

MICHIGAN TRADESMAN

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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 26, 1913

Number 1536

Not Through Suffering

God never would send you the darkness,
If he thought you could bear the light;
But you would not cling to His guiding hand
If the way were always bright;
And you would not care to walk by faith,
Could you always walk by sight.
'Tis true He has many an anguish
For your sorrowful heart to bear,
And many a cruel thorn-crown
For your tired head to wear;
He knows how few would reach heaven at all
If pain did not guide them there.
So He sends you the blinding darkness
And the furnace of sevenfold heat;
'Tis the only way, believe me,
To keep you close to His feet—
For 'tis always so easy to wander
When our lives are glad and sweet.
Then nestle your hand in your Father's
And sing, if you can, as you go;
Your song may cheer some one behind you
Whose courage is sinking low;
And, well, if your lips do quiver—
God will love you better so.

Lend a Hand Anywhere

If you cannot on the ocean
Sail among the swiftest fleet,
Rocking on the highest billow,
Laughing at the storm you meet,
You can stand among the sailors
Anchored yet within the bay,
You can lend a hand to help them
As they launch their boats away.
If you cannot in the harvest
Garner up the richest sheaves,
Many a grain both ripe and golden
May the careless reapers leave.
Go and glean among the briars
Growing rank against the wall,
For it may be that their shadow
Hides the heaviest wheat of all.
Do not, then, stand idly waiting
For some greater work to do,
Fortune is a fickle goddess,
She will never wait for you.
Go and toil in any vineyard,
Do not fear to do or dare.
If you want a field of labor
You can find it anywhere.

Margaret E. Sangster.

TO-DAY is your day and mine; the only day we have; the day in which we play our part. What our part may signify in the great whole we may not understand; but we are here to play it, and now is our time. This we know: it is a part of action, not of whining. It is a part of love, not cynicism. It is for us to express love in terms of human helpfulness. This we know, for we have learned from sad experience that any other source of life leads toward decay and waste.

David Starr Jordan.



This is Horehound
Weather

YE "DOUBLE A"



OLDE FASHION

Horehound Candy

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

PUTNAM FACTORY
ORIGINATORS

National Candy Co.
Grand Rapids, Michigan



WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

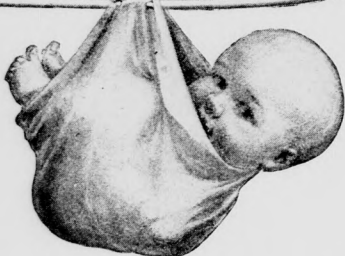
Grand Rapids

Kalamazoo

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



With Every
Tick of the Clock
Its Popularity
Increases

JUDSON GROCER CO.—Grand Rapids, Mich.

Wholesale Distributors of

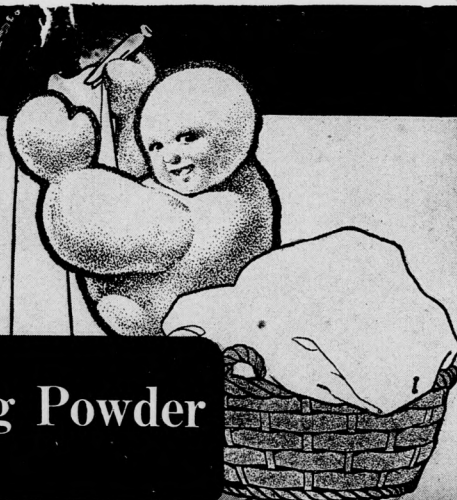
DWINELL-WRIGHT COMPANY PRODUCTS

next time

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

Lautz **Snow Boy** Washing Powder

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



MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, FEBRUARY 26, 1913

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SPECIAL FEATURES.

2. Excellent Suggestions.
3. Bankruptcy Matters.
4. News of the Business World.
5. Grocery and Produce Market.
6. Financial.
8. Editorial.
9. Boosting Cloverland.
11. Clothing.
12. Butter, Eggs and Provisions.
14. Woman's World.
16. Dry Goods.
18. Kind of Advertising That Helps the Dealer Most.
19. Review of Year's Work.
20. Shoes.
22. Stoves and Hardware.
23. The Commercial Traveler.
26. Drugs.
27. Wholesale Drug Price Current.
28. Grocery Price Current.
30. Special Price Current.
31. Business Wants.

NQT HIGHWAY ROBBERS.

The municipal coal yard, conducted under the auspices of the poor department because the city charter nor the State law would permit it to be carried on as a municipal enterprise, has served at least one good purpose. It has demonstrated that the Grand Rapids coal dealers have not been fattening off the necessities of the people. The retail price of coal is \$8.40 per ton, net. The city sells at \$7.50 a ton, net, and up to last week had disposed of about 150 tons of the so-called Scully coal, purchased at a cut rate from an unknown source of supply and with no guarantee of quality. The city has no taxes to pay, no rent, no overhead, makes no allowance for interest, takes no chances in the matter of collections, has no yard man, keeps no books and assumes no responsibility as to permanence of supply. Even the management of the business is looked after by the Secretary of the Poor Commission and his salary is paid by the poor department, instead of being charged against the coal account. With all these legitimate charges against the business eliminated, the city finds itself \$22 ahead of the game after the sale of 150 tons, and this apparent profit is subject to a reduction of about \$10 when the telegraph bills incurred in securing the supply are paid. With all the usual and legitimate elements of cost cut out the city nets about \$12 profit on a total volume of business of \$1,125, or approximately 1 per cent. If this same coal had been purchased from the retail dealers at current prices the sale price would have been \$1,260, or \$135 more than the municipal coal yard collected, or a little more than 10 per cent. of the volume of business transacted, and out of this 10 per cent. the dealer would have had his expenses to pay, including city taxes. Anybody familiar with business affairs will admit the margin is mighty close. The municipal enterprise has demonstrated that the Grand Rapids coal dealers are not highway robbers. On the contrary, they are doing business on

about as close a margin as it is possible and keep out of the poor house.

The municipal coal yard has not materially affected the big dealers who have their soft coal business, long term contracts and jobbing business to turn them a profit, but it has been disastrous to the small dealers who receive their supplies a car at a time and are practically dependent on quick sales at retail to carry them through. These small dealers have been practically put out of business by the municipal enterprise, and if municipal competition continues, it is but a question of time when only the big dealers will be left. The killing off of the small coal dealers should be of wider concern than merely to the coal trade. It is something the retail grocers, meat dealers, clothing merchants and dry goods men should consider. If the city can put the retail coal dealers out of business, what is to prevent some Alderman Connelly of the future going in for a municipal grocery and, with no expenses to bear, under-selling the legitimate trade? What is to prevent a municipal clothing store or dry goods store or meat market? With no expenses, not even for clerk hire or for telephone the city could clean out every retailer in town, no matter what his line or what prices he might make to the consumer. Retail merchants generally should resent the city's invasion of the coal business as a blow at legitimate business honestly conducted.

BETTER THAN GLASSNER BILL.

The popular and very human inclination to regulate other people is finding its latest expression in the Glassner bill, now pending in the Legislature, requiring those who would marry to first secure a certificate of health and fitness from a physician. This bill is framed along the lines of the very latest fad in high brow circles, so-called eugenics, and is designed to prevent the marriage of the idiotic, insane, criminal and otherwise undesirable. That the mating of these classes, and resultant propagation of the species, should be prevented, if possible, is hardly open to argument, but for the state to become a universal guardian for all who may be matrimonially inclined is not common sense. In the first place the requirement of a physician's certificate would be no obstacle in the way of marriages, for physicians can always be found who will certify to anything if thereby there is a fee to be earned, just as there are physicians willing to give prescriptions for whisky or morphine when it is made an object for them to do so, and just as it is always possible to find some preacher ready to perform the mar-

riage ceremony, no matter how obviously unfit the parties may be. The proposed eugenics law would be a nice source of income for the physicians, but as for protection to the public it would be a dead letter from the start. This is as to the practical side of the question. As to the ethical side, if people will enter upon the most sacred relations in life, heedlessly, thoughtlessly and without proper investigation, it is a question if they should not be left to the misery which their folly may bring to them without interference from a benevolent state. There are enough lessons in every day life and all around us as to how hasty marriages turn out to serve as warnings for old and young alike, but the mad frolic still goes on. This proposed eugenics law will not remedy the evil. If a practical remedy against hasty or unwise marriages be desired, why not adopt the methods of the Catholic church and require the publication of the bans for three weeks before a marriage, thus giving all the world notice that the marriage is contemplated, and at the same time giving those who are most interested a period for sober reflection before taking the solemn vows? This would be the best possible curb on the wiles of the adventuress and the designs of the depraved. The public which should have an interest in the marriage would then have a chance to look up records, investigate antecedents, and offer objections if ground for objection should appear, and a very large percentage of the undesirable weddings would be nipped in advance. With the publication of the bans required there would be an end to emotional marriages, love at first sight matches and similar every day episodes, and a long step would thus be taken in the reform of society. Requiring a medical certificate would be fine graft for the physicians and the unscrupulous physicians would be the ones to reap the largest share of the harvest, but there would be no added protection to the public welfare. The Glassner bill ought to be permanently pigeonholed. Another year the present fad of eugenics will have been forgotten, and the reform spirit which is now clamoring for the enactment of this measure will be hot on the trail of some other and entirely different evil.

You may not be in business for your health, but you lose your business if you lose your health.

There is just one step between failure and success, but that step must be upward.

One trouble we all have it in our power to avoid is regret.

DEMONSTRATED NONSENSE.

The State grange is said to have plans under consideration for the organization of co-operative societies in each county through which producers and consumers will deal in potatoes, beans, hay, fruit and other products of the farm. The idea is that through such organizations the consumer will have something taken from the high cost of living and that the producer will get something more than he now receives for what he has to sell. The plan is to cut out the middleman and to divide between the consumer and the producer what the middleman's profits might be. In theory and on paper this co-operative plan is one of the best things going, but those who are promoting ought to consider if what they are promising to accomplish does not come close to that blue sky which the State Legislature is trying to frame a law against. Co-operation among the farmers in every county for better quality, for better grading and packing, better standards and for wider and better markets should be encouraged in every way possible. Intelligent co-operation would, undoubtedly, save to producer and consumer the profits which some of the middlemen take. But direct dealing between consumer and producer on any other than the smallest scale and in small towns is demonstrated nonsense. The producer may think he wants more for what he brings to market, but he rarely thinks to do it by putting more value in his product in the way of quality. The consumer may complain at the high cost of living, but he still buys potatoes by the peck and wants them delivered at his door. The middleman's business is to buy in quantity and supply the consumer when and how he wants to be supplied, and as long as existing conditions continue the middleman will be a necessity, no matter how many co-operative associations may be formed by the grangers or anybody else. Considering the services they render, the middlemen in most of Michigan's commodities are very reasonable in their charges and, without them, producers would find themselves without a market and consumers without supplies during much of the year. Very few farmers but deal direct with the consumers when they can, and consumers are fond of dealing direct with the farmers when they can, but neither is equipped to do business in the way the other wants it conducted and the middleman is the only recourse, and as the middleman has to live like the rest of us he must take something for the work he does and the practical service which he renders, and this is equally true whether it be the grocer or the middleman.

EXCELLENT SUGGESTIONS

Made by President Neilsen at Flint Convention.*

It gives me much pleasure to greet you at this fifteenth annual convention of our Association and to congratulate you upon the enthusiasm shown, as indicated by the presence of so goodly a number of members.

In this, my annual report, I shall not endeavor to recapitulate the work and business transaction of the past year, because our worthy Secretary holds in captivity the records of such and he is simply humming with zeal to acquaint you with them. I will rather endeavor to speak about the future and place before you, briefly, certain thoughts and measures which I think should be taken up at this time.

We are, in our respective communities, I believe, successful men in business and, as such, we seek to impress the people as discounters and careful financiers and organizers of the best modern business methods; so it occurs to me—and I think it will appeal to you—that we bring to and adopt in this Association the same careful and prudent business methods and systems which have built up our business at home. If we agree upon this proposition, then we must also agree that the first, chief and most important factor in any business is capital. We cannot conduct a successful business unless we finance it properly. We cannot create and maintain a living body without a circulating medium to sustain it. The more frequent the demonstrations of life, the greater amount of the circulating medium.

Our Association must have a financial system adequate to the best needs of the organization as it is and sufficiently able to meet the necessary contingency of new members and the mode of obtaining them.

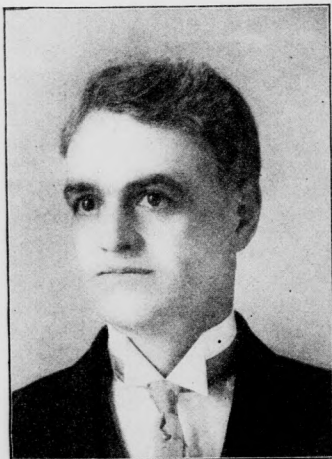
If there is anything at all of a business benefit to be obtained from this or any other association of business men, it is in the co-operation or entire sympathy of interest of the greatest number engaged in that business, and as we have in our corporate name limited ourselves to the State of Michigan, I believe we should not stop, nor even take a vacation, until we secure the sympathy and co-operation of every person in the State who is engaged in the business of retailing through local associations or otherwise.

To this end I would recommend that this Association elect a business manager, to be paid so much per month, to be under the direction of the Executive Committee of this Association, whose duty it shall be to devote his entire time to organization work—organizing local bodies and other such duties.

I believe it to be up to this convention to provide the ways and means of defraying such expense. If we can not do so, why pose as capable business men, drilled in the schools of finance and experience? To this end, will say that I have been

assured of financial support from various sources, outside of this Association, to create a fund for the purpose just spoken of, and it seems to me that we should now, at this convention, take such measures as shall be adequate to sufficiently fill and keep replenished such fund.

