine and fifteen days imprisonment. All prisoners are worked on the road. It was a bitter dose for my countryman, but it shows we do not run over the Filipinos, as so many think we do."

Mr. Warner seems to be very fond of the Filipinos. He says they are darker than the Japs, but do not compare with them in physical development, though they seem to be people of considerable ability. He recently attended a cockfight, where 1,500 were in attendance. "Say, I never saw money change hands so quickly in my life," he writes. "There were sixteen contests and those Filipinos were betting \$5 and \$10 on a contest."

"Everyone smokes here. There is no age limit and one can smoke in cars and dining rooms all over the island. Women, as well as men, smoke and nothing is thought of it."

Recently Mr. Warner took a three weeks' vacation in a banca, a kind of sailboat, and all the company he had on the 500 mile trip was the Filipino sailors. He says that in the little town where he stayed for a long time—Tagbilaran Bohol, a small is-

land north of Mindanu and east of Cebu—there were only fifteen Americans.

"We had mostly chicken and fish and just a little beef and pork," he writes. "We get butter and potatoes from Australia and canned goods from the United States. The man who makes our apple pies never saw an apple tree, but we have many delicious fruits here and many choice vegetables unheard of in the States."

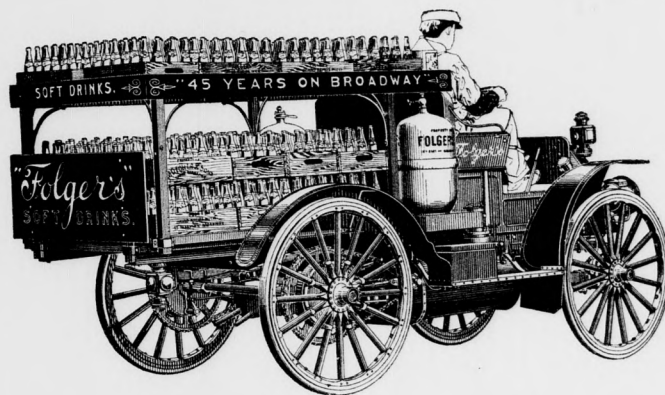
"The Filipinos and the monkeys are good company. Some of the monkeys are really pretty, all white, and one can buy a bully good parrot for 25 cents."

Learn to use good judgment regarding whom to trust and if you cannot learn that, learn how to be a good collector.

Listeners seldom hear any good of themselves—or of anybody else.

H. Eikenhout & Sons Jobbers of Roofing Material GRAND RAPIDS, MICH.

Rubber Roofings, Sand Coat Roofings, Mica Surfaced Roofings, and Gravel Surfaced Roofings.



Reduce Your Delivery Expense

Do you keep account of your delivery expense, item by item, so that you know just what it costs you to make deliveries with horse and wagon?

If you do, and will let us show you the cost of making the same number of deliveries with an International Commercial Car, two things in our figures will surprise you:

Cars now in use show delivery costs about 50 per cent. less than horse and wagon costs, or two to four times as much territory covered as your horse-drawn rigs serve.

That means when you employ an International Commercial Car you can make as many deliveries for half the present cost, or two to four times as many deliveries for the money you now pay.

Do you want to add that much saving to the profit side of your ledger? Do you want to increase your business without added operating expense? Will you let us show you how it is done?

International Harvester Company of America

(Incorporated)

85 Harvester Building

Chicago, U. S. A.



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

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

Wafted Down From Grand Traverse Bay.

Traverse City, Feb. 10.—Remember our annual party will be held Saturday, Feb. 22. A meeting will be called in the afternoon and a banquet in the evening. The committees are all working and everybody is looking forward to a good time. Grand Counselor Adams, of Battle Creek, and Grand Past Counselor George B. Craw will be our guests. We expect to add ten members to our number.

Some of the boys came very near meeting with an accident last Monday morning when the forward trucks of the engine on the morning train north left the rails. Nothing serious developed excepting a three hour delay.

John Gilchrist, formerly one of the boys on the road, has taken the management of the Truman-Smith store, at Onkama, and we surely wish you success, Jack. The above concern should be complimented in securing such a capable manager.

We are pleased to state at this time that James F. Hammell, of Lansing, has been honored by an appointment as member of the State Tax Commission. This certainly will meet the approval of every U. C. T. in Michigan, as well as his many friends, and Jim has a host of them. Congratulations, James. Another traveling man holding a public office.

Verta Jourdan, daughter of Mr. and Mrs. A. B. Jourdan, of our city, is confined to her bed with a seige of typhoid fever and we only look for a speedy recovery.

Wilkie W. White had an experience last week which he does not care to repeat. Owing to the blockade of ice in the Straits of Mackinac, the big car ferries were unable to run and as Wilkie was desirous of spending Sunday at home he walked across the Straits and carried his personal grip. Wilkie says no more for him.

Our dancing party will be held next

Friday evening Feb 14, and we expect a good turn-out. Every body come, Boost.

We certainly have enjoyed a good week of regular old time January weather.

Mr. Barber, of the Western Hotel, at Empire has discovered that it is impossible to put hinges on both sides of a door and allow the door to swing. He was placing a door on a fish house and placed the hinges on the outside: first and then some one informed him that they were double acting hinges and to work perfect he would be obliged to place another pair on the inside, which he proceeded to do, only to find when he finished his job that he could not get in or out. And Empire is in a wet territory, too.

Assessment No. 115 expires Feb. 24. Get busy. Don't delay.

Fred C. Richter.

News and Gossip of the Grand Rapids Boys.

Grand Rapids, Feb. 10.—The banquet tickets are going fast. Only a limited number can be sold. You had better get your order in, for first come, first served. The following members can supply you with tickets. Chairman Wm. K. Wilson, T. F. Gorden, E. A. Bottje, John H. Schumacher, B. A. Hudson and W. S. Cain.

Mr. and Mrs. A. E. Atwood and Mr. and Mrs. Frank Starkey were present at the dancing party last Saturday evening. This was their first appearance this season.

A little less than three weeks left to get new members before the annual meeting which will be held March 1. You must get busy if we are to have our lucky number of thirteen candidates for this meeting. As it stands now we are far from reaching that number. Do your best, boys, and talk to your friends who have no insurance exclusively for traveling men. Show them the good points of the U. C. T., what it will do for them and their families.

The Banquet Committee has elected for its toastmaster a man who is known in all Western Michigan. He is popular with his trade and associates and full of wit and humor. His services are always in demand, his time being taken up for months in advance. It will be worth the price of the tickets to hear him.

We are pleased to report that Brother Stark is slowly recovering. We all hope that "Rastus" and Mrs. Stark will be able to attend the banquet to hear our noted toastmaster and other good speakers, and the high class music which has been secured for the evening.

Last week we mentioned Arthur H. Vandenberg as our main speaker for the banquet, but owing to the State Central Committee meeting on that date Mr. Vandenberg will not be able to be with us. We regret it very much and hope we may have Mr. Vandenberg with us at some later date.

Chas. Giddings, the proprietor of the Hartford House, at Hartford, is certainly a friend of the traveling men. He is now putting in new springs and bedding in every room. It will make the boys feel as if they were sleeping at home. Our traveler friends will appreciate the good work. Success Charley. Wm. D. Bosman.

A Particular Patron.

"Ma wants two pounds of butter exactly like what you sent us last. If it ain't exactly like that she won't take it," said the small boy.

The grocer turned to his numerous customers and remarked blandly: "Some people in my business don't like particular customers, but I delight to serve them."

"Be sure and get the same kind," said the small boy, while the storeful of customers listened to him. "A lot of pa's relations are visiting our house and ma doesn't want 'em to come again."



G. J. Johnson Cigar Co.

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

GRAND RAPIDS BROOM CO.

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



Not Always Cockney.

Not all city folks are as ignorant of the farmers' surroundings as the farmers sometimes suppose. This was evidenced by an incident in the stay of a young New Yorker on a New England farm.

"Well, young man," said the farmer to his city boarder who was up early and looking around, "been out to hear the haycock crow, I suppose?" And the farmer winked at his hired man.

The city man smiled. "No," he said suavely: "I've merely been out tying a knot in a cord of wood."

Business Instinct.

During a pause in the sermon the deacon leaned over and whispered to the minister:

"Remember you were going to say something about the high cost of living."

"I haven't forgotten it," replied the minister. "I'll speak of that as soon as the collection has been taken up."

FOR SALE

Stock of general merchandise in good growing town doing annual business of \$22,000 on stock of \$5,000. Profits about \$2,000 per year. Must sell on account of health. Good new brick building with lease of four more years if wanted. Low rent. Electric lights. Leading store in town. For quick sale will sell at a bargain. Will take about \$4,000 to handle it.

Address F. L. REYNOLDS, Middleton, Mich.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

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

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. 🍞 🍞 🍞 🍞 🍞

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, Feb. 10—The commercial travelers of Escanaba have for several weeks past been considering the advisability of organizing a local council of the United Commercial Travelers. Several of the boys who live there are members of our Council at Marquette and several are members of various councils in Wisconsin. As we understand the situation, the boys who already belong to the order are not as much in favor of a new council as are the boys who contemplate joining. The reasons for that are obvious, because the boys who belong know from experience that unless a council can start out with a membership of fifty or seventy-five, it is a rather uphill proposition to build it up to a satisfactory and pleasant proposition. Personally, the writer would like to see a council at Escanaba very much, but would dislike to see the council start out under unfavorable circumstances; and his advice to Escanaba, if it possesses any intrinsic value, would be for the boys at Escanaba to join us at Marquette and then work enthusiastically toward a new council. They can work toward this end to far better advantage within the order than outside of it. Marquette has promised Escanaba that any time they can get up a class of ten or more for initiation, we will be glad to go down to Escanaba without expense and confer the work on them.