I would further suggest that a Publicity Committee be provided for, whose duties would be to see that all matters of interest or importance to the Association should be duly and properly published and to co-operate with the two papers, which have so loyally stood by us—Trade of Detroit, and Michigan Tradesman of Grand Rapids—and to the publishers of which I take this opportunity of tendering the thanks



of our Association. These periodicals have been our sole source of life and publicity between conventions and the question comes: Are we doing all we consistently should to compensate them? If not, it should certainly recommend itself as a matter for our consideration.

We have several items of annoyance before us in our daily avocations, prominent among which is the system known as "free deals," which should be strictly attended to at this convention, and in the redress of such and other matters which equal-tail business. I would suggest that a committee be provided for at this time, to be a standing committee, to adjust and arrange all matters affecting our Association, in connection with other associations, and with the Publicity Committee, suggesting to the officers of our Association the legislation necessary to the highest success of the organization.

Further, I believe that we as an Association should direct all honest effort towards advancing the interests of, and sympathizing with the "Home Advertising Bill," now being discussed by the business interests of the country and, in short, to take up before this convention:

1. Organization of local associations.
2. Minimizing expenses by means of co-operative delivery.
3. Shortening credits.
4. High cost of living.
5. Attractiveness in stocks.
6. Well dressed windows.
7. Sanitation of stores and stocks.
8. Mail order business.

As we look back at the amount of free advertising the mail order houses have received at the expense of the retail grocers of the country without organized effort, we cannot but conclude that our own time, individually, would have been much better spent to a purpose in meeting new ways, new ideas and new methods that the public demands.

If a man's heart is right, and he is proud of the occupation he has chosen, he will have no time to only find fault with his competitors, but he will "saw wood" all the time.

As we begin to carve our fortunes, the great trouble is too many of us awake to the fact that we have started out with mighty poor tools. That is the reason we are here, to improve them—the why of our Association, which, after all, is but the good old grindstone of experience, where exchange of ideas will wear off the rust, sharpen the wit, shimmer the wisdom, and we will become first class tools.

In conclusion, and more than all, let us keep out of the rut, or, perhaps I might say, the channel. The good old comfortable seat behind the stove of antiquity beckons us, but let us kick it out and become alert. Any change to modern methods that will enhance both our means and service of people, let us adopt and embrace. Make to-morrow better than to-day. Let each one ask: "Is my home town any better because I live in it? Is the Retail Grocers' and General Merchants' Association any better because I belong to it?"

Be true to yourself, have faith in yourself; then you will be true to everybody and everybody will have faith in you.

Chirpings From The Crickets.

Battle Creek, Feb. 24—Since 253's last meeting, many of our fellows have expressed a desire to hear or read the little poem mailed from Indiana to our Senior Counselor by Chas. R. Foster, and read at our little party by Brother Chas. Dye. I got a copy of the poem from Brother Foster last Saturday and herewith submit same for the enjoyment of our boys and the Tradesman's readers generally:

My Greetings.

I know you're there assembled,
You boys of Two, Five, Three,
And I hope some hearts are longing
For a face they will not see.

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.

Registered
U.S. Pat. off

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

MADE ONLY BY

Walter Baker & Co. Limited
DORCHESTER, MASS.
Established 1780



Wade's Great Gold Fish Offers

All Leading Department Stores Now Make a Specialty of
Gold Fish and Aquaria Supplies

Comb. A 144 Pint Fish Globes 288 Small Gold Fish 144 Boxes 10c Fish Food **\$14.40**

Comb. B 72 Quart Fish Globes 144 Med. Size Gold Fish 72 Boxes 10c Fish Food **\$10.00**

Comb. C 72 Half-gal. Fish Globes 144 Med. Size Gold Fish 72 Boxes 10c Fish Food **\$14.40**

One Dip Net and Sufficient Plant are Given with Each Combination
We Give 25 Extra Fish, to Retail at 10c Each, if Cash is Sent With Order

GLOBES BY FREIGHT

FISH BY EXPRESS

F. O. B. TOLEDO, OHIO

J. J. WADE & CO.,

TOLEDO, OHIO

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

*Annual address of President A. C. Neilsen before Retail Grocers and General Merchants' Association at Flint.

'Cause distance makes it awkward
For me to be at home
But my spirit's working with you
Though way down here I roam.

Now Indiana's good enough
To travel in, that's true,
But I'd rather be a helping
To put some new boy through.

I love to tell the meaning
Of the Letters, U. C. T.
And help some other traveler
The beautiful to see.

There's Unity and Charity
And "T" for Temperance
That builds for member's safety—
A wall of sure defense.

With Steele and Norm and Ed. and Guy,
And Bill and Whipple, too,
Perhaps you'll not need C. R. F.,
To put those fellows through.

But give them all the lectures fine,
And see that none's left out.
The tunnel dark, the B. & S.,
Or other trips enroute.

Then here's to Auto Council
And Kalamazoo, Law me!
But don't forget to give a cheer
For old Two-Fifty-Three.

Long live the Councils, one by one
The Counselor's wives and kin,
Long live our Counselor, Honest John,
Gold bless the likes of him!

Long live, I say, the traveling clan
And when we have to die
May Heaven open wide its gates,
And let all in—on high.

While Brother Foster was on his Indiana trip this time, he attended a regular meeting of Logansport Council and entertained the boys with his readings. He had to give the boys his word that on his next regular trip he would favor them again. Charles also entertained at Delphi, Ind., for the Brotherhood of the Methodist church. Last Saturday night he assisted the Steadman concert band with a programme at Augusta. We have not had Charles with us of late and we sort of envy the councils and friends who see and hear Charles while he is out on his territory.

Albert Abrams, son of W. S. Abrams, of Tekonsha, was a visitor in Battle Creek over Sunday.

John Q. Adams spent Saturday night with the U. C. T. boks at Traverse City. We are sure F. C. Richter will cover the meeting and report in these columns this week.

The Grand Rapids correspondent of the Tradesman wants to know if these columns can be used for advertising some special man and his business. Why not, if that particular man and his business is a good lesson to draw from?

Wayne Hornbaker, living in Grand Rapids and a member of 131, has had a well-earned promotion from the Hershey Chocolate Co., of Hershey, Pa. Mr. Hornbaker has been a district manager, with headquarters at Grand Rapids. In the very near future he will make his home in Des Moines, Iowa, and call on factory trade exclusively. This new position is a very desirable one and the best wishes of his many friends go with Wayne. He has become very well acquainted with the candy jobbers and their men in this section of Michigan and many of us who know Wayne, will miss him. This gentleman has been with the Hershey people less than two years and his rapid rise has been possible only by marked ability, close application to his duties and loyalty to his house. Mr. Hornbaker will be succeeded in this territory by J. W. Hathaway.

J. O. McIntire is calling on retail candy trade in Battle Creek. John

has been doing inside work for nearly two years and he reports that he is glad to see his old trade again.

Somebody sent George Steele a poem on sauer kraut. The horrid thing!

A Battle Creek attorney is a fairly good rum player, too. Hey Norm?

While we knew that Brother John Adams was not a singer and that he did not remain in one place long enough to get Herb. to tutor him up, we didn't know that Treves (John's son) was a second Chauncey Olcott. Treves is a Battle Creek high school student and recently, while entertaining some Kalamazoo high school boys, in company with other student friends, stepped into a 5 cent show. They all joined in assisting the soloist in singing the illustrated song, which took down the house. Good for you, Treves. Your dad has never been called a dead one and you, apparently, are a "chip off the old block."

The officers and executive committee of Battle Creek Council, No. 253, are requested to meet at Topping's studio on West Main street, at 3 p. m. next Sunday, March 2. Please be on time, as we have this time booked with Mr. Topping.

Our Senior Counselor suggests that we have the ladies with us again at our next regular meeting. Let us consider this as a happy thought and call it a go. The third Saturday in March, then, we will all get together. We have several candidates waiting, too. Our banquet has been postponed indefinitely on account of Brother Adams being away so much on official visits.

We want Brothers O. J. Wright, Chas. Skinner, Robt. Longman, R. L. Greenman and V. Phelps, especially, to be with us at our next meeting, as we want to know what you will do to make a local U. C. T. base ball club a success this coming season.

Guy Pfander.

Bankruptcy Proceedings in Western District of Michigan.

Feb. 18—In the matter of Palmer Auto Co., bankrupt, of Hart, the first meeting of creditors was held. No creditors were present or represented and the referee appointed W. E. Rollins, of Hart, as trustee, fixing his bond at \$250. Wm. G. Palmer and Phillip S. Palmer, each of the bankrupts, were sworn and examined by the referee and the meeting adjourned without day.

Feb. 19—In the matter of Martin J. Naerebout, bankrupt, a baker from Grand Haven, it appearing that there were no assets over and above the bankrupt's exemptions, an order was made closing the estate. No cause to the contrary having been shown by creditors, a certificate was made recommending that the bankrupt be granted his discharge.

In the matter of John Bos, bankrupt, a laborer of Grand Rapids, the first meeting of creditors was held. No creditors were present and no claims proved. The bankrupt was sworn and examined by the referee and, it appearing from such examination that there were no assets over and above exemptions, an order was

made that no trustee be appointed. Unless further proceedings are desired by creditors, the estate will probably be closed at the expiration of twenty days.

In the matter of Jacob S. Davis, bankrupt, formerly merchant at Manistee, a final dividend of 16¼ per cent. was declared for ordinary creditors. A first dividend of 5 per cent. was declared on April 9, 1912, making the total dividend for creditors 21¼ per cent.

Feb. 20—In the matter of Hans J. Fisher, bankrupt, druggist of Grand Rapids, the inventory and report of appraisers was filed, showing the following assets; at the appraised valuations:

Drugs	\$ 403.35
Cigars and tobacco	110.02
Candies	22.85
Toilets and perfumes	67.69
Patents	369.54
Sundries	302.92
Stationery	25.14
Furniture and fixtures	1,000.00
Book accounts	5.00
	\$2,306.21

Feb. 32—In the matter of Lithuanian Co-operative Store Co., bankrupt, formerly of Grand Rapids, the trustee, Chas. V. Hilding, of Grand Rapids, filed his final report and account showing a balance of cash on hand of \$1,242.47 and an order was made calling a final meeting of creditors to be held at the office of the referee on March 11, to consider such final report and account and for the purpose of declaring and ordering paid a final dividend for general creditors.

Feb. 24—In the matter of Ashley & Smith, bankrupt, merchants of

Howard City, the first meeting of creditors was held and, by unanimous vote, of creditors William B. Holden, of Grand Rapids, was elected trustee and his bond fixed at \$4,000. Glenn Vanderberg and W. H. Collins, of Howard City, and Herman Duyser, of Grand Rapids, were appointed appraisers. Fred Ashley and Walter J. Smith, each of said bankrupts, were sworn and examined and the first meeting then adjourned, without day.

In the matter of Simon Dosie, bankrupt, formerly merchant at Boyne City, a special meeting of creditors was held. The second report and account of Gerrit J. Wis-sink, trustee, was considered and approved, and a second dividend of 5 per cent. was declared and ordered paid to general creditors.

Feb. 25—In the matter of Mann-Watson & Co., bankrupt, formerly of Muskegon, a special meeting of creditors was held. The fourth report and account of John W. Wilson, trustee, was considered and approved, and a fifth dividend of 5 per cent. declared and ordered paid to general creditors.

Look before you leap, but keep on the jump.

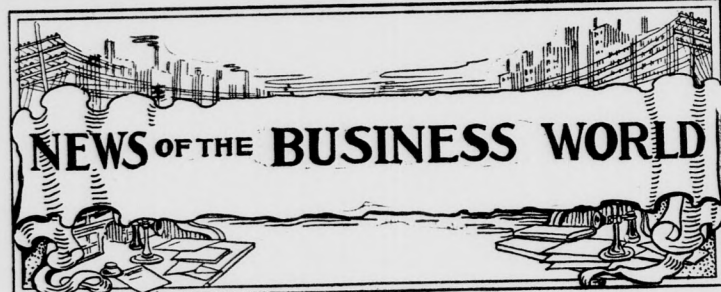
Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co. Burlington, Vt.



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



Movement of Merchants.

Wilmot—W. A. Williams will open a general store here March 1.

Northville—Dorsel Benton succeeds George Gillis in the flour and feed business.

Middleville—J. L. Rugg has added a line of groceries to his stock of general merchandise.

Greenville—The Greenville Lumber Co. has increased its capital stock from \$10,000 to \$15,000.

Pinconning—The Goldsworthy & Moreland Co. has changed its name to the Moreland Hardware Co.

Wayland—Tusch, Aleombrack & Frost succeed Fish & Stockdale in the implement and vehicle business.

Palo—C. B. Johnson has sold his stock of general merchandise to C. F. Wilder, who will continue the business.

Ravenna—The Ravenna Grocery & Livery Co. has added a line of general merchandise to its stock of groceries.

Hopkins—J. F. Slagel has sold his feed mill and lumber and fuel stock to W. F. Nicolai, who will continue the business.

Escanaba—Robert Norship, meat dealer, has filed a voluntary petition in bankruptcy. Liabilities, \$1,500; assets, about \$900.

Laingsburg—Mrs. Mary Collier, recently of Three Rivers, has purchased the millinery stock of Mrs. Marion Foland and taken possession.

Caro—W. W. Kellogg has sold his bakery and confectionery stock to W. H. Bechtel, who will take possession March 15, and continue the business.

Fennville—Ray F. Raymond has sold his stock of men's furnishing goods to Edward C. Foster, who will continue the business at the same location.

Iron Mountain—John Clash has purchased the A. L. Porter bankrupt stock of bazaar goods and consolidated it with his stock of teas, coffee and spices.

Colon—Fred S. Alley, formerly of Kalamazoo, has engaged in business here, carrying a stock of dry goods, women's and children's ready-to-wear clothing and carpets.

Bellevue—Davidson Bros., meat dealers, have dissolved partnership and the business will be continued by H. B. Davidson, who has taken over the interest of his brother.

Plymouth—William Gayde and Henry Fisher have formed a copartnership under the style of Gayde & Fisher and engaged in the implement and vehicle business here.

Charlotte—Arthur Vickery has purchased the interest of his partner,

Frank Beard, in the drug stock of Beard & Vickery and will continue the business under his own name.

Otsego—J. C. Baughman has taken over the interest of his partner in the second-hand stock of J. C. Baughman & Co. and will continue the business under his own name.

Hastings—Ralph H. Brown has purchased a half interest in the Floyd Brown Co. & steel, metal and plumbing stock and the business will be continued under the same style.

Caro—B. O. Andrews has purchased the general stock of merchandise at Carr's Corners, recently owned by S. A. Galbraith and will continue the business at the same location.

Kalamazoo—W. F. Neumister, who recently purchased the Bryant bakery has sold it to C. D. Pinckney and F. L. More, who have formed a copartnership and will continue the business.

Empire—S. T. Wells & Sons have purchased the Charles B. Ackerman furniture stock and will continue the business. Mr. Ackerman will continue the undertaking business under his own name.

Kalamazoo—P. B. Appledoorn's Sons, shoe dealers, have dissolved partnership and the business will be continued by P. B. and F. A. Appledoorn, who have taken over the interest of Ryer Appledoorn.

Hesperia—Guy Husband and Chas. Anderson have formed a copartnership and purchased the stock of the Eldridge Hardware Co. They will continue the business at the same location.

Kalamazoo—M. L. Nelson, recently of Detroit, has leased a store at the corner of Main and Burdick streets, which he will occupy March 1 with a stock of hats and caps under the style of the One Dollar Hat Store.

Parkville—E. J. Barnabee has sold his stock of general merchandise to A. I. Ulrich and Clyde Huff, both of Otsego, who have formed a copartnership and will continue the business under the style of Ulrich & Huff.

Orleans—DeWitt Wilbur lost his store building and stock of general merchandise by fire Feb. 21. Otto Schultz, meat dealer, lost his store building and stock in the same fire. Loss, about \$8,000, covered by insurance.

Fennville—George L. Dutcher & Son have purchased the J. P. Mohler & Co., furniture and undertaking stock and will remove it to the new store building which they have erected and consolidate it with their heating and plumbing stock.

Jackson—State Dairy and Food Commissioner Helme found the Otsego Hotel was serving oleomargarine without having the proper signs posted and has caused the arrest of the proprietors and they have been bound over to the Circuit Court.

Jeddo—The Jeddo Hardware Co., which went into bankruptcy last week, has been taken over by George Hartshorn and Fred Keeney of Port Huron. The business will continue at the old stand and under the same name. Mr. Keeney will be manager.

Ypsilanti—Harlow D. Wells, aged 59, at one time Postmaster and Mayor of this city, died Feb. 24, of heart trouble. He has conducted a grocery store here for many years and was noted for his honesty and square dealing with the public. He was a member of several fraternal organizations.

Detroit—Picard & Picard, dealers in men's furnishings and manufacturers of shirts, have merged their business into a stock company under the same style with an authorized capital stock of \$40,000, all of which has been subscribed and paid in in property.

Calumet—Vertin Bros., conducting a department store, have merged their business into a stock company under the style of Vertin Brothers & Co., with an authorized capital stock of \$100,000 common and \$100,000 preferred, of which \$150,000 has been subscribed, \$11,157.34 paid in cash and \$137,842.66 in property.

Lapeer—S. A. Lockwood has taken into partnership with him George Cary, who recently dissolved partnership with Frank Thompson in the mercantile business. The new Lockwood & Co., which is located in the first floor of the Masonic temple, will conduct in connection with their department store a wholesale mercantile business.

Bay City—The Estate of Matthew Lamont has been merged into a stock company under the style of Matthew Lamont's Sons Co., to operate a wood working plant, erect, remodel and repair buildings and to buy and sell forest products, with an authorized capital stock of \$60,000, all of which has been subscribed and paid in in property.

Owosso—Clarence Shields, poultry dealer, claims to have \$6,468 in an Owosso bank and to have total assets of \$12,140 while his debts amount to only \$4,621, but he has filed a petition in bankruptcy in the United States Court at Bay City. It is the first time on record, so far as the court officials know, where a man claimed to be bankrupt when he had more than enough money to pay all of his debts, and his total assets were considerably more than double his liabilities.

Manufacturing Matters.

Kalamazoo—The Burden Broom Co. is building a two-story addition to their factory.

Detroit—The San Telmo Cigar Manufacturing Co. has increased its capital stock from \$110,000 to \$500,000.

Jackson—The Hastings Motor Shaft Co. has changed its name to the Jackson Motor Shaft Co.

Kalamazoo—The capital stock of the Michigan Sanitary Cloth Co. has been increased from \$5,000 to \$10,000.

Charlotte—The capital stock of the Charlotte Manufacturing Co. has been increased from \$30,000 to \$55,000.

Woodland—The Woodland Creamery has been taken over by the Hastings Crystal Creamery Co., which will open it March 1.

Detroit—The Monarch Motor Car Co. has engaged in business with an authorized capital stock of \$30,000, of which \$20,000 has been subscribed and paid in in property.

Freeport—The Farmers' Co-Operative Creamery Co., Ltd., has engaged in business with an authorized capital stock of \$2,500, of which \$1,300 has been subscribed and paid in in cash.

Constantine—The Inland Foundry Co. has been incorporated with an authorized capital stock of \$75,000, which has been subscribed, \$500 being paid in in cash and \$74,500 in property.

Cheboygan—The E. H. Stafford Manufacturing Co., of Chicago, operating a mill at Sand Bay, Bois Blanc Island, last year manufactured 10,000 feet of pine, 20,000 feet of hemlock and 1,500,000 feet of hardwood lumber.

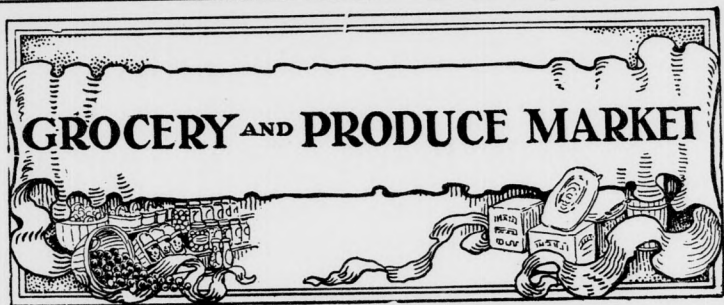
St. Louis—The Admiral Motor Car Co. has engaged in business with an authorized capital stock of \$40,000 common and \$10,000 preferred, of which \$28,250 has been subscribed, \$7,500 paid in in cash and \$20,000 in property.

Ovid—The citizens of this place have given the Fox & Mason Furniture Co., of Corunna, an unconditional bill of sale of their three-story and basement brick factory building in consideration of the removal of the plant here.

Detroit—The King Motor Car Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$200,000, of which \$150,300 has been subscribed, \$27,564.76 being paid in in cash and \$122,735.24 in property.

Allegan—Albertus Kolvoord and James H. Fairfield have succeeded by purchase to the whole business of the Allegan Milling Co., of which they have heretofore been a part. They will operate two large mills and keep up all the brands and lines of the old company. Both have been in the milling business many years, beginning at the very bottom and rising to the top.

Saginaw—J. T. Wylie & Co. have taken over the Bliss & Van Auken sawmill property, consisting of sawmill, planing mill, flooring mill and salt works, operated by the last-named company for the last twenty-three years. Wylie & Co. have been furnishing Bliss & Van Auken about 12,000,000 feet of saw logs annually for the last ten years for supply of the mill. They will operate the plant and bring the logs to the mill by rail.



The Produce Market.

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

Bananas—Have advanced to \$2.50 per 100 lbs.

Butter—The market has been dull and commission men state it is almost impossible to sell any great quantity of even the best grades at full quotations. The consumptive demand is normal for the season, and the quality arriving shows more or less winter defect. The percentage of strictly fancy butter is light and stocks in storage are being depleted as much as can be expected. Fancy creamery commands 36c. 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; \$2.90 per crate for Florida.

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

Eggs—Receipts of fresh are increasing, as is the consumptive demand. The receipts are, in fact, absorbed on arrival, and conditions are exactly the same as a week ago except that the price is still lower. Local jobbers pay 17c for strictly fresh candled stock. It would seem that the grocer might talk eggs in comparison with meat at the present time as a great saving to the consumer.

Grape Fruit—\$3.25 per crate for 36s and \$3.50 for all other sizes.

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

Green Onions—35c per dozen for Southern.

Hogs—9@10c for dressed.

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 \$1.40 per crate. Home grown command 40@50c per bu.

Oranges—California Navels, \$3.50@4 per box for unfrosted and \$2.50 for frosted; 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 12½@13c 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 liveweight. Dressed are 2c higher.

Squash—\$1.50 per bbl. for Hubbard.

Sweet Potatoes—Kiln dried Jerseys,

\$5 per bbl.; Delawares in bushel hampers, \$1.75.

Tomatoes—\$3.25 per crate of 6 baskets—Florida.

Veal—Buyers pay 10@12c, according to quality.

The man who gets the most out of life is the man who lives to learn. An old man, walking by the banks of a river, said to his grandson: "See this river, my child. It has a different interest for each one of us. That man yonder thinks of it merely as a place to fish. The boys down there think of it as a swimming-pool. The man who owns the sawmill considers it a part of his workshop. Those young people in the launch think of it as a pleasure stream. The farmer finds that it enriches his fields. The cows come down to drink. The old settlers tell us of a battle that was fought near the bend. You and I find it a many-sided object lesson. You are soon to go out into the world and you will find life like this river. You will observe that every man thinks of it from his own standpoint. Some are idlers along the banks waiting for chance to bring them what they want; some row up the stream and some flow down; some find refreshment, some only pleasure; some see only a hard work; and some are looking back at the past, thinking of the battles that have been fought in years gone by. But you and I will find it a great object lesson—a school where all the activities of men and women become lessons, and where progress in wisdom and goodness is the chief motive in all that we do."

A few days since a John Hopkins professor came home from Europe, carrying in a hand satchel \$23,000 worth of radium. He was not burdened by the mineral, for it was about the size of half a split pea and could have been placed on the end of a penknife. No extra baggage was needed for its transportation across the sea, but its bringing means that the professor and physician has the largest amount of the mineral of any individual in the world, for he had already about \$27,000 of the precious stuff.

The world may owe you a living, but you will have many an anxious moment collecting it.

It isn't necessary to have an automobile to run down one's neighbors.

The Ignition Starter Co. has changed its name to the Lisco Co.

The will of the people has disheartened many a candidate.

The Grocery Market.

Sugar—Raws are firm at 3.48. New York refiners are getting 4.30 f. o. b. N. Y., except Federal, which offers to accept orders for immediate shipment at 4.20. Michigan refiners are holding at 4.20. The price of sugar has reached so low a point that grocers in some parts of the country are disposed to speculate a little. Conditions are such that it is hardly possible there will be any material advance soon.

Coffee—Rio and Santos grades are 1c lower than they were a few weeks ago. The marketing of the valorization coffee and various speculative elements have caused the decline and the market is not in a satisfactory condition to large holders. The demand is very light. Mild coffees have felt the weakness in Brazils to some extent and are easier. Java and Mocha are unchanged and dull.

Canned Fruits—Nearly every line is selling at reasonable prices, but the pack in California was not excessive last year and it is possible that there will be an advance later in the spring.

Canned Vegetables—Tomatoes are on about the same level as at the opening of the season. Trade has been quite active during the present month and with the increase in demand during April and May the market may strengthen to some extent. There is not a very great chance of corn advancing, especially the ordinary grades, as stocks are still large. There is an opportunity for the grocer who wants to combat the talk about the high cost of living, by talking corn. There are still a great many poor quality peas on the market and jobbers are of the opinion that it will be hard to move some of these even at extremely low prices.

Canned Fish—Domestic sardines are firm and in fair demand. Lobster prices are higher than in 1912 and the market is very firm. The trade in pink salmon shows such an increase over other years that it is thought possible prices may advance later in the season. The pack, however, was very large during the season of 1912.

Dried Fruits—Reports from the Coast are to the effect that the export demand has cleaned up stocks of apricots very close and it would seem that the present is a good time for the retailer to buy for future needs. Prunes are decidedly easier and can be quoted probably a cent a pound cheaper on the four sizes than a month ago. A smaller premium is also being asked for large sizes. Lack of demand appears to be the main reason. Peaches are in small demand at unchanged prices. Raisins are selling at a very low figure, but higher prices are not expected as the 1912 crop was large with a large carry-over from 1911. Hallowii dates are unusually cheap, the quotation in a large way now being around 4c per pound. Currants are unchanged and in fair seasonable demand.

Rice—Prices are unchanged, but the market is holding firm. Millers

are said to be holding their stocks firm at present quotations.

Spices—Trade is fair on most varieties and as there is not liable to be any change made in the duty during the present session of Congress no immediate changes are looked for.

Cheese—The market has advanced ¼c during the week at some points. The local trade shows increased outlet, and it looks now as if any change would be an advance.

Salt Fish—Cod, hake and haddock are unchanged and in fair demand. Mackerel of all grades is moving fairly well, owing to the Lenten demand, and prices show no quotable change, except that No. 1 Norways are a trifle firmer. Stocks in some varieties of smoked fish are showing some shortage and it is possible that before the season closes it will be impossible to get supplies.

Provisions—Smoked meats are ¼c higher. Pure lard is firm at an advance of ½c, and with a good consumptive demand. Compound lard is steady and unchanged. Barreled pork is firm and unchanged, with a fair consumptive demand. Dried beef shows an advance of ½c. Canned meats are firm and moderately active.

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

Buffalo, Feb. 26—Creamery butter fresh, 32@36c; dairy, 22@30c; poor to good, all kinds, 18@24c.