Thos. F. Follis, accompanied by Fred Hicox, of Ontonagon, attended the Wisconsin Retail Hardware Association convention at Milwaukee last week and report a most profitable and enjoyable time. On the way back they stopped off at Escanaba and visited at Gladstone, renewing old friendships and acquaintances.

Henry E. Biel, representing the John Pritzlaff Hardware Co., the dean of the Upper Peninsula hardware salesmen, whose name is a household word in every hardware store in the Upper Peninsula, was at the convention in Milwaukee—as large and good-natured as ever. He was accompanied by Henry Blackweel, a popular merchant of Gladstone, Fred Geize, of Geize & Quirt, of Iron River, and Chas. Baum, of Escanaba. We smoked a good cigar on our friend Biel's son and heir. Congratulations again, Henry.

Frank Barnhardt, of Escanaba, representing the Milwaukee Drug Co., at Milwaukee, was in town Friday.

J. J. Drouin, of Hancock, representing the Van Camp products, visited Marquette last week.

On his way back from Milwaukee, Fred Hicok, of Ontonagon, visited at Marquette, the guest of his old friend of the school days, Harold Hayes.

Fred Freidlund, and Fred Edlund, both of Minneapolis, both members of our Council and both married, were registered over Sunday at the Clifton Hotel.

E. F. Murphy, one of the greatest orators in Cloverland, visited our city last week. His home is at Escanaba,

Johnnie Moffatt, the Upper Peninsula's most popular and successful newsboy, who is well known to every traveling man who visits Negaunee, scored a great hit at a carnival held under the auspices of the Negaunee Episcopal church on Feb. 1. His stunt was in impromptu affair, not being even thought of when the programme was arranged. He was, as is usual with him, making a good deal of noise near the entrance to the check room and, incidentally, worked one or two good sleight of hand tricks. Some joker put a card on him, dubbing him "Muffet the Mystic" and forced him up on the stage, where he amazed the vast audience by working with his brother, Stanford, under the captain of Mutt and Jeff, trick after trick of sleight of hand and legerdemain. The manipulations were both clever and new. Many of them were so astonishing that some of the audience asserted that he must be in league with either the good spirits or the devil. In an interview he informed us that he learned them from different traveling men and then taught them to his brother, Stanford. The applause was so pronounced and insistent that he was called back four times.

Ura Donald Laird.

Honks From Auto City Council.

Lansing, Feb. 10—Brother D. J. Riordan and daughter, Anna, spent a good portion of last week at Chicago. Dan went for a conference with his company and the little miss visited her grandparents.

The last regular meeting of our Council was well attended and three new members were initiated. Brothers C. C. Fritz, Chas. R. Nesen and S. B. Potter fell into line and traveled the rocky road together. Each expressed himself as being satisfied and are now glad they are wearing the U. C. T. emblem.

The invitation from Battle Creek Council to visit them next Saturday has been accepted and it is expected that about forty of our members will make the trip, leaving Lansing at 3:25 p. m. over the Grand Trunk.

The \$15 traveling bag on which we have been selling tickets will be raffled en route to Battle Creek aboard the Grand Trunk train next Saturday.

Brother P. G. Plummer is putting the finishing touches on his new three-story brick building, which will soon be occupied by the Emerson Brautingham Implement Co.

Considerable criticism of the Grand Trunk is being expressed because their depot at Richmond is closed before the last two trains for the evening pass.

We are pleased to announce that the Huron House, at Pontiac, was opened to the public last Wednesday, ye scribe having the honor of being the first guest. This new and up-to-date hostelry is conveniently located on Huron street, two blocks from the depot and one block from the court house. It has forty-seven rooms, sixteen of which are equipped with bath. Every room has steam heat and running water, both hot and cold and every room is arranged for perfect ventilation. The furniture is all new

and up-to-date in every respect. Every floor is of hard maple and is varnished. The interior finish throughout is of natural birch, which not only presents a pleasing appearance, but is easy to keep clean. A cafe is located in the basement and there is a small but convenient lobby on each floor at the front of the building. This much needed structure was planned and built by Dr. John Ricker, who is said to be a crank on sanitation. Wish there were more like him.

No, Siree, we paid the bill in full!

H. D. B.

Bracing Breezes From Muskegon.

Muskegon, Feb. 10—All members of Muskegon Council, No. 404, are hereby reminded that the third Saturday comes on the 15th of this month. Do not fail to be on hand promptly. There is lots of work to do and there will be lots of good things to eat after the work is done. The Grand Counselor will be with us. Let us show him a good time.

Brother Foote is getting out one of his famous letters this week. Do not fail to read every word of it. It is the "sunshine" brand. You'll like it.

If you want your nose counted for the U. C. T. banquet, do not fail to return your card to E. C. Welton.

A. W. Stevenson and party visited Grand Rapids Council last Saturday night. We have not seen the "party" since, but we take it for granted that the visit was a source of enjoyment all around.

We take great pleasure in the general prosperity of our customers and are glad to give out the information that our friends, Gee & Carr, of Whitehall, who are engaged in the hardware, furniture and undertaking business, have outgrown their present quarters. As soon as the weather permits, they will erect a new brick block, which will be used for their furniture and undertaking business. They have always been the leading merchants of this particular section and, when their new store is completed, they will have the most down-to-date equipment to be found any place. We wish them continued prosperity.

We note in the programme of the Michigan hardware dealers' convention, which is to be held in Detroit this week, that the Association is to award premiums to delegates who make the largest number of purchases of hardware from exhibitors at the convention. There are certain grades of hardware that this offer does not apply to—"wet hardware," for instance. There is no doubt that both kinds will probably be purchased in greater or lesser quantities. We expect to be there and will be greatly pleased to meet our friends and customers in the city where they say "Life is worth living." J. H. Lee.

Enjoyable Smoker at Port Huron.

Port Huron, Feb. 10—Port Huron Council, No. 462, United Commercial Travelers, were honored by the presence of the State Grand Counselor, John Q. Adams, of Battle Creek, and District Deputy Grand Counselor,

James F. Hammel, of Lansing, at their regular meeting Saturday, Feb. 8. The Grand officers have some very good warm friends here among the members and about 75 per cent. of the members were present in their honor. The meeting was called to order at 7:30 by Senior Counselor W. A. Murray and the regular order of business was carried out. In initiation of candidates, the Grand officers gave their able assistance to the work. Under good of the order, the Senior Counselor introduced John Q. Adams, whose talk was followed by loud applause. Mr. Adams complimented the Council on the efficiency of their work and he gave a very complete and instructive talk on the progress of the order and filled the members with enthusiasm in the promotion of the same. The Senior Counselor then called on Mr. Hammel, but was interrupted by one of the members to have the "Hammel Drummers" passed and said in the words of the poet:

"Tis well enough for a whiff or a puff from the heart of a pipe to get.

And the budding maid and the babbling blade may toy with the cigarette.

But a man in the time of his glorious prime blooms forth like a morning rummer.

Wants the ripe, rich bloom and the sweet perfume that goes with Hammel's Drummer."

[A rummer is a man who wakes up in the morning without a dark brown taste in his mouth.]

Mr. Hammel responded with his usual oratorical eloquence. He stated that Brother Adams had covered the ground so thoroughly that little was left for him to say. However, he had a whole lot to say and gave some very valuable suggestions as to methods of increasing the membership of the order. The meeting was then adjourned, the members feeling enthused and ready to go out and hustle for the good work. E. J. Courtney.

Late Grand Rapids News.

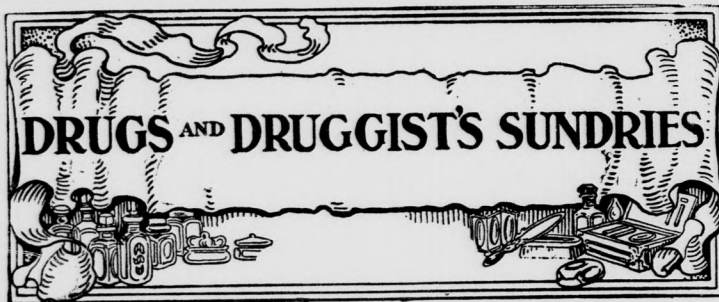
Grand Rapids, Feb. 11—The service on the G. R. & I. of late has been mighty poor and there is no reasonable excuse the officials can offer. The trains are late—that's all. G. R. & I. officials, please take notice!

Gordon Ellwanger, son of Mr. and Mrs. R. J. Ellwanger, was born Jan. 13, 1912, so on Feb. 13, 1913, he will be 13 months old.

February issue of the monthly U. C. T. Bulletin is out. Are you a subscriber? 50 cents is the price of subscription.

Will someone please inform the boys, why the G. R. & I. from the south leaves the G. R. & I. depot at 4 o'clock in Kalamazoo on time, goes to the M. C. depot and stays there for exactly one hour and forty minutes? Of course they pulled into Grand Rapids sometime during the night, but it was due here at 5:40 p. m. There is absolutely no excuse for such service.

Don't try to run your business exclusively upon theories, but on the other hand don't forget that theories are the proper foundation of business.



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; Sumner J. Koon, Muskegon.
 January meeting—Detroit.
 March meeting—Grand Rapids.

Michigan State Pharmaceutical Association.
 President—Henry Riechel, Grand Rap-
 ids.
 First Vice-President—F. B. Thatcher,
 Ravenna.
 Second Vice-President—E. E. Miller,
 Traverse City.
 Secretary—Von W. Furniss, Nashville.
 Treasurer—Ed. Varnum, Jonesville.
 Executive Committee—D. D. Alton,
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 S. Koon, Muskegon; R. W. Cochran,
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Clean Up the Books.

The bane of the business man is bad debts. If people would only pay what they owe, how much brighter the business world would be. If people could only pay what they owe—there is another angle of the situation. There are not many people who deliberately refuse to pay when they have the funds; but there are thousands who will buy goods without knowing whether they can ever pay for them or not. This is what jolts.