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

Eggs—Choice, fresh, candled, 21@21½c, at mark 20½@21c; cold storage, candled, 17@18c.

Poultry (live)—Turkeys, 18@21c; cox, 12c; fowls, 16@17c; springs, 16@17c; ducks, 17@19c; geese, 15@16c. Poultry dressed, turkeys, 20@25c; ducks, 18@20c; geese, 15@16c; chicks, 17@19c; fowls, 16@17½c.

Beans—Red kidney, \$2.25; white kidney, new \$3.25; medium, new \$2.40@2.45; narrow, new \$3.25@3.35; pea, new, \$3.40@2.45.

Potatoes—55@60c per bu.

Ann Arbor—Articles of incorporation have been filed by the Ann Arbor Piano Co., which will replace the Ann Arbor Organ Co. The capital stock is \$110,000. The re-organization has been accomplished for the purpose of regenerating the business. The organ company went into the hands of a receiver, although the company was solvent. The sale of the plant was finally ordered and the seven men whose names appeared on the company's paper bid in the property.

Herbert P. Belknap has purchased the lumber yard of Dallavo Bros., at Greenville, and will merge the business into a stock company under the style of the Belknap Lumber Co. The corporation will have a paid-in capital stock of \$25,000. Mr. Belknap will be President and J. B. Snyder, of Chicago, will be Secretary.

Armstutz & Weaver have engaged in the hardware business at Crystal Valley. The Michigan Hardware Co. furnished the stock.



Needed Reforms the Comptroller Is Insisting Upon.

The Comptroller of the Currency, Lyman O. Murray, has done much in the last four years to put banking on a safer and saner basis. One after another he has taken up the evils or unwise methods in banking and applied corrective measures. He has called time on figure head, dummy and absentee directors. He has placed a curb on overdrafts. Directors who are themselves large borrowers have received attention. His latest stand is against the declaration of dividends by banks until the money has been actually earned. In a letter of instruction to the National bank examiners Comptroller Murray calls their attention to that part of the National banking law which relates to dividends and asks that it be strictly enforced. The law provides that no dividend shall be paid by a National bank "to an amount greater than its net profits then on hand, deducting therefrom its losses and bad debts." The law then defines a bad debt to be "all debts due to any association on which interest is past due and unpaid for a period of six months, unless same are well secured and in the process of collection." When losses have been incurred by a bank equal to its profits any dividends paid must necessarily come out of surplus or capital. When the surplus is less than 20 per cent. of the capital it cannot be lawfully drawn upon for the payment of dividends, and the law specifically forbids impairment of capital for the payment of dividends. The Comptroller feels that the first and great aim of the directors should be not to pay dividends, however pleasing such distribution may be to stockholders, but to build up a surplus that will make the bank strong enough to stand all ordinary shocks upon its stability. In this position he will find the Grand Rapids bankers heartily endorsing him. His latest instructions are in fact right in line with what has always been the Grand Rapids policy. Some of the local banks are now paying fairly liberal dividends, but they have been building up their surpluses for years, getting ready for the generous policy that is now possible. And it is the only way. The letter of the Comptroller regarding dividends among other things impresses upon directors their responsibilities in the premises. "And in case of such violation of the law every director who participated in or assented to the same shall be held liable in his personal and individual capacity for all damages which the association, its shareholders or

any other person shall have sustained in consequence of such violation," is the way the letter reads. And there is no reason to believe but that the Comptroller means it.

New Jersey is no longer to be the happy home of the trusts. Laws have been enacted during the present session of the New Jersey Legislature which are designed to put an end to the free and easy corporation methods of the past. One of these laws puts a ban on "holding companies." The holding company, it may be explained, is a handy device for the control of widely scattered properties through ownership of the stock in the individual enterprises. It may be an operating company as well as holding, as in the case of the United States Steel Corporation or it may be merely the disburser of the earnings of the individual enterprises. An example of the latter is the American Light and Traction company, in which Grand Rapids investors are largely interested. The constituents of American Light and Traction, one of which is the Grand Rapids Gas Light Co., are independently conducted, with local managers and directors, but all the earnings go to the parent company, which holds the stock in the local company. The new law makes the organization of such companies impossible under New Jersey laws in the future. Such companies now existing can continue to do business, but they cannot expand, enlarge their operations or take in new properties. The American Light and Traction, it is believed, will not be affected, except as it may be prevented from adding to the list of properties owned. The holding company, however, will not be entirely wiped out, as there are still other states under which such corporation can be organized. The Commonwealth Power Light and Railway Company is organized under the laws of Maine, although Michigan Light, one of its important constituents, is a New Jersey corporation. United Light and Railways is also a Maine corporation. American Public Utilities is organized under the laws of Delaware. If Maine and Delaware become hostile, doubtless other states will be found which will afford a harbor and refuge for this form of incorporation. In the case of gas, electric light and street railway properties the holding company does not represent any great evil, except as it may make easy the concealment of exorbitant earnings of a local utility, but there are great possibilities of evil in it in other directions as a

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Public Utility Preferred Stocks

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Per Cent
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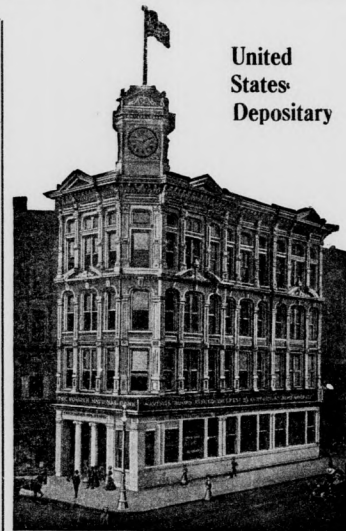
United
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Commercial Deposits

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Per Cent
Interest Paid
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Deposit
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Surplus
and Undivided
Profits
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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

method of combination in restraint of trade, price fixing and similar practices.

Frank S. Coleman, Vice-President of the Grand Rapids Savings, has gone to Rochester to visit a sister for a week and will take a Southern trip before returning home.

Eugene D. Conger, Vice-President of the People's Savings, is planning to build a bungalow on his farm south of the city, with a view to making it his summer home. He can make the trip from the farm to the bank in a matter of 35 minutes, and figures that this is not much more than the 20 minutes it takes him to walk down in the morning from his residence. Mr. Conger's farm is said to be a very fine piece of acreage, but he has not been very active in inviting his friends out to see it.

Chas. B. Kelsey, Vice-President of the Commercial, has gone to Mississippi to play golf with a view to getting into form for an early opening of the golf season here.

L. H. Withey has gone to California to spend two months. He took his touring car along.

Just to prove that the California orange crop was not a total wreck T. Stewart White last week sent Dudley E. Waters a box containing a large orange tree branch fairly laden with fine fruit. There were about forty oranges on the branch, and they were of fine quality.

The Kent State Bank will move its Monroe avenue branch from the corner of Lyon to the offices of the Nelson-Matter Furniture Co., a block further north, about April 1, there to remain until the north section of the new Pantlind, in which it will have permanent offices, is completed, which will be on May 1 next year. The hotel building contracts will be awarded as soon after March 10 as the bids can be compared and the raising of the old building will begin almost immediately.

The Commercial Savings Bank is considering building plans, with two lines of action to choose between. One plan is to build an exclusive banking building, probably of two stories and of ornamental design. The other is to enter into an arrangement with the promoters of the interurban terminal whereby the bank will bear its share of the cost in the erection of a modern sky scraper, retaining title to the real estate, occupying the corner for itself and leasing the upper floors to be used for what ever purpose the other buildings are to be used. The Bank will not sell its corner, but will work in harmony with the other interest.

Impoverishes the Community.

Sending all the funds available for investment and most of the enterprising and intelligent young people away inevitably impoverishes any rural community.

This is precisely what the country town and the farm have been doing for years. Have they any just complaint to make to anybody else for the result?

Much of the brain and brawn of the city to-day was the brain and brawn of the country yesterday; and it is the irony of fate that the country merchant and the farmer have sent to the city their own flesh and blood to encompass the death and destruction of the rural community to which they are indebted for their health, their wealth and whatever of ability they may possess to succeed in what they may undertake.

Every modern, enterprising business man knows the greatest handicap he can possibly suffer is lack of capital or of surplus earnings for extending his operations and for taking advantage from time to time of opportunities that are presented for expansion. In periods of panic when the banks and other financial institutions and interests withdraw their funds from circulation and deprive business concerns of the money that is indispensable to the free production and movement of commodities business comes to a standstill.

More than \$40,000,000 worth of agricultural implements were exported from the United States to foreign countries in the year just ended. Twenty years ago the exports amounted to \$4,000,000, and ten years ago it was \$18,000,000. All the world buys American agricultural implements. Mowers and reapers went last year to more than seventy-five countries and colonies, while other classes of agricultural implements were widely distributed in the year's export trade. Russia is the largest single buyer of our agricultural implements the value of the exports there having been approximately \$10,000,000 to Canada and about \$8,000,000 each to France and Germany. American mowers and reapers were in special demand in Russia while in plows and cultivators Canada and Argentina were the largest purchasers.

Encouraging.

"I can't understand how you have the presumption to think I would permit my daughter to become your wife."

"It does seem rather surprising, I suppose; but cheer up. You're not half as bad upset as I was when she suggested it to me."

Quotations on Local Stocks and Bonds.		Bid.	Asked.
Am. Gas & Elec. Co., Com.	82	85	
Am. Gas & Elec. Co., Pfd.	45	47	
Am. Light & Trac. Co., Com.	380	385	
Am. Light & Trac. Co., Pfd.	107	110	
Am. Public Utilities, Com.	64	66	
Am. Public Utilities, Pfd.	77	78	
Can. Puget Sound Lbr.	3	3	
Cities Service Co., Com.	137	140	
Cities Service Co., Pfd.	87	89	
Citizens' Telephone	92	93	
Commercial Savings Bank	200	201	
Comw'th Pr. Ry. & Lt., Com.	69	70	
Comw'th Pr. Ry. & Lt. Pfd.	89	91	
Elec. Bond Deposit Pfd.	76	79	
Fourth National Bank	212		
Furniture City Brewing Co.	60		
Globe Knitting Works, Com.	125	135	
Globe Knitting Works, Pfd.		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.,	30	35	
Macey Company, Pfd.	97	100	
Michigan Sugar Co., Com.		55	
Michigan State Tele. Co., Pfd.	100	101½	

National Grocer Co., Pfd.	90	91
Old National Bank	208½	
Pacific Gas Elec. Co., Com.	58	60
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	21	23
Tennessee Ry. Lt. & Pr., Pfd.	75	77
United Light & Railway, Com.	82	85
United Lt. & Ry., 1st Pfd.	80	82
United Lt. & Ry., 2nd Pfd., (old)	82	85
United Lt. & Ry., 2nd Pfd., (new)	74	75
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95½ 96½
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	98½ 100
G. R. Gas Light Co.	1915	100½ 100½
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Saginaw City Gas Co.	1916	99

*Ex-dividend.

February 26, 1913.

If You Have Money to Invest
You
Owe it to Yourself to
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42-50 Market Ave. N. W.
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Which has paid 45 consecutive
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amounting to 68½ per cent.

Send for particulars

Ask for our Coupon Certificates of Deposit
Assets Over Three and One-half
Million

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We recommend

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To net 7½ %

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Kent State Bank

Main Office Fountain St.
Facing Monroe

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

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E. A. STOWE, Editor.

February 26, 1912.

PLAYING WITH FIRE.

The engineers and firemen employed on the Maine & Aristook Railway recently made demands for an increase in wages so exorbitant that the management refused to grant them. A strike followed. The management promptly employed non-union engineers and firemen and traffic went on as usual. The strikers were beaten at every point. The desperate and reckless spirit of unionism was shown in six attempts at train wrecking on the line within a week, but this was the dying gasp of a lost cause. The railroad won by having a management that had nerve, courage and common sense.

The locomotive engineers on the fifty-four railroads in the Eastern territory last fall made demands for wage increase and changes in conditions amounting to several million dollars increase in the pay rolls. The railroads could not afford to make the increase demanded, there was nothing in the conditions of work that warranted the engineers making their demand, but rather than face a strike the railroad managers consented to arbitration. The result of the arbitration was some concessions and an agreement as to wages and conditions for a year. Encouraged by what the engineers gained the firemen and engine-men put in their demands for changes in wages and conditions which would increase their pay roll about \$9,000,000, with threat of a strike unless their demands were complied with. The railroad managers offered to submit the question to an arbitration board of nine or more, but the firemen insisted upon having it considered under the Erdman law. This statute provides for arbitration, the contending parties each to choose one member, the third to be chosen by the other two. The entire responsibility of a satisfactory adjustment virtually rests upon the third man, and with property in eighteen states valued at millions of dollars and with 30,000 employees involved, the railroads contended that this was too much for any one man to undertake. The firemen insisted and the railroad managers surrendered. The arbitration will be under the Erdman act.