We can not greatly blame a poor man for buying medicine on credit, if he can get the credit, and sometimes it is hard to refuse credit. One very successful druggist makes a study of each case. If a man comes to him who has always paid cash, and wants credit, he will very frequently say: "This is a cash store, but you have been a good customer and I am going to put this prescription up and not charge you a cent." The prescription may only cost the druggist a few cents, and he maintains that he would rather lose this than open an account with a man who can probably never pay.

"What does the damage is this," remarks this druggist. "A poor man gets in your debt, and then he takes his custom elsewhere. This is what all business men have to fight. If you can possibly make a man a present of a prescription without offending him, it is better to do so than to open up a line of credit."

This line of reasoning is good, and a little tact will work wonders. A great many druggists take their books in January, go over every account, and try to clean that account up.

Say a man owes you a few dollars and is trading elsewhere.

Often it is better to go to him and say: "Here, I know you got in hard luck. Let's call that account square. I want your business."

A man who comes back on these terms is apt to be slow about asking for credit again. One druggist says that he gets the cash business from this class, in his own neighborhood, while his competitors divide up their credit business. He does it by cleaning up his books at regular intervals.

What's the good of a lot of open accounts? If they can pay, get after them. If they can't pay, and never will be able to pay, you might as well mark the accounts off your books. They are of no value to you. Druggists have marked off considerable amounts in this way, and yet made the custom of the individual customer pay in the long run. There are some accounts that can be collected through polite persistency, and it is always well to keep after them. If you keep the boy going after these accounts, it may be rough on the boy, but it helps clean up the books.

A druggist in a large Eastern city hires an attractive girl during January and February, and sends her around to men customers to dun them in a polite way. He says the scheme always works with men, but won't work with women; and claims that a man is ashamed to be dunned by a girl and will often pay up at the first call. Women, on the other hand, would just as soon turn down a girl as a man.

It will pay any druggist to take his books, at the beginning of the year, and go over them item by item, figuring out the best way to close up every account. "Accounts Payable" sounds well, but how many of them are payable? Clean up the books and find out.

Ginger Ale.

A satisfactory ginger ale is said to be obtained by using an extract made as follows:

Ginger root 15 ounces.
 Orange peel 6 ounces.
 Nutmeg 1½ ounces.
 Vanilla beans (Mexican) 6 drms.
 Cinnamon 1½ ounces.
 Capsicum 30 grains.
 Alcohol to make 20 ounces.

The ginger ale is made by mixing 2 to 3 ounces of the extract with ½ pint of water, adding calcium phosphate or magnesium carbonate, and filtering. The filtrate is mixed with one gallon of syrup, two ounces of and caramel and water to bottle.

Some men go lame when it comes to minding their own business.

How to Poison Rats.

The rat has become a national menace because it spreads the bubonic plague and the Federal Public Health and Marine-Hospital Service is undertaking a nation-wide campaign for its extermination. The activities of the service have been in educational work throughout the country, and locally, in stimulating the authorities at the principal ports to undertake radical measures for killing rats on incoming ships.

The chiefs of the service consider that the peril from the plague is a real one, not only in the Southern states, but in the Northern part of the country. The social significance of preventing the plague from securing a foothold in this country is obvious. The first step in prophylaxis consists in eliminating the potential danger from rats which serve as indirect contagion bearers.

In this connection the following explanation of "How to Poison Rats," prepared by Assistant-Surgeon-General Rucker, may be of some interest:

Get a loaf of stale bread, cut it into pieces about one inch square by three-quarters of an inch thick. Get a good rat poison. There are two chief kinds of rat poison on the market, one containing arsenic and the other phosphorus. You can tell phosphorus paste because it smells like a match head. Either one of these poisons is good, but in some respects phosphorus seems to be the better, as it shines at night, and the rats like its odor and taste. A small quantity will kill them, and, as it acts rather slowly, they go outside the house to die. If the poison used is too hard to spread easily on the bread, set the container in some hot water. Some pastes are thin enough so that this is unnecessary. Do not get any of the paste on your hands, because it may burn the skin, and unless the hands are very carefully washed, the poison may be carried to the mouth by the fingers soiled with it. It is best to wear a pair of leather or rubber gloves when preparing the poison. Spread the poison on the pieces of bread with a knife. Be careful that all sides of the pieces are smeared with the poison. As fast as poisoned pieces of bread are prepared they should be put in a covered bucket, and when a sufficient quantity is ready, it should be distributed. Bear in mind that arsenic poison has the disadvantage that it does not deteriorate, and therefore it may be taken by some animal which it is not intended to poison a long time after it has been put out; also bear in mind that phosphorus is liable to spontaneous combustion, especially when put in a warm place or exposed to the direct rays of the sun. Phosphorus pastes which have glucose as a base are less liable to spontaneous combustion. Do not put the poisoned pieces of bread in the open, because they may be taken by children or domestic animals, but put them in the rat holes, where they can not be gotten at by human beings or domestic animals. When this is not practicable, get a small box and put small pieces of poisoned bread in a bowl, cover the

bowl with a box, and bore a hole two inches in diameter in each end of the box. These holes are big enough to admit the rats and will keep out cats, dogs and chickens. Keep track of every piece of poison put out; then after it has been out long enough you can collect the pieces of poison which remain untouched.

Rats will not take poison in places where there is plenty of other food. Therefore to be most successful in rat poisoning the premises should be thoroughly cleaned and all foodstuffs protected from rats by the use of metal screening or metal containers. Garbage should be placed in water-tight metal garbage cans only. A starved rat takes poison quite readily.

Sell Bottle Goods at the Soda Fountain.

Every soda fountain owner should get in touch with the soda water bottlers of his community and pick out from their line such beverages as are better served from bottles than from the soda fountain and add them to his bill of fare, making a strong feature of them. Ginger ale, for instance, is a universal favorite and bottled ginger ale is better than the drink made from a fountain syrup. Some people prefer root beer in bottled form; birch beer is a very dainty beverage to drink from a bottle though a straw, and each bottler has his own specialties, some of which will exactly fit your menu. A good idea is to trim your window with a display of bottled goods of this kind, having some bottles opened with straws sticking out of the top.

Some soda fountain owners seem to think it wise to close down their fountains in winter. Our advice is earnestly against this, of course, in favor of adding hot beverages in order to keep the demand for cold soda water an ice cream alive, but if your fountain is to be closed down and you do not want to turn away your trade, have a stock of bottled soda water on ice and also serve ice cream. Then you can always serve your patrons with a refreshing drink in a glass of soda. In that way hold your trade through the winter rather than allowing your trade to drift to a more enterprising store that keeps its soda fountain open.

Benzine Cleaning Cream.

White castile soap 1 drachm.
 Alcohol 4 fl. drachms.
 Glycerin 1 fl. ounce.
 Ammonia water 1 fl. ounce.
 Ether 1 fl. ounce.
 Water, enough to make .. 1 pint.

Dissolve the soap in the water, then add the remaining ingredients, except the benzine. Into a four-ounce wide-mouthed bottle put 3 drachms of the solution and then add benzine, little by little, shaking well after each addition, until the bottle is full.

Anyone can treat a customer nicely when he is a big buyer, but it takes character to treat well the man who seldom does more than look around.

The salesman who thinks he can do as he pleases when there is no higher in authority around is not the man you want representing you.

WHOLESALE DRUG PRICE CURRENT

Acids			Cubebs @ 4 50			Digitalis @ 60		
Acetic	6 @ 8		Erigeron	.....	@ 2 50	Gentian	.....	@ 60
Boric	10 @ 15		Eucalyptus	.....	75 @ 85	Ginger	.....	@ 60
Carbolic	24 @ 28		Hemlock, pure	.....	@ 1 00	Gualac	.....	@ 60
Citric	48 @ 55		Juniper Berries	.....	@ 1 25	Gualac Ammon.	.....	@ 70
Muriatic	1 1/4 @ 5		Juniper Wood	.....	40 @ 50	Iodine	.....	@ 1 00
Nitric	5 1/2 @ 10		Lard, extra	.....	85 @ 1 00	Iodine, Colorless	.....	@ 1 25
Oxalic	13 @ 16		Lard, No. 1	.....	75 @ 90	Ipecac	.....	@ 75
Sulphuric	1 1/4 @ 5		Lavender Flowers	.....	@ 4 00	Iron, clo	.....	@ 60
Tartaric	38 @ 42		Lavender Garden	.....	85 @ 1 00	Kino	.....	@ 75
Ammonia			Lemon	.....	4 00 @ 4 50	Myrrh	.....	@ 60
Water 26 deg.	6 1/2 @ 10		Linseed, boiled bbl	.....	@ 50	Nux Vomica	.....	@ 50
Water 18 deg.	4 1/2 @ 8		Linseed, boiled less	.....	54 @ 58	Opium	.....	@ 2 00
Water 14 deg.	3 1/2 @ 6		Linseed, raw bbls.	.....	@ 49	Opium Camph.	.....	@ 75
Carbonate	13 @ 16		Linseed, raw less	.....	53 @ 57	Opium, Deodor'd	.....	@ 2 25
Chloride	12 @ 15		Mustard, artifi'l	.....	2 75 @ 3 00	Rhubarb	.....	@ 75
Balsams			Neatsfoot	.....	80 @ 85	Paints		
Copaiba	70 @ 75		Olive, pure	.....	2 50 @ 3 50	Lead, red, dry	7 1/2 @ 10	
Fir (Canada)	1 25		Olive, Malaga,	.....	1 60 @ 1 75	Lead, white dry	7 1/2 @ 10	
Fir (Oregon)	25 @ 35		Olive, Malaga,	.....	1 50 @ 1 65	Lead, white oil	7 1/2 @ 10	
Peru	2 20 @ 2 40		green	.....	1 50 @ 1 65	Ochre, yellow bbl	1 @ 1 1/4	
Tolu	1 25 @ 1 40		Orange, sweet	.....	4 00 @ 4 50	Ochre, yellow less	2 @ 5	
Berries			Organum, pure	.....	1 25 @ 1 50	Putty	.....	2 1/2 @ 5
Cubeb	65 @ 75		Organum, com'l	.....	50 @ 75	Red Venetian bbl	1 @ 1 1/4	
Fish	15 @ 20		Pennyroyal	.....	2 25 @ 2 50	Red Venetian, less	2 @ 5	
Juniper	6 @ 10		Peppermint	.....	3 @ 75	Shaker, Prepared	1 50 @ 1 60	
Prickley Ash	40 @ 50		Rose, pure	.....	16 00 @ 18 00	Vermillion, Amer.	15 @ 20	
Barks			Rosemary Flowers	.....	90 @ 1 00	Whiting, bbl.	1 @ 1 1/4	
Cassia (ordinary)	25		Sandalwood, E. I.	.....	25 @ 26 50	Whiting	.....	2 @ 5
Cassia (Saugon)	65 @ 75		Sassafras, artifi'l	.....	45 @ 50	Insecticides		
Elm (powd. 25c)	25 @ 30		Sassafras, true	.....	80 @ 90	Arsenic	.....	6 @ 10
Sassafras (pow. 30c)	@ 25		Sperm	.....	90 @ 1 00	Blue Vitrol, bbl.	.....	@ 6 1/4
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.	.....	@ 5 1/4	Heliochrome, white	.....	15 @ 20
Licorice powdered	25 @ 30		Turpentine, less	.....	55 @ 60	Insect Powder	.....	20 @ 35
Flowers			Wintergreen, true	.....	@ 5 00	Lead Arsenate	.....	8 @ 16
Arnica	18 @ 25		Wintergreen, sweet	.....	2 00 @ 2 25	Lime & Sulphur	.....	15 @ 25
Chamomile (Ger.)	25 @ 35		Wintergreen, art'l	.....	50 @ 60	Solution, gal	.....	15 @ 20
Chamomile (Rom.)	40 @ 50		Wormseed	.....	@ 4 00	Paris Green	.....	15 @ 20
Gums			Wormwood	.....	@ 8 00	Miscellaneous		
Acacia, 1st	40 @ 50		Potassium			Acetanald	.....	30 @ 35
Acacia, 2nd	35 @ 40		Bicarbonate	.....	15 @ 18	Alum	.....	3 @ 5
Acacia, 3d	30 @ 35		Bichromate	.....	13 @ 16	Alum, powdered and	.....	5 @ 7
Acacia, Sorts	@ 20		Bromide	.....	40 @ 50	Bismuth Subni-	.....	2 10 @ 2 25
Acacia, Powdered	35 @ 40		Carbonate	.....	12 @ 15	trate	.....	2 10 @ 2 25
Aloes (Barb. Pow)	22 @ 25		Chlorate, xtal and	.....	12 @ 16	Borax xtal or	.....	@ 12
Aloes (Cape Pow)	20 @ 25		powdered	.....	12 @ 16	powdered	.....	@ 12
Aloes (Soc. Powd.)	40 @ 50		Chlorate, granular	.....	16 @ 20	Cantharadics powd.	.....	@ 1 25
Asafoetida	1 00 @ 1 25		Cyanide	.....	30 @ 40	Calomel	.....	1 25 @ 1 35
Asafoetida, Powd.	@ 1 50		Iodide	.....	2 85 @ 2 90	Capsicum	.....	20 @ 25
Pure			Permanganate	.....	15 @ 30	Carmine	.....	@ 2 50
U. S. P. Powd.	@ 2 00		Prussiate yellow	.....	30 @ 35	Cassia Buds	.....	@ 40
Camphor	55 @ 60		Prussiate, red	.....	50 @ 60	Cloves	.....	25 @ 30
Gualac	35 @ 40		Sulphate	.....	15 @ 20	Chalk Prepared	.....	6 @ 8 1/4
Gualac, Powdered	40 @ 50		Roots			Chalk Precipitated	.....	7 @ 10
Kino	@ 40		Alkanet	.....	15 @ 20	Chloroform	.....	38 @ 48
Kino, Powdered	@ 45		Blood, powdered	.....	20 @ 25	Chloral Hydrate	1 25 @ 1 45	
Myrrh	@ 40		Calamus	.....	35 @ 40	Cocaine	.....	4 15 @ 4 35
Myrrh, Powdered	@ 50		Elecampane, powd	.....	15 @ 20	Cocoa Butter	.....	50 @ 60
Opium	7 25 @ 7 50		Gentian, powd.	.....	12 @ 15	Corks, list, less	70 %	@ 85
Opium, Powd.	8 50 @ 8 75		Ginger, African	.....	15 @ 20	Copperas bbls cwt	.....	@ 5
Opium, Gran.	8 50 @ 8 75		powdered	.....	15 @ 20	Copperas, less	.....	@ 5
Shellac	25 @ 30		Ginger, Jamaica	.....	20 @ 25	Copperas, Powd.	.....	@ 6
Shellac, Bleached	30 @ 35		powdered	.....	22 @ 28	Corrosive Sublim.	1 25 @ 1 40	
Tragacanth	1 00 @ 1 25		Goldenseal, powd.	.....	@ 6 50	Cream Tartar	.....	28 @ 35
Tragacanth, Pow	60 @ 75		Ipecac, powd.	.....	2 75 @ 3 00	Cuttlebone	.....	25 @ 35
Turpentine	10 @ 15		Licorice	.....	14 @ 16	Dextrine	.....	7 @ 10
Leaves			Licorice, powd.	.....	12 @ 15	Dover's Powder	2 00 @ 2 25	
Buchu	1 85 @ 2 00		Orris, powdered	.....	25 @ 30	Emery, all Nos.	6 @ 10	
Buchu, Powd.	2 00 @ 2 25		Poke, powdered	.....	20 @ 25	Emery, powdered	5 @ 8	
Sage, bulk	18 @ 25		Rhubarb	.....	75 @ 1 00	Epsom Salts, bbls	.....	@ 1 1/4
Sage, 1/4 Loose	20 @ 25		Rhubarb, powd.	.....	75 @ 1 25	Epsom Salts, less	2 1/4 @ 5	
Sage, Powdered	25 @ 30		Rosinweed, powd.	.....	25 @ 30	Ergot	.....	1 50 @ 1 75
Senna, Alex.	25 @ 30		Sarsaparilla, Hond.	.....	@ 50	Ergot, powdered	1 80 @ 2 00	
Senna, Tinn.	15 @ 20		ground	.....	@ 50	Flake White	.....	12 @ 15
Senna, Tinn, Pow.	20 @ 25		Sarsaparilla Mexican,	.....	25 @ 30	Formaldehyde lb.	12 @ 15	
Uva Ursi	10 @ 15		ground	.....	25 @ 30	Gambier	.....	6 @ 10
Oils			Squills, powdered	.....	20 @ 25	Gelatine	.....	35 @ 45
Almonds, Bitter,	6 00 @ 6 50		Tumeric, powd.	.....	12 @ 15	Glassware, full cases	80 %	
Almond, Bitter,	@ 1 75		Valerian, powd.	.....	25 @ 30	Glassware, less	70 & 10 %	
Almonds, Sweet,	80 @ 1 00		Seeds			Glauber Salts bbl.	.....	@ 1 1/4
Almond, Sweet,	40 @ 50		Anise	.....	15 @ 20	Glauber Salts less	.....	2 @ 5
Amber, crude	25 @ 30		Anise, powdered	.....	22 @ 25	Glue, brown	.....	11 @ 15
Amber rectified	40 @ 50		Blrd, ls	.....	7 @ 8	Glue, brown grd	.....	10 @ 15
Anise	2 00 @ 2 25		Canary	.....	7 @ 10	Glue, white	.....	15 @ 25
Bergamot	@ 8 00		Caraway	.....	12 @ 18	Glue, white grd	.....	15 @ 20
Cajeput	@ 75		Cardamom	1 60 @ 1 75		Glycerine	.....	21 @ 30
Cassia	1 50 @ 1 75		Celery	.....	35 @ 40	Hops	.....	50 @ 80
Castor, bbls. and	12 1/2 @ 15		Coriander	.....	10 @ 15	Iodine	.....	35 @ 40
Cedar Leaf	@ 85		Dill	.....	18 @ 20	Iodine	.....	3 75 @ 4 00
Citronella	@ 60		Fennell	.....	@ 30	Iodoform	.....	4 80 @ 5 00
Cloves	1 75 @ 2 00		Flax	.....	4 @ 8	Lead Acetate	.....	12 @ 18
Cocunut	18 @ 20		Flax, round	.....	4 @ 8	Lycopodium	.....	60 @ 75
Cod Liver	1 00 @ 1 25		Poenugreek, pow.	.....	5 @ 7	Mace	.....	80 @ 90
Cotton Seed	70 @ 85		Lobelia	.....	5 @ 10	Mace, powdered	90 @ 1 00	
Croton	@ 1 60		Mustard, yellow	.....	9 @ 12	Menthol	13 00 @ 14 00	
Tinctures			Mustard, black	.....	9 @ 12	Mercury	.....	85 @ 90
Aconite	@ 60		Mustard, powd.	.....	20 @ 25	Morphine, all brd	4 55 @ 4 80	
Aloes	@ 60		Poppy	.....	15 @ 20	Nux Vomica	.....	@ 10
Arnica	@ 60		Quince	.....	@ 1 00	Nux Vomica pow	.....	@ 15
Asafoetida	@ 1 00		Rape	.....	6 @ 10	Pepper, black pow	20 @ 25	
Belladonna	@ 60		Sabadilla, powd.	.....	35 @ 45	Pepper, white	25 @ 35	
Benzoin	@ 70		Sunflower	.....	6 @ 8	Pitch, Burgundy	10 @ 15	
Benzoin Compound	@ 75		Worm American	.....	15 @ 20	Quassia	.....	10 @ 15
Buchu	@ 90		Worm Levant	.....	40 @ 50	Quinine, all brds	2 1/4 @ 3 1/4	
Cantharadics	@ 75		Seeds			Rochelle Salts	20 @ 26	
Capsicum	@ 65		Aconite	.....	@ 60	Saccharine	2 00 @ 2 10	
Cardamon	@ 75		Arnica	.....	@ 60	Salt Peter	7 1/2 @ 12	
Cardamon, Comp.	@ 75		Asafoetida	.....	@ 1 00	Selditz Mixture	7 @ 25	
Catechu	@ 60		Belladonna	.....	@ 60	Soap, green	.....	15 @ 20
Cinchona	@ 60		Benzoin	.....	@ 70	Soap, mott castile	10 @ 15	
Colchicum	@ 60		Benzoin Compound	@ 75	Soap, white castile	@ 6 25
Cubebs	@ 75		Buchu	@ 90	case	@ 6 25