In surrendering to the union the railroad managers have sought to impress upon the country their respect

for the law, their earnest desire to avoid conflict and their deep sense of responsibility to the public and the public welfare. Their attitude in this respect has, in fact, been so pronounced that there may be grounds for suspicion that there is something back of it. For many months the railroads have been trying to gain official consent to an increase in the freight tariffs. They have made use of the concessions made to the engineers last fall and the increase in the cost of operation which these concessions brought as an argument for raising rates on freight. If the firemen gain anything, here will be another argument. The conductors and section hands are certain to make increased demands as soon as the firemen are out of the way, and here will be another argument. A very small increase in freight rates would cover the wage increases many times over, and perhaps it is in the hope of gaining the larger prize that the railroad managers seem so humble in the face of exorbitant and unreasonable labor demands. If they can gain the millions in increased revenues which they want they may be willing to let the employees have a few. If this is their game it may be shrewd, but it is dangerous. The various organizations of the railroad employees are among the most powerful in the country, and they have steadily been growing in arrogance and impudence. The knuckling down of the railroad managers to these organizations is certain to create that puffed up frame of mind which always comes to the man of small caliber when clothed with a little brief authority. In other words the various brotherhoods are being allowed to acquire the big head at a rate and to a degree that bodes bad for the future. Encouraged by easily won concessions, made bolder by the timidity of the railroad managers demands will become more and more exorbitant until at last a halt will have to be called. And this will mean a head on collision with all the distressing features incident thereto. The railroad managers could easily have faced the issue in the case of the firemen. Shoveling coal may require some skill, but not of such high order that the places of the strikers could not have been filled and traffic continue. The Maine & Aristook Railway found it possible to find both engineers and firemen to fill the places left vacant by the strikers, and it is inconceivable that the managers of the Eastern roads could not have coped with the firemen alone had they been so disposed. The time will come, however, when they will be compelled to make a stand. The attitude of the unions is "the public be d—d." They are powerful, without conscience and without responsibility, and it is but a question of time when the question will have to be decided whether they shall control the railroads or the stockholders. It will be a big strike when it does come and will be marked by the usual demonstration of unionism in the loss of property and of life, but it will be the only way to secure an honest and equitable readjustment of conditions.

BREEDING PLACES FOR CRIME.

In demanding the enforcement of the State law and city ordinances requiring social and fraternal clubs to take out licenses or cease the sale of liquor, the Catholic societies of the city have started a reform movement the need of which has been long recognized. There are a few well regulated, well managed and respectable clubs which sell beer to members and no particular harm is done. Among such organizations are the Arbeiter, the Turner society and the Germania. If all the clubs and societies were of this type, whether the laws are rigidly enforced or not would make little difference. But the same laws under which these good societies are organized shelter a swarm of social, athletic and other clubs which have come into existence in recent years and which are little else than drinking clubs, with the beer keg or the whisky bottle as the chief attraction. These clubs are especially numerous in the Sixth ward, where a dozen or more have been established, and they are also thick in the Eighth ward, with a few in the Seventh. These clubs to a large degree are made up of foreigners, mostly Polish, and many of them are breeding places of bad habits, viciousness and crime. Liquor is sold at all hours of the day and night, on Sundays and holidays, and the dances which are occasionally given at some of them are scenes of almost shameless debauchery. Ostensibly the clubs sell liquor to members only, but in some of them the price of a glass of beer pays for the membership and the beer is thrown in, and thus they are no better than "blind pigs" openly conducted. These clubs are having an exceedingly demoralizing influence in the neighborhoods where they are established and young men are especially open to their evil tendencies. The enforcement of the State law and city ordinance requiring these clubs to take out licenses would go a long way toward weeding out the undesirable places. These clubs can muster a considerable showing of votes and, on this account, the politicians have catered to them and cajoled them and left them undisturbed. The action of the Catholic societies in demanding of the mayor and the police authorities that the laws be enforced ought to call attention to conditions that have long been in urgent need of remedy. The Catholic societies might well receive the support of the Vice Commission, for some of these clubs are recruiting stations for the white slave traffic, where young girls are started on their downward careers. It may be embarrassing for the present city administration to have demands made upon it for the enforcement of the law against the clubs just a month before the spring election when votes will be so badly needed, but the reform movement is righteous and practical and the friends of good morals of whatever creed or denomination should join heartily in the movement until this evil is either eradicated or greatly reduced. Judge McDonald has had a wide experience with the enforcement of the liquor

laws and he might take up the question with the vigor and ability he has in the past shown himself capable of.

SABBATH OBSERVANCE.

The European Sabbath is making rapid progress in this country, especially in the cities, and whether this is desirable or not may be left to individual opinion. Most of us of middle age, brought up on the farm or in the small town, can recall when the Sabbath was regarded as a holy day; when useless labor was frowned upon; when anything like fun, play or frolic was thought to be wicked and when a walk along the pleasant ways, a drive into the country or a social call on a friend was regarded as an infraction of the commandments. The Sabbath in those days, as some of us may recall it, was, indeed, a day of rest, and also of boredom and weariness. In these modern times it is different, especially in the cities. People may go to church in the morning, and everywhere there is the disposition to encourage this, but in the afternoon Sunday is becoming more and more a day of pleasure and recreation. This city has four theaters that regularly give Sunday afternoon matinee and evening performances and the houses are always crowded. The numerous vaudettes find Sunday afternoon and evenings their best times of the week. If a band concert is given at Powers, the house is crowded to the doors. One of the leading city churches is giving Pleasant Afternoon entertainments Sunday afternoon, with illustrated lectures and music, and the church is crowded. The Evening Press gives its Sunday afternoon Happy Hour entertainment and its hall is crowded. In summer the Sunday afternoon ball game draws the big crowd of the week and the summer resorts are all crowded. When band concerts are given in the parks thousands turn out to hear the music and to enjoy the open air. Families go for their picnics into the country or to the parks or resorts on Sunday now and nobody thinks to rebuke them, and it probably would do no good if they did. The different observance of the Sabbath is not confined to the young people and the thoughtless. If we could look into the homes of many good church members of a Sunday afternoon or evening we would find domino and checker games in progress and everybody enjoying themselves in the usual week day manner, instead of being solemn and sober, as in the old days. The Sunday afternoon and evening social gathering and dinner party is common and in summer the trip into the country by those who have automobiles is almost universal. If the change from the old observance to the European style is desirable is largely a matter of individual judgment, but the fact must be faced that the change has come and the tendency more and more is to make Sunday a day of enjoyment and recreation.

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

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

BOOSTING CLOVERLAND.**Annual Meeting of Upper Peninsula Development Bureau.**

Marquette, Feb. 17.—At the annual meeting of the Upper Peninsula Development Bureau, the following officers were elected:

President—A. T. Roberts, Marquette.

First Vice-President—P. Flanigan, Sagola.

Second Vice-President—W. E. Davidson, Soo.

Secretary—C. W. Mott, Menominee.

Treasurer—R. W. Reade, Escanaba.

The following committees from thirteen out of the fifteen counties in the Upper Peninsula were elected for the ensuing year:

Marquette—A. T. Roberts, Marquette; C. V. R. Townsend, Negaunee; R. P. Bronson, Ishpeming; J. D. Mangum and Robert Blemhuber, Marquette.

Delta—R. W. Reade, Escanaba; W. L. Marble, Gladstone; J. E. Bergman, Bark River; G. T. Werline and C. M. Thatcher, Escanaba.

Mackinac—M. Hoban, St. Ignace; Alex Sly, Gould City; Thomas Morrison, Pickford; D. D. McLeod, Rexton; E. Papin, Engadine.

Houghton—E. A. Homar, Chassel; J. H. Jasberg, Hancock; W. B. McLaughlin and J. T. McNamara Houghton; W. S. Prickett, Sidnaw.

Dickinson—James O'Callaghan and A. W. Thomas, Vulcan; R. W. Pierce, Forest City, and A. C. Cook, Ironton.

Iron—I. W. Beyers, P. O'Brien and W. H. Sheldon, Iron River.

Alger—H. A. Holden and A. R. Dow, Munising; O. LaBounty, Onoto; C. C. Brown, Chatham; I. A. Doors, Trenary.

Chippewa—W. E. Davidson, W. M. Snell and F. J. Merriam, Soo; J. A. Ferguson, Rudyard.

Schoolcraft—W. B. Thomas, W. S. Crowe and George J. Nicholson, Manistique; Joseph F. Hutt, Hiawatha, and Milton Williams, Cooks.

Keweenaw—W. E. Smith and W. J. Smith, Mohawk; S. R. Smith, Ahmeek; C. T. Davis, Copper Harbor; J. A. Daley, Mohawk.

Luce—M. E. Burmann, W. G. Fritz, J. C. Foster, L. W. Holbrook, and H. E. Perry, Newberry.

Ontonagon—T. A. Green, Ontonagon; August Wallen, Ewen; George Harges, Trout Creek, R. Stindt, Topaz.

The following resolutions were adopted:

Whereas—It appears to the Upper Peninsula Development Bureau that in the development of our agricultural resources the subject of drainage is of vast importance; and

Whereas—This Bureau has given due consideration to a bill for the revision of the drain laws of this State as prepared under the direction of the Board of Supervisors of the county of Menominee, and now known as House Bill Number 117, and the enactment of such a law will greatly facilitate proceedings for the construction of drains within the State, and therefore be a source of promoting agricultural development; therefore

Resolved—That this bureau in an-

nual meeting assembled, hereby endorses said bill, and favors the passage thereof by the Legislature at its present session; and

Resolved—That this resolution be certified to each, the Senate and House of Representatives, by the Secretary of this Bureau, in support of a petition, to be by him signed in the name of the Bureau, for the passage of said bill; and

Resolved—That each Senator and Representative from the Upper Peninsula be presented with a copy of these resolutions and especially requested to use every reasonable effort to secure the passage of said bill.

The retiring address of ex-President Green was as follows.

We meet to-day to review our second year's business and to plan for

We obtained large allotments of space in the papers and one series of articles that appeared in the Milwaukee Evening Wisconsin was especially notable. During the year the Soo line has issued an attractive booklet on Cloverland and the C. M. & St. P. and S. & N. W. Railways are both preparing books on Cloverland. Large quantities of printed matter have been sent out to all parts of the country, particularly to nearby states. Like all advertising campaigns direct results do not appear immediately, although I think we can safely say that we have begun to reap our harvest. On every hand one sees the awakening.

It is very evident to those who travel through this Peninsula that if there was ever a doubt that we might

ing together for the common good. The second task was to convince our own people that we have a good country agriculturally. The third, was to tell and convince the outside world what a fine country we have. Last, but not least, was the organization of the various counties, cities and villages into working units, in order to avoid wasting our efforts along other lines. The first task appeared the most difficult to me and it proved to be the easiest, and, while some improvements may be made, it is practically accomplished.

Doubters are Convinced.

If there are those among us who still think we are unfitted to become a great agricultural district, they are at least wise enough to keep their convictions to themselves. Our second task, therefore, is practically accomplished. Our third task is, of course, endless and we are doing our best to spread abroad the news of our great natural advantages. Our last task is our hardest, and on it we have made the least progress. For two years a very large part of the development work has been done through the Executive Board of this Bureau and its Manager. These sixteen men have done and still can do a great deal of work, but they can do the most effective work only when backed up by the other sixty directors and the members at large. This organization decided to have five directors in each county, for a definite purpose, and the purpose has not been fulfilled.

My idea of this work is that it resembles a great wheel. Each county should have its branch society which will be the spokes. The executive board act as the rim and tire, with the manager for the hub. There are, I believe, three other societies similar to ours in Michigan. The State now being fully equipped with a complete running gear, should, and I believe will, progress more rapidly in the future than it has in the past.

Financial Support.

We have received about the same financial support the past year that we did the year previous, and we have recently obtained the support of several large companies not heretofore engaged with us in this work. The generous support of practically all of the counties, the South Shore road and the Soo line, together with the subscriptions from land owners, banks, and others, ensures us an income as large or larger for 1913 than we have had for 1912. I do not want to go into the details of the subscriptions nor too closely into money matters, as the Treasurer will do that later. I wish to call your attention, however, to the fact, that barring one, we have not lost a large subscriber and we have recently added several. Our income should reach \$30,000.00 to allow us to accomplish what we would like to do. We have, for instance, done splendid advertising work in nearby states, but we have no money to follow up the campaign. In other words we have gone the first step and can't go the next, without larger appropriations. We



A. T. Roberts, the In-coming President.

our next year's work. I will not try to review the work of the past year in detail, because I know you would prefer to hear from Col. Mott along that line.

I will briefly call to your minds a few of the many times we have done since Col. Mott came to us as our Manager. His past record with the Northern Pacific Railroad eminently qualified him to take up the active work of our Bureau and he has certainly done a great deal for us in the short time he has been with us.

Advertising Work Done.

Our principal direct advertising was done with the large posters that we put up over a large part of Wisconsin, in Iowa, Minnesota and Michigan. We also made exhibits at the State Fair and State Grange meetings.

become an agricultural country, it is certainly gone. We are generally admitted to have about as good a country as there is, from the viewpoint of the farmer.

We are not only developing our agricultural interests however, but our mineral resources are being opened up more and more each year, and our water powers are being harnessed to produce power for our mines and industries. One of the evidences of the progress we have made during the past year is the new life seen in the various commercial organizations among us. Quite a number of these have joined our ranks in recent months. When this Bureau was first started an analysis of the situation showed that we had four principal things to do. First, we must get the fifteen counties of Cloverland work-

should follow our poster advertising with field men who will go right into the most promising communities and work up the sentiment necessary to make men and women of the right sort come to Cloverland to make their homes. We should have many more members than we have. These individual dollars help a lot and every live citizen, man or woman, should be in this work.

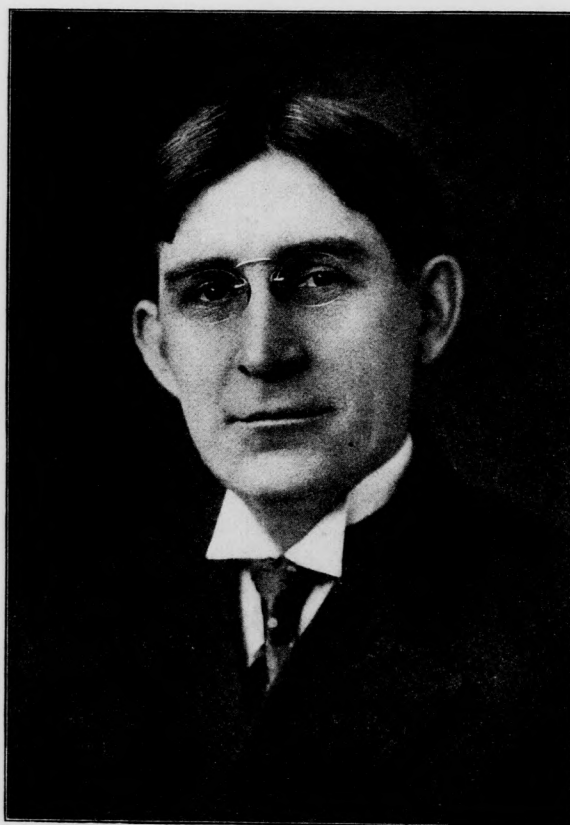
Need More Members.