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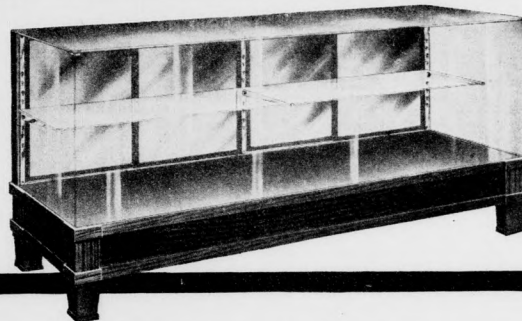
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GROCERY PRICE CURRENT

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ADVANCED

Turpentine—bbls.
Wheat—Kansas Hard

DECLINED

Coffee—Arbuckle
Barley—Holland
Opium
Pepper—Black

Index to Markets

By Columns

		1		2	
		AMMONIA		Clams	
		12 oz. ovals 2 doz. box 75		Little Neck, 1lb. @1 00	
		AXLE GREASE		Little Neck, 2lb. @1 50	
		Frazer's		Clam Bouillon	
A		11lb. wood boxes, 4 doz. 3 00		Burnham's, 1/2 pt. 2 25	
Ammonia	1	11lb. tin boxes, 3 doz. 2 35		Burnham's, pts. 2 75	
Axle Grease	2	3 1/2 lb. tin boxes, 2 doz. 4 25		Burnham's qts. 7 50	
		10lb. pails, per doz. 6 00		Fair	
B		15lb. pails, per doz. 7 20		Good	
Baked Beans	1	25lb. pails, per doz. 12 00		Fancy	
Bath Brick	1	BAKED BEANS		French Peas	
Bluing	1	No. 1, per doz. 45 @ 90		Monbadon (Natural)	
Breakfast Food	1	No. 2, per doz. 75 @ 1 40		per doz.	
Brooms	1	No. 3, per doz. 85 @ 1 75		Gooseberries	
Brushes	1	BATH BRICK		No. 2, Fair	
Butter Color	1	English		No. 2, Fancy	
		Jennings'		Hominy	
C		Condensed Pearl Bluing		Lobster	
Candles	1-2	Small C P Bluing, doz. 45		1 lb. 2 50	
Canned Goods	2	C P Bluing, doz. 75		Picnic Tails	
Carbon Oils	2	BREAKFAST FOODS		Mustard, 1lb. 1 80	
Catsup	2	Apetico, Biscuits 3 00		Mustard, 2lb. 2 80	
Chewing Gum	3	Bear Food, Pettijohns 1 95		Soused, 1 1/2 lb. 1 60	
Chicory	3	Cracked Wheat, 24-2 2 50		Soused, 2lb. 2 75	
Chocolate	3	Cream of Wheat, 36-2 4 50		Tomato, 1lb. 1 50	
Clothes Lines	3	Cream of Rye 24-2 3 00		Tomato, 2lb. 2 80	
Cocoa	3	Egg-O-See Wheat 2 75		Mushrooms	
Cocoanut	3	Posts Toasties, T. 2 80		Hotels	
Coffee	4	No. 2		Buttons, 1/2 15	
Confections	4	No. 3		Buttons, 1 25	
Cracked Wheat	4, 5, 6	Farinose, 24-2 2 80		Cove, 1lb. 90 @ 1 60	
Crackers	4, 5, 6	Grape Nuts 2 70		Cove, 2lb. 1 60 @	
Cream Tartar	6	Grape Sugar Flakes 2 50		Plums	
		Sugar Corn Flakes 2 50		Pears in Syrup	
		Hardy Wheat Food 2 25		No. 3 cans, per doz. 1 50	
		Postma's Dutch Cook 2 75		Peas	
		Holland Rusk 3 20		Early June	
		Kellogg's Toasted Rice		Early June sifted 1 45 @ 1 55	
		Biscuit 3 30		Peaches	
		Kellogg's Toasted Rice		No. 10 size can pie 3 25	
		Flakes 2 80		Pineapple	
		Kellogg's Toasted Wheat		Grated 1 75 @ 2 10	
		Biscuit 3 30		Sliced 90 @ 2 10	
		Krinkle Corn Flakes 1 75		Pumpkin	
		Maple-Wheat Flakes, 2 doz. 2 70		Fair	
		Maple-Wheat Flakes, 3 doz. 2 80		Good	
		Maple-Corn Flakes 2 80		Fancy	
		Minn. Wheat Cereal 3 75		Gallon	
		Algrain Food 4 50		Standard	
		Ralston Wheat Food 1 45		Warrens, 1 lb. Tall 2 30	
		Saxon Wheat Food 2 50		Warrens, 1 lb. Flat 2 40	
		Shred Wheat Biscuit 3 60		Red Alaska 1 65 @ 1 75	
		Triscuit, 18 1 80		Pink Alaska 1 35 @ 1 45	
		Pillsbury's Best Cerl 4 25		Sardines	
		Post Tavern Special 2 80		Domestic, 1/2 2 75	
		Quaker Puffed Rice 4 25		Domestic, 1/2 Mustard 6 1/2	
		Quaker Puffed Wheat 2 85		Domestic, 1/2 Mustard 7 1/4	
		Quaker Bkfst Biscuit 1 90		French, 1/2 18 @ 23	
		Quaker Corn Flakes 1 75		Shrimps	
		Victor Corn Flakes 2 20		Dunbar, 1st doz. 1 30	
		Washington Crisps 1 85		Dunbar, 1 1/2 doz. 2 35	
		Wheat Hearts 1 90		Fair	
		Wheatena 4 50		Good	
		Evapor'd Sugar Corn 90		Fancy	
		BROOMS		Fancy	
		Parlor 3 00		Strawberries	
		Jewel 3 70		Standard	
		Winner 4 25		Fancy	
		Whittier Special 4 55		Tomatoes	
		Parlor Gem 3 75		Good	
		Common Whisk 1 00		Fancy	
		Fancy Whisk 1 25		No. 10	
		Warehouse 4 00		CARBON OILS	
		BRUSHES		Barrels	
		Solid Back, 8 in. 75		Perfection	
		Solid Back, 11 in. 95		D. S. Gasoline	
		Pointed Ends 85		Gas Machine	
		Stove		Deodor'd Nap'a	
		No. 3 90		Cylinder	
		No. 2 1 25		Engine	
		No. 1 1 75		Black, winter 8 @ 10	
		Shoe		CATSUP	
		No. 7 1 00		Snider's pints 2 25	
		No. 4 1 70		Snider's 1/2 pints 1 35	
		No. 3 1 90		CHEESE	
		Dandelion, 25c size 2 00		Acme	
		CANDLES		Bloomington	
		Paraffine, 6s 10		Carson City	
		Paraffine, 12s 10		Hopkins	
		Wicking 20		Riverside	
		CANNED GOODS		Brick	
		3lb. Standards @ 90		Leiden	
		Gallon 2 50 @ 2 75		Limbinger	
		Blackberries		Pineapple 40	
		2 lb. 1 50 @ 1 90		Edam	
		Standards 2 50 @ 3 00		Sap Sago	
		Beans		Swiss, domestic	
		Baked 85 @ 1 30			
		Red Kidney 85 @ 95			
		String 70 @ 1 15			
		Wax 75 @ 1 25			
		Blueberries			
		Standard 1 80			
		Gallon 6 75			
		Yeast Cake			

CHEWING GUM.

Adams Black Jack	55
Adams Sappo	55
Beeman's Pepsin	55
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
Juicy Fruit	55
Red Robin	55
Sen Sen (Jars 80 pkgs, \$2.20)	55
Spearmint, Wrigleys	55
Spearmint, 5 box jars	2 75
Spearmint, 3 box jars	1 65
Trunk Spruce	55
Yucatan	55
Zeno	55
5 boxes one kind, 3c per box less.	

CHICORY

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

CHOCOLATE

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

CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 60 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 60 Braided Cotton	1 85
No. 60 Braided Cotton	2 25
No. 50 Sash Cord	2 00
No. 60 Jute	80
No. 72 Jute	1 00
No. 60 Sisal	85
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10

COCOA

Baker's	37
Cleveland	41
Colonial	35
Colonial, 1/2s	35
Epss	42
Hershey's 1/2s	30
Hershey's, 1/4s	28
Huyler	36
Lowmyer, 1/4s	33
Lowmyer, 1/2s	33
Lowmyer, 5 lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	36
Van Houten, 1s	65
Wan-eta	33
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	33

COCOANUT

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

6

Superba 8 1/2
 Triumph Cakes 16
 Vanilla Wafers 17
 Wafer Jumbles cans 18
 Waverly 10

In-er Seal Goods

Albert Biscuit per doz.
 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
 Coconut 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
 Frofana 1 00
 Ginger Snaps, N. B. C. 1 00
 Graham Crackers, Red 1 00
 Label, 10c size 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 50
 Premium Sodas 1 00
 Pretzettes, 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 N. B. C. 1 00
 Soda Crackers Select 1 00
 S. S. Butter Crackers 1 50
 Sheeda Biscuit 50
 Unedda Jinder Waverly 1 00
 Unedda Lunch Biscuit 50
 Vanilla Wafers 1 00
 Water Thin Biscuit 1 00
 Zu Zu Ginger Snaps 50
 Zwieback 1 00

Other Package Goods

Barnum's Animals 50
 Chocolate Tokens 2 50
 American Beauty 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 1 00
 Minaret Wafers 1 00
 Nabisco, 25c 2 50
 Nabisco, 10c 1 00
 Champagne Wafer 2 50
 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 6 1/2
 Evaporated, Choice bulk 7 1/2
 Evaporated, Fancy pkg. 7 1/2

Apricots

California 12 @ 14

Citron

Corsican 15

Currants

Imp'd 1 lb. pkg. 9
 Imported, bulk 8 1/2

Peaches

Muir's-Choice, 25 lb. b. 9
 Muir's-Fancy, 25 lb. b. 10
 Fancy, Packed, 25 lb. 18

Peel

Lemon, American 12 1/2
 Orange, American 12 1/2

Raisins

Cluster, 20 cartons 2 25
 Loose Muscatels 3 Cr 5 1/2
 Loose Muscatels 4 Cr 6
 L. M. Seeded, 1 lb. 7 @ 7 1/2

California Prunes

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

FARINACEOUS GOODS

Beans 7 1/2
 Michigan Lima 2 45
 Med. Hane Picked 1 75
 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 85
 3 containers (36) rolls 2 85
 5 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

Chester 2 60
 Empire 2 60

7

Peas 2 30
 Green, Wisconsin, bu. 2 30
 Green, Scotch, bu. 2 25
 Split, lb. 5

Sago

East India 5
 German, sacks 5
 German, broken pkg. 5

Tapoca

Flake, 100 lb. sacks 5
 Pearl, 36 pkgs. 2 25
 Minute, 36 pkgs. 2 75

FISHING TACKLE

1/2 to 1 in. 6
 1 1/4 to 2 in. 7
 1 1/2 to 2 in. 9
 1 3/4 to 2 in. 11
 2 in. 15
 3 in. 20

Cotton Lines

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

Linen Lines

Small 20
 Medium 26
 Large 34

Poles

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

FLAVORING EXTRACTS

Jennings D C Brand 90
 Terpeness Extract Lemon 75
 No. 1 F box, per doz. 75
 No. 2 F box, per doz. 75
 No. 3 F box, per doz. 1 75
 No. 4 F box, per doz. 1 75
 No. 5 F box, per doz. 1 75
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 No. 95 F box, per doz.

SPECIAL PRICE CURRENT

12

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

Smoking

All Leaf, 2 1/4 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52
 Banner, 5c 5 04
 Banner, 8 oz. 1 95
 Banner, 16 oz. 3 20
 Belwood Mixture, 10c 94
 Big Chief, 2 1/4 oz. 6 00
 Big Chief, 16 oz. 30
 Bull Durham, 5c 5 90
 Bull Durham, 10c 11 80
 Bull Durham, 15c 17 68
 Bull Durham, 8 oz. 6 72
 Bull Durham, 16 oz. 13 44
 Buck Horn, 5c 5 76
 Buck Horn, 10c 11 52
 Briar Pipe, 5c 6 00
 Briar Pipe, 10c 12 00
 Black Swan, 5c 5 76
 Black Swan, 14 oz. 3 90
 Bob White, 5c 5 95
 Brotherhood, 5c 5 95
 Brotherhood, 10c 11 80
 Brotherhood, 16 oz. 39
 Carnival, 5c 5 70
 Carnival, 3 1/2 oz. 39
 Carnival, 16 oz. 40
 Cigar Clip's Johnson
 Cigar Clip's Seymour
 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 27
 Corn Cake, 5c 5 76
 Cream, 50c pails 4 60
 Cuban Star, 5c foil 3 72
 Cuban Star, 16 oz. pails 70
 Chips, 10c 10 20
 Dills Best, 1 1/2 oz. 79
 Dills Best, 3 1/2 oz. 79
 Dills Best, 16 oz. 73
 Dixie Kid, 1 1/2 foil 39
 Duke's Mix, 5c 5 76
 Duke's Mix, 10c 11 52
 Duke's Cameo, 1 1/2 oz. 50
 Drum, 5c 4 95
 F F A, 3 oz. 4 95
 F F A, 7 oz. 11 50
 Fashion, 5c 6 00
 Fashion, 16 oz. 43
 Five Bros., 5c 5 60
 Five Bros., 10c 11 20
 Five cent cut Plug 29
 F O B, 10c 11 50
 Four Roses, 10c 96
 Full Dress, 1 1/2 oz. 72
 Glad Hand, 5c 1 44
 Gold Block, 1 1/2 oz. 39
 Gold Block, 10c 11 88
 Gold Star, 16 oz. 38
 Gail & Ax Navy, 5c 5 95
 Growler, 5c 4 42
 Growler, 10c 8 84
 Growler, 20c 1 85
 Giant, 5c 1 55
 Giant, 16 oz. 33
 Hand Made, 2 1/2 oz. 50
 Hazel Nut, 5c 5 76
 Honey Dew, 1 1/2 oz. 40
 Honey Dew, 10c 11 88
 Hunting, 1 1/2 & 3 1/2 oz. 10
 I X L, 5c 6 10
 I X L, in pails 32
 Just Suits, 5c 6 00
 Just Suits, 10c 11 88
 Killn Dried, 25c 2 45
 King Bird, 7 oz. 25 00
 King Bird, 3 oz. 11 00
 King Bird, 1 1/2 oz. 5 70
 La Turka, 5c 5 76
 Little Giant, 1 lb. 28
 Lucky Strike, 1 1/2 oz. 94
 Le Redo, 3 oz. 10 80
 Le Redo, 8 & 16 oz. 38
 Myrtle Navy, 10c 11 80
 Myrtle Navy, 5c 5 94
 Maryland Club, 5c 5 90
 Mayflower, 5c 5 76
 Mayflower, 10c 96
 Mayflower, 20c 1 92
 Nigger Hair, 5c 5 94
 Nigger Hair, 10c 10 56
 Nigger Head, 5c 4 96
 Nigger Head, 10c 9 84
 Noon Hour, 5c 1 44
 Old Colony, 1-12 gro. 11 52
 Old Mill, 5c 5 76
 Old English Curve 1 1/2 oz 96
 Old Crop, 5c 5 76
 Old Crop, 25c 20
 P. S. & Co., 30 lb. 19
 P. S. & Co., 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 11 80
 Peerless, 2 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. 60
 Sweet Lotus, 5c 6 00
 Sweet Lotus, 10c 12 00
 Sweet Lotus, per doz. 4 25
 Sweet Rose, 2 1/4 oz. 30
 Sweet Tip Top, 5c 2 00
 Sweet Tip 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. 28
 Standard, 7 oz. 1 68
 Seal N. C., 1 1/2 cut plug 70
 Seal N. C., 1 1/2 Gran 63
 Three Feathers, 1 oz. 63
 Three Feathers, 10c 10 20
 Three Feathers and
 Pipe combination 2 25
 Tom & Jerry, 14 oz. 3 60
 Tom & Jerry, 7 oz. 1 80
 Tom & Jerry, 3 oz. 8 75
 Trout Line, 5c 5 95
 Trout Line, 10c 10 00
 Turkish, Patrol, 2-9 5 76
 Tuxedo, 1 oz. bags 48
 Tuxedo, 2 oz. tins 64
 Tuxedo, 4 oz. cart. 96
 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 10 80
 Uncle Sam, 5c 2 20
 U. S. Marine, 5c 6 00
 Van Bibber, 2 oz. tin 88
 Velvet, 5c pouch 1 44
 Velvet, 10c tin 1 92
 Velvet, 5c 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, 3 oz. 40
 Wave Line, 16 oz. 5 75
 Way up, 2 1/2 oz. 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 22
 Hemp, 6 ply 13
 Flax, medium 24
 Wool, 1 lb. bales 6

VINEGAR

White Wine, 40 grain 8 1/2
 White Wine, 80 grain 11 1/2
 White Wine, 100 grain 13

Oakland Vinegar & Pickle
 Co.'s Brands.
 Highland apple cider .18
 Oakland apple cider .13
 State Seal sugar .11
 Oakland white pickling 10
 Packages free.

WICKING

No. 6, per gross 30
 No. 1, per gross 40
 No. 2, per gross 50
 No. 3, per gross 75

WOODENWARE

Bushels
 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 35
 3/4 lb., 250 in crate 45
 1 lb., 250 in crate 55
 1 lb., 250 in crate 65
 5 lb., 250 in crate 85

Wire End

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

Churns

Barrel, 5 gal. each 2 40
 Barrel, 10 gal. each 2 55
 Plow Boy, 14 oz. 4 50
 Pedro, 10c 11 80
 Round Head
 4 inch, 5 gross 50

14

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

Faucets

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

Mop Sticks

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

Pails

2-hoop Standard 2 00
 3-hoop Standard 2 35
 2-wire Cable 2 10
 Cedar all red brass 1 25
 3-wire Cable 2 30
 Paper Eureka 2 25
 Fibre 2 40

Galvanized

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 3
 Fibre Manila, colored 4
 No. 1 Manila 4
 Cream Manila 4
 Butchers' Manila 2 1/2
 Wax Butter, short cut 13
 Wax Butter, full count 20
 Wax Butter, rolls 19

YEAST CAKE

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

AXLE GREASE

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

BAKING POWDER

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

15

CIGARS
Johnson Cigar Co.'s Brand

S. C. W., 1,000 lots 31
 El Portana 33
 Evening Press 32
 Exemplar 32

Worden Grocer Co. Brand
Ben Hur

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

Old Master Coffee



Old Master 33
 San Marto 33
 Pilot 33

TEA
THE BOUR CO.
TOLEDO, O.COFFEE
Roasted
Dwinell-Wright Co.'s B'ds

White House, 1lb. 3
 White House, 2lb. 3
 Excelsior, Blend, 1lb. 3
 Excelsior, Blend, 2lb. 3
 Tip Top, Blend, 1lb. 3
 Royal Blend 3
 Royal High Grade 3
 Superior Blend 3

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; Fiebach Co., Toledo.