I wish to urge an active campaign to increase our membership list, to commence at once. We should form our country organizations at once and directors other than the Executive Board should have charge of the work. Would it not do to have a sort of vice chairman from each county to head these subsidiary organizations and empowered to attend executive board meetings when the regular member is unable to attend? Every city and village should have an active association formed to boost that particular place. I wish to urge strongly the consideration of co-operative societies for farmers in each community. The new parcel post should open up a new field for the disposal of a vast amount of select produce from our farms. Let us consider the object of credit for our settlers and more settled farmers. The sooner our farmers get to farming along right lines, the sooner liberal credits will come to them. Therefore let us urge the employment of experts to instruct them properly. The county expert who will go right out on to the farms and show our farmers when and how to do things, is what we want. This will cost some money. So do good roads. Let us have them both. Let us urge the counties to issue county books, and our land companies to issue books and circulars of all kinds to spread abroad through the length and breadth of the land. If laws can be passed to help the farmers clear their land, let us urge the passage of such laws. Wisconsin has them. Minnesota is about to adopt one. If we could all take a live interest in this work and not leave it to a few we could accomplish a great deal more than we do. Help your local newspaper gather items of interest about Cloverland, that these bits of news may go abroad to be copied and thus proclaim our good points to the world outside. Let us still persist in this great work, work for all sorts of development, not merely agricultural, but commercial. Let us not only work for a large population but for a better population. Each man and woman can help, if they will. Before I close I want to thank the press, which deserves our thanks for its ever-ready support. Without it we can accomplish but little. I also want to thank you all for your loyal support and, especially do I want to express my thanks to the Executive Board of this Bureau, and to our very able Manager, Col. C. W. Mott. It has been a great privilege to work with them and to be the President of this organization for the past two years. I sincerely regret that I will be unable to give the work as much time in the future as

I have in the past. It has been a great pleasure to do what little I have personally been able to do toward perfecting an organization, which I believe will make history during the next decade. It cannot help succeeding in its work. There is no finer land than this, our Cloverland, nor is there a finer people.

The American Consul at Port Antonio, Jamaica, takes exception to the statements going the rounds of magazines and newspapers with regard to bananas. In a letter to the Tradesman, he says that Costa Rico is not "the greatest producer of bananas" and that of the 44,520,539 bunches imported into the United States in the fiscal year ending June 30 last, Jamaica shipped 15,467,913 bunches and Costa Rico 7,053,664 bunches. More bananas come from Honduras

vertising columns make the whole nefarious business possible. The Government can see to it that the label on the medicine bottle shall put forth no claims to miraculous curative powers, but it can do very little to prevent the same miraculous claims from being blazoned forth in display type for the credulous newspaper reader. Here is an opportunity for those ardent tribunes of the people who have been shedding columns of ink over the adulteration of the people's food, to grapple with an issue quite within their competence. The amount of food advertising in the newspapers is small compared with the output of the drug advertisers. By a rigid censorship of his advertising columns, the editor can do more for the health of the community than by pages of invective. See, for example, what lies within the power of



Thornton A. Green, the Retiring President.

than from Costa Rico and Panama sent nearly five and a half million bunches. One correspondent reported that the bananas of Jamaica "are shipped largely to Europe" whereas the American Consul declares that nearly the entire Jamaica crop, or 96.6 per cent, in 1911, was shipped to the United States. France takes few bananas because of the high tariff on the fruit. During 1911 Great Britain imported less than seven million bunches and the bulk of the yellow fruit came to the United States.

Dr. Alsberg has appealed to the manufacturers of medicinal products to co-operate with the public authorities in preventing the sale of patent nostrums and adulterated drugs. But his remarks are in reality addressed not so much to the manufacturing trade as to the newspapers whose ad-

one Ohio editor, cited in the last number of Collier's, whose fervent demand for new vigor in the municipal Health Department must be read in the light of no less than twenty-four patent nostrums advertisements printed in the same issue of his paper.

Too Hospitable.

One day an inspector of a New York tenement-house found four families living in one room, chalk lines being drawn across in such a manner as to mark out a quarter for each family.

"How do you get along here?" enquired the inspector.

"Very well," was the reply. "Only the man in the farthest corner keeps boarders."

No man is too lazy to talk. The biggest talkers are the littlest doers.

Supposing To-night

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

To-morrow

what would you do, what could you do?

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

It is FIREPROOF—we back our claim with a

\$500.00

Guaranty Gold Bond to the Merchant

No insurance company will protect your accounts—WE WILL.



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

You are not only protected against fire, but also:

You know every cent you pay out or take in.

You can instantly tell what every person owes.

You save all bookkeeping

Your accounts are always posted up to the minute.

You know how much each clerk sells.

You prevent disputed accounts, rebates and forgotten charges.

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



Closed—a substantial, fire-proof safe.

**The
Champion Register Co.**
Society for Savings Bldg.
CLEVELAND, OHIO

Use the coupon today—be protected

CHAMPION REGISTER CO.

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

Name

Address

Business

No. Accts.



The Art of Selling Clothing at Retail.

The volume of business of the house is developed and determined by three factors: The merchandise, the policy of the house, the salesman. And the selling art demands that each be right, to insure success. It is indispensable that the goods be bought, as experience only will be able to dictate, to suit the trade in every detail; that they be new and attractive, for no man can sell "carried overs" to everybody all the time.

Buy to sell; not to keep. The fact that a firm has money to pay for all it buys is no valid or good reason why it should buy a single suit more than it can sell, and the selling is so often defeated, through mistakes of overbuying, that the trade accepts it as a natural evil.

Over-buying indicates the most profound ignorance of the capacity of the house to distribute the purchases, for we will not suppose that a buyer knowingly buys in quantity, style or material that which he cannot sell. Enthusiasm often leads him astray, but when he has the well prepared memorandum to govern him he is safe from persuasion; and he is in a position to make his purchases to advantage, and thereby promote the selling.

Every one of us knows the difficulty in moving the merchandise from last season. It may be "as good as it ever was," but as a buyer no merchant would consider it for an instant. True, it may be "worked off," a piece at a time, at a price, but the time lost in making the effort would bring a handsome profit if employed in selling new goods.

Small and frequent buying is the secret of handling the stock profitably, and thereby selling frequently, and this is one reason why the "book business" has obtained such a hold on the trade. The stock is turned as often as the order is taken, and in this "turn over" is the profit in any business. Profits are all in the future, as long as the goods are on the shelves; they are imaginary, and selling only causes them to become a reality.

The Policy of the House.

Next, the policy of the house generally determines beforehand the kind of objections voiced by the customers. In some clothing stores the statement of the salesman is accepted at its face value, for the reputation of the house for correct service is unquestioned, as against exaggerations used by other concerns, and the one idea to make the present sale at the expense of any future patronage of

the buyer. As an illustration: A merchant was telling me of his inability to draw trade through his advertisements. Said he: "We have been in the town for twenty years, and the people have grown so stale and suspicious that they will not respond to any of our advertising." A blind man would be able to see the fault, as well as to determine the policy of the house.

An ex-merchant said: "We were as honest as the average," when the suggestion was offered that his failure was due to a wrong policy.

The customer will always pay a profit when he knows he is getting value received, but when, through poor buying, mistakes are made, ask the customer "why" they are mistakes, and he will tell you in a hurry. Merchandise does not have the same value in the eyes of the buyer that it does in the estimation of the seller but allowing for this difference, the customer, as a rule, is always right, therefore take his judgment.

Why did Jones, who came to town with a little stock, in a little store, go right up? It was his policy of doing business. He did not try to fool himself or the people by telling them he was the "only pebble on the beach," but gave them new, bright merchandise, at the time they wanted to buy, and cheerfully took back goods when the customer wanted to return them.

Now for the Salesman.

We now come to the salesman; and here we have the "reason why" the volume of business, in eight out of every ten clothing stores, is not over half of what it would be if the salesmen were as efficient and capable as they might be.

All merchants recognize that in the selling of the goods depends the entire success of their business, and yet so few—hardly any—give it the attention they do the book-keeping or the stock-keeping, and I purpose to make an effort to impress the merchants with the necessity of creating and buying a selling service, on the same basis they would buy merchandise, never taking for granted that usage makes any established habit correct, or that age makes aught else but wine good.

How Do You Select Your Men?

When a man is engaged to sell in a store, the first question asked is relating to his experience, this not without reasonable justice, for no man can sell without experience; and he is taken on because he has occupied his last position for a time, long or short, and because he "looks good" to the manager or proprietor.

In all candor, I ask you how many of you would take on a doctor or a lawyer on the mere fact that he "looks good?" No. You would want to know his alma mater and see or know from good authority that he is qualified to give the proper service. On the other side of the water the applicant for a position must show his papers of apprenticeship and discharge, and these will give the idea of his ability; but we take on men on their good looks, their shape, if you please.

When he is added to the force, thirty minutes possibly are given to the new man to tell him the "Don'ts" usually promulgated by the house, and which are supposed to be as unalterable as the law of the Persians and Medes. But these "Don'ts" are, in so many cases, more honored in the breach than in the observance. The policy of the house, the essential element of any successful firm, as it involves the service to the customer, he is left to learn in random bits at odd times, from his fellow salesmen or the errand boy. The manager or proprietor is too busy to talk to him about such trivial things, and says: "He is a bright-looking man he will pick them up all right." An investment in an automobile or the beautifully engraved bonds of the "Sunshine Gold Mine" of Umpty County, State of Nowhere, is given more thought and careful attention than the live flesh and blood salesman through which the very life of the business is sustained. No wonder the average life of a business house is but seven years, when there is so little attention paid to the first course of the entire foundation.

The salesmen are the active representatives of the firm to every customer whom they serve; they are the "House" to the buyer, not the person or persons whose name in gold letters is blazoned over the door.

Napoleon made a success of his military efforts through his wisdom and the choice of his lieutenants. He knew his work and he said: "If there was no one else to cast the cannon, I could do it, as well as to make the gun carriages. As to the financial policy of this administration, it was mine and mine alone." He was Napoleon. But there are many Napoleons in the grind of everyday work, if they but only be developed, by learning all about their work, from the sweeping of the floor of the clothing store to the successful selling to the cranky customer.

Otto Buehrmann.



Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

Spring Lines

For 1913

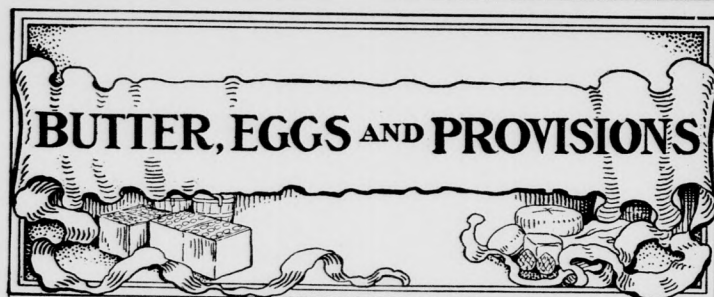
Now Ready



Hats, Caps
Straw Goods

G. H. Gates & Co.
Detroit

Write for Catalogue



Municipal Markets in the Middle West.

Grand Rapids—Grand Rapids makes the claim of having the largest wagon-market in the world, not only being self-sustaining but a profit-producer. It is owned and operated by the municipality. The market master receives \$1,000 per year, the annual expenses of the market being \$4,000. The stall rents are from \$5 to \$25, there being 760, of which 372 were rented in 1912. Farmers using the market number from 100 to 200 per day, paying a daily entry fee of 25 cents. The commission men are friendly and co-operate. Goods are shipped in from other localities during out-of-season periods, these being fruits and vegetables. The total annual income approximates \$10,000. The effort is made to attract, the buildings being repainted each year.

Kalamazoo—An unsuccessful public market is operated by the city on one of the public streets. It caters largely to the hucksters and small dealers, neglecting the retail buyers. This has led to the formation of plans for a market building, to be operated by the city, with the purpose of supplying the retail consumer. The present market is patronized by about 75 farmers and truck gardeners daily. It does not receive shipments from outside communities, and makes no effort to keep down prices.

Traverse City—The public market of Traverse City consists of a scale house and a maple tree. The buyers, who are commission men, sit beneath the tree and bargain for the farm products as they are brought to be weighed. There is a master who receives \$50 a month, while light caretaker's salary, fuel and telephone run the expense to \$1,035 per year. No licenses or rentals are charged.

Detroit—In Detroit there are two markets, both owned by the municipality. In regard to their success comes the reply: "Yes, because they have been successfully operated for many years." The market master gets a salary of \$900, and the total expenses of the two markets in 1911 were \$6,474. Neither market is enclosed, each being nothing more than a cement foundation in the center of a square city block, the walks being about 60 feet in width, to which all wagons back, permitting the customers to pass around and examine the products and ascertain the prices. These walks are sheltered by roofs. There are no booths or stands. In the case of Detroit, there appears to be the nearest approach to direct marketing from the producer to the consumer.

Ft. Wayne—Taking the place where

an old market house stood, Fort Wayne has constructed a new building for market purposes, the funds for this purpose having accumulated over a period of years. The building is 450 feet long and 27 feet wide, and is built of concrete. The pavilion contains public toilet rooms and a smoking room. The market teams back up to the curb along the house, and the purchasers have a passageway from which they may buy. Between the separating columns are tables built of concrete, which are used for marketing purposes. No reports are obtained from Fort Wayne as to the cost of occupancy of booths nor as to the expense of operating the market.