COCOANUT
Baker's Brazil Shredded

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

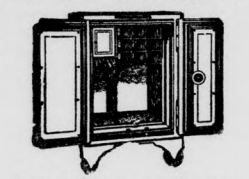
The only
5c
CleanserGuaranteed to
equal the
best 10c kinds

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

Prices quoted upon appli-
cation. Hammond, Standish
& Co., Detroit, Mich.

17

SAFES

Full line of fire and bur-
glar 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

Lautz Bros. & Co.
 Acme, 30 bars, 75 lbs. 4 00
 Acme, 25 bars, 75 lbs. 4 00
 Acme, 25 bars, 70 lbs. 3 80
 Acme, 100 cakes 3 00
 Big Master, 100 blocks 4 00
 German Mottled 3 15
 German Mottled, 5 bx 3 15
 German Mottled 10 bx 3 10
 German Mottled 25 bx 3 05
 Marselles, 100 cakes 6 00
 Marselles, 100 cks 5c 4 00
 Marselles, 100 ck toll 4 00
 Marselles, 1/2 box toll 2 10

Proctor & Gamble Co.

Lenox, 6 oz. 3 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
 Kirkolline, 24 4lb. 3 80
 Pearlline 3 75
 Soapine 4 00
 Baubitt's 1776 3 75
 Roseline 3 59
 Armour's 3 70
 Wisdom 3 80

Soap Compounds

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

Scouring

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

We Manufacture
Public Seating
 Exclusively

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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave. CHICAGO, ILL.

GRAND RAPIDS NEW YORK BOSTON PHILADELPHIA

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

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—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—An up-to-date shoe repairing shops in Romeo. Good business. Address J. McFarland, Romeo, Mich. 729

For Sale—A stock of general merchandise, invoicing about \$4,000. Sales about \$25 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

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

Merchandise sale conductors.—A. E. Greene Co., Box 266, Lansing. Advertising furnished free. Write for date, terms, etc. 549

Splendid grocery business for sale in Oklahoma town of 4,500. Most up-to-date store in state. Ladies rest room, private office, steam heat, electric light, water, two entrances facing different streets. Stock and fixtures invoice about \$4,000. Strictly cash proposition. No sacrifice. No trades, no agents. Reason for selling, going abroad. Address G, care Tradesman. 758

Dry Goods Man—Experienced buyer and Manager, wishes to invest \$2,000, with services, in established dry goods or general store. Southern Michigan, Northern Indiana or Ohio preferred. Address 760, care Tradesman. 760

Mr. Man—Do you want to sell out for cash? I handle the sale of stores, factories, business places and real estate. Write me if you want to buy, or sell. Established 1881. Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 398

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

For Sale—Oldest established hardware business in a live town of 1,200. Clean stock, desirable agencies, best possible location, moderate rent and satisfactory lease. The best hardware proposition in the State. Closest investigation invited by those who mean business, others need not write. Address C. C. H., care Tradesman. 766

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

For sale or exchange for improved farm. Ninety barrel flouring mill. Good location and doing a big and profitable business. Good residence goes with the property. Price \$12,000. Health reason for selling. Address No. 770, care Michigan Tradesman. 770

Must Sell Soon—240 acres; 200 in cultivation; 3-room house; near school; 6 miles from good town; 30 acres alfalfa land; price \$5,000. Robert L. Knie, Cordell, Okla. 772

Florida Realty—The best investments for 1913. Florida realty, the investor's Eldorado. We have no lands to "boost" but are the investor's confidential agent. We protect you in the best paying investments offered. Southern Investment Bureau, Arcadia, Florida. 757

For Sale—A general stock of hardware, paints and oils, in Grand Rapids, Michigan. Stock is well assorted, no old shelf-worn goods. Tin shop in connection. Will inventory about \$5,000. Best of reasons for selling. Address No. 755, care Tradesman. 755

For Rent—Store suitable for dry goods or general stock. No better store or location in the city. Good opening for dry goods store here now. H. M. Williams, Mason, Mich. 754

Wanted—For cash, stock of general merchandise, clothing or shoes. Address Box 112, Bardolph, Ill. 750

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

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

To Rent—Dyeing and cleaning plant complete. Up-to-date equipment, established business. Only one in town. Owner goes to Florida at once. Mrs. L. C. Millard, Citizens Phone, Belding, Mich. 775

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

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, Agt., Traverse City, Mich. 726

For Sale—Two 100 h. p. Kewanee locomotive type boilers, almost new. 100 h. p. high speed, tandem compound engine. 75 k. w. 250 volt D. C. generator. Newton Engineering Co., Iron Mountain, Mich. 751

Roof's advertising service. Catchy plates for retail merchants. One in a town only. Make your own design. Our price scale and specimens on application. One-half cost of others. Most catchy Roof, Albion, Indiana. 748

For Sale—Bazaar stock, with millinery in connection. Established 14 years. In small agricultural town in Northern Michigan. Entire stock will inventory about \$1,000. Will rent or sell building, as desired. Address No. 747, care Tradesman. 747

For Sale—First-class grocery, with \$1,500 stock and good trade. Also two nice two-story houses with three lots and one big barn. Address Geo. Karg, Battle Creek, Mich. 746

For Sale—Clean well-assorted stock men's and boys' clothing, shoes and furnishings. Will inventory \$20,000. The best corner location in growing town 2,300 population, with three good factories, surrounded with best farming country in Southern Michigan. Paying profit \$6,000 to \$7,000 year. Will sell to responsible parties, one-half down, balance on time. You can't afford to let this go by. I have other business that requires my attention. Address No. 780, care Tradesman. 780

Wanted—Name and location of the newest town in Michigan which has gas or electricity and water works. Must be new town, with bright future, not a city. Am looking for location for a dry goods store. Do not want to buy any old stock. Address No. 775, care Tradesman. 775

For Sale—First-class shoe stock in lively manufacturing town, excellent location, rent reasonable, liberal discount if sold soon. Business increase last year, \$3,290. Stock and fixtures about \$6,500. Must be seen to be appreciated. Good reason for selling. Address No. 782, care Tradesman. 782

For Sale—I can furnish formulas for toilet and household articles, stock and poultry remedies, and also have hundreds of special formulas for agency or mail order business. Write to W. L. Wyman, Ph. G., Analytical Chemist and Formula Inventor, Knox, Ind. 771

300 feet from the busiest corner in Grand Rapids. I have a new, first-class ground floor, double store, suitable for house furnishing, furniture or department store. Address Remington, 501 The Campau. 776

Send for our proposition to sell your business or farm property. Entire cost \$25. Pardee Business Exchange, Traverse City, Mich. 778

Timber Investors—All kinds timber and timber lands, all parts United States. For complete list write J. J. Crandall & Son, Wellsville, N. Y. 781

AUCTIONEERS.

Auctioneer—Stocks of merchandise closed out or reduced anywhere in U. S. or Canada; expert service, satisfaction guaranteed. For terms and date address R. G. Hollman, Harvey, Illinois. 763

Free—Investing for profit magazine. Send me your name and I will mail you this magazine absolutely free. Before you invest a dollar anywhere, get this magazine. It is worth \$10 a copy to any man who intends to invest \$5 or more per month. Tells you how \$1,000 can grow to \$22,000—how to judge different classes of investments, the real earning power of your money. This magazine six months free if you write to-day. H. L. Barber, Publisher, 433-28, W. Jackson Blvd., Chicago. 515

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

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

Auctioneers—We have been closing out merchandise stocks for years all over this country. If you wish to reduce or close out, write for a date to men who know how. Address Ferry & Calkin, 440 South Dearborn St., Chicago, Ill. 134

HELP WANTED.

Salesman Wanted—Experienced salesman, with good references, to travel in Iowa and Minnesota with our full line of warm footwear. Address Beatty Felting Co., Mishawaka, Ind. 759

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

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

Experienced salesmen, with dry goods following to carry line of tub silk waists. Also to carry line of silk petticoats. State territory wanted. References required. Smart Set Co. Pottstown, Pa. 774

Wanted—Men experienced in grocery and other mercantile lines to sell merchants the Champion complete accountant (fireproof-guaranteed), combination safe, desk, account system with money drawer and complete recorder; you can, without capital, build a permanent business and make more money selling this system than by having a store of your own. The Champion Register Co., 405 Society for Savings Bldg., Cleveland, Ohio. 769

Didn't Cost Them a Cent

Vicksburg, February 10—By reading an advertisement in your paper and following it up with a letter, we sold our stock of goods, invoicing between \$20,000 and \$30,000, without paying anyone a cent commission.

C. L. MAJOR & CO.

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

Clothing, dry goods, men's furnishings, and shoe stocks bought for cash; must be cheap. H. Kauffer, 376 Broadway, Milwaukee, Wis. 653

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

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

For Sale—General stock merchandise, \$15,000 required, located in town 2,000. Best farming section Central Michigan. Cleanest, safest investment, capable man. Everything favorable. Furnish references. Address 779, care Tradesman. 779

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

Cash will be paid for first-class stock of dry goods or general stock, from \$3,000 to \$6,000 in live town in Michigan with population of 1,000 to 2,000. Amount of business must be shown and stock and price right. Address J. B., care Michigan Tradesman. 743

To Exchange—200 acre farm in Perry Co., Ind., price \$6,500; want stock general merchandise up to \$4,500, balance cash or will take mortgage back on farm. Address J. C. Waggoner, Royal Center, Ind. 764

For Sale—Only drug store in Southern Michigan town. Population 300. Invoice \$1,500. New stock and fixtures. Good living rooms, neat and clean store on railroad. Will sell or rent store. Best of reasons for selling. Address Druggist, care Michigan Tradesman. 762

For Sale—California drug store; old established corner, on the best street and in the best live city in the State. Well stocked, good business, and moneymaker. Stock and fixtures invoice \$10,000; will sell for \$8,500. A bargain for the right man. Address W. L. Helke, Sacramento, Calif. 761

Blacksmith and wagon shop and tools for sale; building and lot. Write to Box 756, Eldorado Springs, Mo. 777

Bakery, with lunch counter preferred, city of 10,000 or more, near Lake Michigan or Detroit and vicinity. Turning out 1,000 or more loaves daily. Address R. W. Stanley, Three Oaks, Mich. 773

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

New York, Feb. 10.—Quietude continues in the spot coffee market, although there is, perhaps, a more confident tone than prevailed a week ago, owing to the better feeling in the option market. Quotations, however, show just about the same level as last week—13½¢ for Rio No. 7 and 15½¢ for Santos 4s. In store and afloat there are 2,596,233 bags, against 2,575,859 bags at the same time a year ago. A moderate sort of trade has been done in mild grades and there seems to be little disposition to shade rates if by so doing sales can be more easily made.

The business in the tea market is simply of a jobbing character. Neither buyer nor seller seems to be interested and both are, apparently, waiting for spring, whatever that may have in store. It is hoped that the new tea standards for the coming season will soon be given out by the new Board of Experts, so that dealers will know where they "are at."

Refined sugar has been moving with some degree of freedom, but buyers are loth to purchase ahead of requirements, so long as the tendency is to a lower rate. The quotations in general is 4.30c, although some have quoted 4.25c and some others 4.35c.

Rice is quiet as to demand and firm as to quotations. Mills in the South seem to have the situation in their own grip and this is so firm that buyers are holding off as long as possible. Prime to choice domestic, 5½¢@5½¢.

There is a better feeling in the spice market, especially so in nutmegs, cloves and pepper. Singapore black pepper, 10¾¢@10¾¢ for large lots; white, 17½¢@17¾¢.

Colder weather has given the molasses market a marked degree of activity and prices are well sustained. Good to prime centrifugal, 35¢@40c. Syrups are steady at 18¢@22c.

Canned goods are dull and there is no mistake about it. Neither spots nor futures seem to be of any interest. Quite a delegation has gone to attend the canners' convention at Louisville, but a good many of the big dealers are not in attendance. Maybe this convention will be a starting point for more enthusiasm in the market. Maryland tomatoes are quoted as low as 80c f. o. b. Baltimore, but some brokers advise careful inspection of goods bought at this figure. They think 85c is little enough. Future Maine corn is quoted by packers at 87½¢@90c, but buyers are not tumbling over each other to purchase. Packers are firm and say that they can not shade the rates named, as every element in the packing of goods has advanced. Little call exists either for spot or future peas.

Butter is steady at a decided advance over quotation a week ago, especially on top grades. Extra creamery, 37½¢@38c; firsts, 34¢@36½¢; process, 26¢@26½¢; factory, 22½¢@23½¢.

Cheese is steady with top grades 17½¢@18c. These are possibly a shade high, but stock is moving at the figures.

Eggs have been in good supply and quotations are slightly easier. Best Western, 25¢@27¢@29c; fresh gathered 27¢@28c; held stock, 20¢@21c.

Chirpings From the Crickets.

Battle Creek, Feb. 10.—Chas. Wood, a merchant at Augusta for a good many years, died very suddenly last week. He will be missed by the community which he served so faithfully for years.

We note that Lawrence E. Niendorf, of the firm of Chas. Niendorf & Son, druggists at Colon, is now managing an up-to-the-minute aggregation of young musicians, boys in their teens, who are making good and are known as the Colon Juvenile Band. The boys made a decided hit at their recent coming-out concert and they promise to become a very creditable organization, one of which the merchants and people of the little old town may well be proud. Here's success to them and all similar organizations.

Our car load lot salesman and gifted conductor, Wm. I. Masters, had to drive in from dear old Penfield one night last week because the clock he was going by was slow and the West bound local got away before he had time to pick up his samples and run. Some cold, too.

Mr. Perkiss, the elderly gentleman who ran the hotel and bus line at Homer, is dead. He passed away very suddenly a week ago Saturday.

W. B. Abrams, Tekonsha, is re-arranging his stocks and re-decorating his store. William is one of the prosperous merchants of Tekonsha and is ably assisted by his son, Walter.

Saturday, Feb. 15, is the date of our next meeting. Our business session will take place in the afternoon and work and entertainment in the evening. All you boys of 253, please make a special effort to be present, especially in the evening, as members of the Kalamazoo and Lansing Councils will be with us.

Chas. W. Moore entertained his brother from Jackson over Sunday.

B. T. Kent has been figuring on joining No. 253 for a long time. He may come in Saturday night. Ben is afraid we will be too rough. Cheer up, B. B. Aren't you used to hardware?

The writer is in receipt of a post card from S. P. Reese, who formerly ran a grocery store at Sturgis. He is now located in St. Augustine, Florida.

Farmers around Williamston are buying coal from the local mine for \$2.50 to \$4 per ton. How are these quotations, Mr. City Man?

Guy Pfander.

The Gasoline Situation.

A year ago to-day the wholesale price of gasoline in this market was 10c. Since Jan. 15 of this year it has been 16c. Coincident with the recent advance is an official item as to a decrease in 1912 in the production of crude oil. This decrease from 1911 was 250,000 barrels. The total production for the year was 220,000,000 barrels. The decrease not only shows a very considerable percentage of loss from that great total, but was accompanied by an increase in the demand for gasoline; hence the rapidly advancing wholesale price.

It is stated in the annual report, published by the Geological Survey, that in the Eastern oil-fields it was impossible last year to keep up with the great output that had been recorded for 1911—that is, the rate could not be maintained except through large additional discoveries of new pools of oil in the older fields. This Eastern decline was heavy, but it found an offset in an increase from California wells, those in the San Joaquin valley being in that year at the height of their production. Increases were also reported for wells on the Gulf of Mexico. But elsewhere in this country a steady drain was made on accumulated stocks of oil. At the end of the year, the stock on hand was 69,000,000 barrels, which contrasts with 81,789,000 barrels on hand on Jan. 1 a year ago. Statistics show that in the Russian fields also there was a decline last year in production, the amount of the decline having been 6,183,000 barrels. Already has the advance in price stimulated further production. Among the old deposits of western New York and Pennsylvania new drilling has been undertaken.

Weekly Review of Wholesale Dry Goods Trade.

Dry goods and general merchandise selling reflects a most healthful activity. Conditions are good and visiting merchants report favorable merchandising conditions at home, notwithstanding the mild winter. Blanket and heavy stock carried over are smaller than in many years.

Shipments of silk gloves, both from house and mill, are unusually large. Increasing demand points to an extraordinary season for long silk gloves. Many merchants are now asking for earlier deliveries.

Agents for Toile du Nord gingham and Imperial Chambrey have advanced their prices ½¢ per yard.

Sales of parcels for spring and immediate delivery orders for wash goods, including piques, crepes, plises, voiles, ratines, suiting and fancy poplins, are exceptionally large.

Lace curtains are selling well for immediate delivery, the increased demand for Nottingham curtains being particularly noticeable.

Rhinestone dress trimmings are immensely popular and indications point to an increasing demand as the spring season approaches.

Doesn't Want to Be Dead.

Carson City, Feb. 10.—I see in your paper of Jan. 29 that I, Albert N. Dumas, died Jan. 22 at Chesaning. Now, gentlemen, I wish to inform you that I am very much alive and doing business six days in the week. Would like you to so state in your paper. I sold my interest in Chesaning some three months ago and have located at Carson City. I was in Saginaw last week and my friends were very much surprised to see me again. I am of the opinion that it was a Mr. Gorden, of Oakley, of the firm of Gorden & Fillinger, who died on Jan. 22 of diphtheria. Kindly fix

this up in your next issue so that my friends will not think I have left this earth for good. Albert N. Duman.

Formerly of Dumas & Haley at Chesaning.

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

Buffalo, Feb. 12.—Creamery butter fresh, 32¢@37c; dairy, 22¢@30c; poor to good, all kinds, 20¢@24c.

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

Eggs—Choice, fresh, candled, 25c, at mark 24c; cold storage, candled 20¢@21c.

Poultry (live)—Turkeys, 18¢@21c; cox, 12c; fowls, 16¢@18c; springs 16¢@18c; ducks, 17¢@19c; geese, 15¢@16c. Poultry dressed, turkeys, 20¢@25c; ducks, 18¢@21c; geese, 15¢@16c; chicks, 17¢@20c; fowls, 16¢@18c.

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—50¢@60c per bu.

John Gowans, formerly a member of the firm of Gowans & Sons, soap manufacturers at Buffalo, died recently at the age of 79 years. The business was established by the father of the deceased in 1834, the same year, by the way, in which John Gowans was born. The deceased was active in the business from the time he was a young man until two years ago, when he practically retired. He was a man of strong individuality and carried into his business the precepts and practices of the Golden Rule. Wilbur S. Burns, of this city, has represented the house in Michigan for the past seventeen years.

BUSINESS CHANCES.

For Sale—Controlling interest in a profitable shoe store, old established, in best town in Northern Wisconsin; \$8,000 required. Write to F. A. Halbert, 233 S. Lake St., Duluth, Minn. 784

For Sale—Fine, slightly used outfit drug store fixtures, show cases, soda fountain, etc. G. Van Arkel, Muskegon Heights, Mich. 783

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