South Bend—In South Bend a curb market on one of the wide concrete bridges was established about one year ago. It is open from early morning till noon on three days each week, and is used by an average of 75 farmers and market gardeners who back their wagons against the side walk on the bridge. During inclement weather a building adjacent to the bridge is used as a market house, the merchants of the vicinity contributing the funds to fit this building with stalls, for the use of which no charge is made. No charge for space on the curb is made, and the market is conducted with very few rules or restrictions. The position of market master is filled by the City Sealer. In the beginning a highly organized peddling system, which had grown up through the lack of a market, attempted to handicap the market by buying out the farmers at wholesale prices and selling the stock at higher prices than would otherwise have prevailed. The market adopted rules which, for a time, forced the peddlers entirely from the market, but at present they are allowed at the market, subject to certain conditions. The market is considered a success for the truck gardeners and reducing prices to the consumer. No commodities are received from mother communities, with the exception of fish.

Indianapolis—The market of Indianapolis is owned by the city and is considered by all to be a success, city ordinances governing. The annual expenses of the market are \$12,500, of which the market master receives \$1,320, the remainder being applied to an assistant, four janitors, two engineers and firemen, light, heat and garbage removal. The rental charge for booths is from \$25 to \$150 per year. There are 615 booths inside the building and 300 curb stands for farmers, for which a charge of 25 cents per diem is made. The

**We want Butter, Eggs,
Veal and Poultry**

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

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

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

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products



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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.

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Tanglefoot



Gets

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

The Sanitary Fly Destroyer—
Non-Poisonous.

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.

POULTRY AND EGGS WANTED

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

M. O. BAKER & CO.

TOLEDO, OHIO

— 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.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

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.

statement which the writer received and the investigation which he has made show that the commission men and produce dealers are opposed to the market. The market receives shipments of tropical fruits and vegetables from the South and every effort is made to hold prices down by competition.

Toledo—The public market of Toledo is used almost exclusively by wholesale houses which buy in large quantities direct from the gardeners and truck farmers, hucksters and retail dealers also purchasing to some considerable extent. The market master receives a salary of \$720 a year. In 1911 the total expense of the market amounted to \$2,096, which included the market master's salary and the amounts paid to laborers for cleaning. There are about 200 stalls in the market, erected at a cost of about \$120,000, these stalls being auctioned off at the beginning of the season. A charge of 25 cents per diem is made for every wagon standing outside the private stalls. This market is considered a success, having in 1911 paid the city a profit of several thousand dollars. Plans are now being formed to establish retail markets in Toledo, with the object of obtaining lower prices.

Hamilton—Hamilton has an open market, operated under the direction of the city. The only expense attached to this market is the market master's salary of \$360 per year. It has between 150 and 175 booths, for the use of which no charge is made. Some shipments of fruit are received from other communities, and there is no friction with the commission men and produce dealers. As a rule, prices are slightly less than those of the dealers; and the market, which is an old institution, is well patronized.

Cincinnati—The public markets of Cincinnati number four, all owned by the city, the rules and regulations being governed by ordinances passed by the City Council. The annual expenses of \$12,000 per annum include the salary of the market master, which is \$900, and repairs to market houses, heat light and miscellaneous expenses. Inside stalls, which are occupied by the butchers, butter vendors, etc., bring a yearly rental of \$100, and a yearly payment of \$15 entitles the payer to a stand 6 feet wide on the curb. A certain amount of space is set aside for farmers and truck gardeners, and they may occupy this space free of charge. Approximately 500 farmers use these markets. Commission men and produce dealers do not clash with the markets, and during the season commission men receive shipments of fruits from other communities at the market houses. The success of the Cincinnati public markets is unquestioned, the city receiving an average net income from them amounting to \$1,000 yearly, and they make it possible to place all foodstuffs before the class of people who need them most.

Columbus—There are four public markets in Columbia, all owned and operated by the city. They are the Central Market, 148 stalls and stands;

North Market, 237 stalls and stands; East Market, 139 stalls and stands; West Market, 81 stalls and stands. They are used for various kinds of business—meat, butter, eggs, cheese, bakery products, hominy, fruits and vegetables, fish, honey, flowers, poultry. The number of people employed is over 2,000. Receipts from all markets in 1911 were \$28,998 and expenses were \$16,183. The commission men are friendly to the market, but attention is also called to the fact that commission men occupy the booths, and that there are only 16 curb stands for farmers. The report from Columbus says that the lowering of prices by the market is "not perceptible."

Dayton—There are three successful markets in Dayton, one owned by private individuals and two owned by the city. Two of these markets being in the downtown district, the market days are divided, the older market being open on Tuesday, Thursdays and Saturdays; and the other, known as the Wayne Avenue Market, being open on Mondays, Wednesdays and Fridays from 5 to 10:30 a. m. The older of these two market houses was erected almost 40 years ago and has had no recent improvements. Its vegetable stalls are rented for \$100 per year and the butcher stalls for \$250 per year. The Wayne avenue building is a recently completed structure costing \$35,000, and the stalls rent from \$12 to \$20 per month. The downtown district also contains eight or ten squares, where curb spaces are auctioned off in May of each year at prices ranging from \$15 to \$300 per year for each space. The income from these rentals is approximately \$30,000 each year while the expense approximates a total of \$2,600 a year, making a good profit to the city. The Arcade Market Building is a model market, having a complete modern cold storage plant in the basement and affording some 12,000 square feet of cold storage space. It is open from 6 a. m. (or earlier) to 6 p. m. every day and until 11 p. m. on Saturdays. Vegetable stalls are rented for from \$6.50 to \$8.75 per month; butcher stalls, from \$35 to \$40, including cold storage. There are 200 stalls in this market, and the annual rental receipts amount to about \$20,000 per year. The public market in Dayton has been established since 1815 and is patronized by all classes. Prices are slightly lower than those of the retail dealers, and the produce is always clean and fresh. The markets are supplied from the immediate country and no shipments from surrounding towns are received.



Cleveland—There are three markets owned by the city and one owned by a private corporation in Cleveland, all of them well patronized by the public. The increase in custom, however, has not been in proportion to the increase in population. The following data applies to the municipal markets: The market master receives a salary of \$1,800 per year. The annual expenses are \$13,559 for the past year, in which amount no allowance is made for tax

es, depreciation or interest on the investment. These expenses include labor, supervision, cleaning, fuel, light, repairs, etc. The three markets furnish a total of about 500 booths, with unlimited curb space for farmers. The booths rent for from \$60 to \$200 yearly, according to location. About 1,100 farmers are allotted 7 feet at curb in the market district at a rental of \$10 per year. Renters of the stalls in the market houses receive shipments from other communities, and wholesale dealers are friendly to the market. Competition between the 500 renters of stalls and the fact of their having but a low rent to pay, together with no charge for telephones and no delivery service, keeps down the prices. Cleveland boasts of having the handsomest market house in the world, its doors having been thrown open in early November, 1912, this West Side market taking the place of the one which has served for half a century. Its cost of \$500,000 exclusive of the site.

There is always room for good men at the top, but nobody is so high up that he gets there by coming down.

There is such a thing as love at first sight, but it is generally not lasting. Friendship and true love are of slower growth. It is so with advertising. Flashy talk about bargains that actually do not exist may draw a crowd for a moment, but the real thing, the truth often told, and backed up by good service, brings permanent results. Trade built in this way is lasting trade. Customers secured by the satisfied way continue to travel it. They get the habit, and the habit sticks. It is the man who advertises once or twice or a very few times who gets no benefit. He might as well throw his money away as be a quitter. The advertising game is a profitable one to the true sport who keeps at it. But the fainthearted loses all he puts in it.

All Kinds of
Feeds in Carlots
Mixed Cars a Specialty
Wykes & Co., Grand Rapids Mich.
State Agents Hammond Dairy Feed

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 more
use for
Scoop
or
Scales

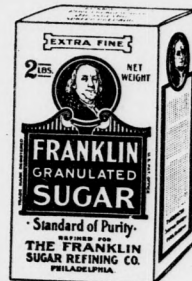
Weighing sugar, putting it in bags, losing by waste of time, overweight and cost of bags and string used eats up all the profit of selling sugar. In fact, the grocer who follows such old-fashioned methods loses money. No wonder the sale of FRANKLIN CARTON SUGAR is increasing all the time. The FRANKLIN CARTON is a neat, handy package

that's as easy to handle as a can of tomatoes; it's ready to sell when you get it. It pleases customers because everybody wants clean sugar. The capacity of the containers enables you to buy in convenient quantities and you can get any popular sugar in FRANKLIN CARTONS.

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

THE FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA, PA.

"Your customers know FRANKLIN CARTON SUGAR
means CLEAN sugar"





After the Wedding—the Best Man Soliloquizes.

Written for the Tradesman.

It is all over, church wedding, maid of honor, three bridesmaids, ring service, flower girl, elaborate floral decorations, large reception afterward—Robert and Marguerite are married and gone on their honeymoon trip.

Everything went off in fine shape. Robert bore himself well, and Marguerite, always a very fine-looking girl, with her long veil and carrying an exquisite shower bouquet of orchids and lilies of the valley—Marguerite was nothing short of stunning. Surely it was some wedding.

That bouquet, by the way, cost thirty-five dollars. I don't know what the florists' bills for bouquets and decorations and all were, but I am sure they were some bills.

Being a plain, practical, perhaps even a little sordid sort of fellow myself, I can't help but wonder what the whole affair including the bridal trousseau, minister's fee and everything cost in cold hard cash. Probably Mr. Stanley, that's Marguerite's father, and Robert will not compare accounts, so the exact sum will never be known; but it is safe to say that it is no small amount.

I suppose on Robert's side what may be called preliminary outlays ought to be added in, a box of roses or other choice blossoms at least every week for a year previous, theater tickets and bills for various kinds of entertainments; automobile hire (Robert doesn't have a machine,) a seventy-five dollar engagement ring, and other expenses "too numerous to mention," to quote an old-fashioned phrase. Doubtless Mr. Stanley as well as Robert could make a very good showing of preliminary outlays by producing his household account books.

And the question keeps up in my mind, if what you may call the steps leading up to matrimony cost so fearfully, what must be the expense bill attaching to the thing itself? This trip they are making is costing Robert a tidy sum. After their return they will go to house keeping in a fashionable apartment. I can't help but see stretching before Robert an endless vista of bills, for rent, for furnishings, for food and supplies, for hats and gowns for Marguerite, for his own clothing, for social pleasures and various kinds, for incidentals and what not.

I am sure I wish them well. Robert is not only my closest friend but a very bright, clean, well-educated, energetic young man. Marguerite is an exceedingly nice, intelligent girl.

They deserve the best that life has to give. Temperamentally they are well suited to each other and they always have belonged to the same set. There is no reason why they should not be very happy together, only the everlastingly old and troublesome reason of dollars and cents. It is a serious case of champagne appetite and beer income. Robert's salary is not large. Marguerite likes nice things and is accustomed to having them. Her father is a man whose nose has been held to the grindstone all his life by an expensive family. I wonder whether in time Robert will come to have that anxious, almost hunted look that Mr. Stanley always wears. For both Robert and Marguerite will want to live as well as their friends—nothing short of this would seem to them appropriate to their station in life.

I don't blame Robert for wanting Marguerite, and I have a certain admiration for the pluck he manifested, considering his circumstances, in sailing in and winning her; but surely in marrying a girl of Marguerite's tastes he has assumed a mighty heavy responsibility.

I have an unfortunate mental tendency which causes all sorts of stray ideas to enter my mind at inopportune moments—jokes when I want to be solemn, and the like. Just as Mr. Stanley was giving Marguerite away, this thought popped into my mind—ought "this woman," or any girl brought up as Marguerite has been, to be classed as an asset or as a liability? At the time I quickly dismissed the strange vagary, but on later consideration I believe she is both.

But it certainly was a very fine and up-to-date wedding. The maid of honor was dressed in white and carried a floral muff. She looked almost as pretty as Marguerite herself. The bridesmaids, let me see, they wore pale blue, didn't they? They were beautiful, every one of them, anyway. Miss Fisher, she is the kind of girl that makes a man feel at home and happy and satisfied with himself the minute she begins to talk to him. Miss Hartwell is neat as wax and doesn't have much to say. Then the one whom I call in my mind the second bridesmaid, because she came second after the bride in the procession, Miss Covington. She is a most charming girl. Rather quiet but still she talks well; dignified without being stiff. She has style and knows how to dress, but the most you think about is the sweet and womanly way she has.

Different girls affect me different-

ly. Kate Harrington always makes me want to take her out in a car. She enjoys motoring so much. Jennie Dunham never appears so well as when she is on the water. But Miss Covington—well, all I could think of was a cozy little cottage somewhere with vines over the porch, and how nice it would be when a man is done with his day's work to go home—not to a hotel or boarding house but to his own home. Yes, nice, very nice indeed; but too expensive I fear for this child.

At the reception that evening my old friend Mrs. Frazier rallied me in this wise: "Harlowe, there is just one moral for you to draw from such an occasion as this—Go thou and do likewise. So many of you young fellows are drifting into confirmed bachelorhood," she went on in her vivacious way. "You dress well, you have agreeable manners. These give you the entree of the best houses. But, pardon my frankness, after all you are only social hangers-on. You never get down to business."

"In spite of all that can be done I see nothing but spinsterhood ahead of many of our finest girls. I thank the good Lord that I have no marriageable daughters myself. But I feel for my friends. Now, Harlowe boy, awake to your responsibilities. Why don't you just sail in and take your pick of that bunch of bridesmaids? All perfectly lovely girls and I don't believe one of them ever has had an offer. All because of you young men—"

"Have pity, madam," I protested. "I should be only too happy to follow your advice, but pray tell me how is a poor fellow like me, whose salary barely suffices to pay his board and keep him in decent clothes, to undertake the support of a wife—a girl accustomed to luxuries and expensive dress as these girls are?"

"There it is," Mrs. Frazier answered. "A family with a young lady daughter feel that they must strain every nerve to keep up appearances in order that she may marry well, for a girl who lacks style stands no show at all. Would Robert ever have been attracted to Marguerite had she dressed shabbily? But the good clothes and all the expensive little knick-knacks a girl must have if she is to hold any place in society—in a sense these frighten off the prudent young man. That is, they keep him from becoming serious. He scatters his attentions around and remains single. This state of affairs is most deplorable. It is what I call the social deadlock. Without a great effort in her behalf on the part of her people, a girl stands no chance at all of getting married; with the effort, only a very slim one, for, in a way, the effort is a hindrance."

"If you are afraid to tackle the job of supporting a fashionable wife, why don't you find some nice stenographer or some one of that kind, a girl who has to earn her own living? There are dozens of them that would just give their eyes to have you. Or if you like better a girl from your own set, make your choice, tell her hon-

estly your circumstances, and ask her to share your poverty. The chances are you will win out and live happily afterward."

Mrs. Frazier hits the nail on the head sometimes. A social deadlock she calls it—that term expresses the situation exactly.

But I don't see that it is so easy to follow her advice. The stenographer idea I tried once, four years ago. It was Nellie Brisbane. I was quite smitten with Nellie.

"No," she said, "I like you, Harlowe, but we must cut out all sentiment. Since I've been earning money I've developed a taste for the real thing in clothes. I make twenty-five dollar per ." (Nellie was an expert in her line.) "On this I can dress better than you on your salary possibly could dress me. I like things new and nifty. I can't go back to diamond dyes and turning and sponging and making over. I'm just as much obliged, honestly I am, Harlowe, but I simply can't see it."

Soon afterward Nellie married Carmichael her employer, who is a wealthy man.

As to the other plan Mrs. Frazier proposed, asking some girl from my own circle in society to share my poverty, what would the outcome be likely to be—I mean in case the girl took me? Luxury is a hard thing to forego, once one gets a taste of it. Should I be willing to wear less expensive clothes and otherwise curtail personal expenses myself? Just how would it all work out—would it mean a ceaseless struggle for money enough to make ends meet, an unhappy, dissatisfied, shabbily dressed wife, her nature embittered by all sorts of wretched little economies; or would it mean the dear little home my heart longs for, with vines over the door and frugality and contentment within—if I laid the poverty-sharing project before that charming second bridesmaid for instance? Quillo.

Negative Criticism.

A certain justice of the peace in a Western town had reached a conclusion as to a question of law highly satisfactory to himself. He refused to entertain an argument by the opposing counsel.

"If your honor please," counsel pleaded, "I should like to cite a few authorities upon the point."

"The court knows the law and is thoroughly advised in the premises," snapped the justice.

"It was not," continued counsel, "with an idea of convincing your honor that you were wrong, but I did want so much to show you what a fool old Blackstone was."

Wish Realized.

Le Fanu, in his "Seventy Years of Irish Life," tells of a peasant who said to a gentleman:

"My poor father died last night, your honor."

"I'm sorry for that, now," answers the other, "and what doctor attended him?"

"Ah! my poor father wouldn't have a doctor; he always said he'd like to die a natural death."



Corl-Knott HATS

No. 68
Price \$18.00 per doz.
Black only

No. 70
Price \$24.00 per doz.
Assorted colors

No. 75
Price \$30.00 per doz.
White and black. Olive and black.
Nelrose and black. Burnt and black.

No. 68
Price \$18.00 per doz.
Black only

No. 156
Price \$24.00 per doz.
Tuscan color—assorted trimmings

No. 158
Price \$21.00 per doz.
Black and assorted colors

No. 83
Price \$30.00 per doz.
Olive blue and black. White and black.
Burnt and black. Natural and black.
Nelrose and black.

No. 82
Price \$30.00 per doz.
White and black. Olive and black.
Nelrose and black. Burnt and black.

No. 153
Price \$18.00 per doz.
Black only

No. 59
Price \$27.00 per doz.
Black and assorted colors

The above cut represents *ten* of the more than *one hundred* different styles of our *low priced trimmed hats*. We manufacture our own hats and are able to fill orders promptly. We will appreciate a trial order from you. Be sure to order by number.

Commerce and Island Sts.

Corl-Knott & Company

Grand Rapids, Michigan



Status of the Principal Dry Goods Staples.

Merchants realize that it is impossible to force confidence in any degree with a tariff change pending, but they are all impressed with the maintenance of strong fundamentals in the merchandising position. Employment for the masses continues good and in fact the scarcity of workers in many directions is having a pronounced effect on prices. Stocks are light in many directions at a time when consumption is steady. The interference with distribution caused by the strikes in the garment trades is simply damming up the flow of goods.

Prices in cotton are hardening steadily and there are multiplying evidences of a need for goods that cannot be supplied at once. Many heavy domestics in colored lines are sold up so closely that it is impossible to give the deliveries from stock that should be normally expected at this time of the year. In bleached and printed goods the case is different, yet the surplus is not large enough to affect values adversely. It probably lessens profits for the mills.

Lines of duck rule strong and improvement is steady in goods of gingham construction. This was illustrated again by the advance of one-half cent a yard on one of the most popular chambray lines offered to the cutting trade.

In underwear and hosiery a striking thing is the demand for spring merchandise at advanced prices. There is a broadening call for union suits in lightweight and for many lines of staple hosiery. Scarcity of many brands is natural to expect in view of the centering of the demand upon them, but many unbranded lines are quite as well sold and fully as hard to get. Knitters were caught by the rise in cotton and yarns, and they are forced to get better prices for spring duplicates or not make them. As a matter of fact several mills have declined business for spring, and gone on to fall weights because buyers would not pay fair prices. The adjustment of all this means irregular prices.

The woolen goods trade is much better than one might suppose to be true if the statements of tariff experts were taken without verification. No one recalls a time when the mills were so well employed and the business was holding out such a good prospect from the buying end, at a time when the word of tariff was heard above a whisper. This explanation is that there has been more of an adjustment to the popular notion of

what is fair in tariff protection among woolen men than has been voiced in public by manufacturers and clothiers, and business is going ahead with the belief that neither President-elect Wilson nor his advisers will be fooled into smashing things merely to prove that they were elected to reduce a tariff rate.

Throughout the market considerable study is being given to the proposed new cotton schedule and criticism is heard more frequently.

Fine and Fancy Cottons.

Prices showed advances from the low point varying from one-quarter cent to one-half cent a yard, the latter being exceptional. Some of the mills were so strong in their demands that they were quoting advances of three-quarters of a cent a yard. Some few mills have been holding prices at the top, but have been doing no business for some time. It remains to be seen whether they will come in and book up at the slightly lower levels current, based upon what they are calling the top.

There have been many contracts for small quantities of fancies placed with mills for deliveries to extend to September. Some have been for shirtings, but most were for fancy cotton dress fabrics. The fall demand has been the largest feature of the converter's business during the past few days.

Deliveries of wash fabrics are greatly disorganized. The retailers delayed placing orders of any magnitude until they had secured deliveries of goods for preliminary showing for spring, and now that they have the goods in hand they are looking for deliveries of goods they did not order for some time after the initial business was placed. Some measure of the blame for delayed deliveries rests with the mills. Operatives are scarce and the strikes of a year ago and during the summer at New Bedford have upset the calculations of producers.

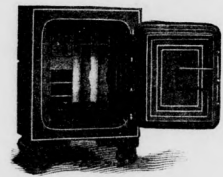
There has been a fair and almost a normal business done in white goods of the better grades during the past week or two. Piques, cords, ratines, and crepes are in good call. There is but little demand for light weight fancies popular in other seasons, such as checks and stripes. The few concerns that are equipped to offer brocades are showing some beautiful advance samples and they are likely to secure the business on them later on as the trend of fashion in that direction seems unmistakable. Some waist manufacturers declare that fine mercerized brocades in white are sure to become fashionable for fall.

In every jobbing house order from a retailer it is noted that a few prints in fine yarns are taken. But there is still a dearth demand for the staples of other years, yet most jobbers believe prints will begin to sell well before the spring is far advanced. Many new lines are quietly being prepared for showing in April and May. Crepes are asked for in many places and crepe voiles are being sold more liberally by the mills.

Linens.

While some linen buyers do not relish the advances that have been made on goods for fall delivery, the knowledge that the price of flax and yarns has gone up much faster than the cost of finished goods is causing them to pay the figures asked by the

Safes That Are Safe



SIMPLY ASK US

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


SAFE SAFES

Grand Rapids Safe Co.

Tradesman Building

CHILDREN'S DRESSES AND ROMPERS

Made of Prints, Ginghams, Seersuckers, Stifel's Indigos. Prices ranging from \$2.25 to \$12 per doz.

If you have never stocked these before send us a trial order and watch the results. 



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

Don't waste time dusting the shirt boxes on your shelves



Put in a stock of

HALLMARK
SHIRTS

and your sales will do your dusting for you.

Don't miss a chance to go over the new HALLMARK lines—the best values you've ever had to retail at

\$1.00, \$1.50 and up

HALL, HARTWELL & CO.

Troy, N. Y.

Note—Slidewell Collars are selling faster and faster

GRAND RAPIDS DRY GOODS CO.

Distributors

GRAND RAPIDS, MICH.

Exclusively Wholesale

mills with better grace than a couple of weeks ago. That many other items have added to the cost of production is now known also, so that, while purchasers grumble at paying figures that they declare are almost prohibitive, there seems to be more of a disposition to place orders for late delivery. This attitude may also be attributed to the advices that are being received from the producing markets, all of which tend to show that the trend of values is toward still higher levels.

Several good-sized orders were placed on fall goods by jobbers during the week. While most of the business was on housekeeping goods, the commitments made on handkerchiefs and fancy linens were reported to be quite encouraging. The demand for linens for late shipment, however, has not hardened to such a degree that the enquiry could be described as general.

Buyers who underestimated the size of the spring requirements placed repeat orders on housekeeping goods. There was no relief from the complaints about late deliveries from secondary distributors. This is now an old story, and, although manufacturers are doing their utmost to provide the merchandise wanted, the demand continues to be in excess of the supply of goods that is being forwarded.

General lines of linen goods were wanted by both the jobbers and the retailers for quick shipment. These orders were placed by buyers personally and by mail and wire.

Underwear.

Reports from manufacturers and selling agents indicate that the union suit looks better than ever in the spring business. Buyers are calling for early deliveries, one instance being heard of a jobber taking one-third of his spring order in the January delivery.

The situation is so strong in the spring business that advances could be very easily asked in some goods. In fact some of the duplicate business in the piece suits is being done at an advance of 25 cents a dozen. In the two-piece garments also there is a firmer trend, some of the low end balbriggan being marked up 10 cent a dozen on duplicate orders.

On fall goods, both in cotton and wool, the situation shows little change. An occasional order is being received from a small jobber here and there. One or two of the buyers have also only lately left the market. But as a rule reports indicate that the initial buying is completed, and that those who delayed in the expectation of securing an advantage were disappointed.

Fall prices undoubtedly looked high to some of the buyers compared with those of a year ago. But taking into account advance in cotton, the manufacturers cannot see how anything lower could have been expected. In fact complaints from several reliable sources indicate that some of the fall business was done at prices showing no profit to speak of to the mills.

Just what condition of retail stocks are in following the unusual weather

is the question uppermost in the minds of the underwear trade in relation to the next fall season. The fullest information, of course, has not yet been obtainable to answer this question. However, there is a belief, substantiated by pretty complete information, that in high grade union suits, at least, the carryover will not be anything as large as might be expected.

In other goods the reports are not so complete, yet there is an impression that the situation will not be as severe as expected. Judging from sales advertised knit underwear has not been the most prominent line of merchandise offered at reduced prices. It is recalled also that early in the fall season knit goods were among the best selling lines in the retail stores.

Ribbons.

Some momentum is gradually being gained in the ribbon trade, particularly through the demand for fancies. How far this will go and whether it will carry along with it a larger business in staples is the test of a good season, according to leading members of the trade. There is no doubt a sharp interest is being shown in the fancy ribbons so much so that the supply, as usual, is not up to the demand. Advances of a cent a ligne, it is claimed, are being asked and secured on some of these goods.

The January business of a number of the manufacturers and jobbers will exceed that of a year ago. Stocks, on the other hand, are large in some goods in first hands. Among retailers, it is believed, however, that ribbon stocks are light, because of the conservative buying of recent years.

The displays of fancy ribbons in so-called Bulgarian colors, confirm the prediction that the new effects have provided the stimulus to this season's business. A large proportion of these ribbons also are in narrower widths, some with fancy edges.

He Had a Name.

Patrick, late over, was working in the yards of a railroad. One day he happened to be in the yard office when the force was out. The telephone rang vigorously several times and he at last decided it ought to be answered. He walked over to the instrument, took down the receiver, and put his mouth to the transmitter, just as he had seen others do.

"Hello!" he called.

"Hello!" answered the voice at the other end of the line. "Is this eight-six-one-five-nine?"

"Aw, g'wan! Phwat d'ye tink Oi am? A box car?"

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.

Ha-Ka-Rac



MADE IN MICHIGAN
BY MICHIGAN WORKMAN
FOR MICHIGAN PEOPLE

**Our Goods are Standard
Our Brand is a Guaranty
Our Prices are Right**

Drop us a card and we will very soon convince
you that our goods are fast sellers



The Perry Glove and Mitten Co.
PERRY, MICHIGAN

"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.

The C. E. CONOVER COMPANY

Manufacturers

Factory, Red Bank, New Jersey 101 Franklin St., New York
Wenich McLaren & Company, Toronto—Sole Agents for Canada

Kind of Advertising That Helps the Dealer Most.

Shoe advertising is a subject that has been discussed and cussed from almost every standpoint imaginable. Going down the street with a friend, the other day, something moved him to paraphrase an old saying, "Oh, advertising, what outrages are committed in thy name!" And I was impressed with the applicability of that, as to shoe advertising. This is not a discussion of criminology, but there have been so many outrages committed in the name of advertising shoes that I am inclined to mention a few a little further on.

I think it is best to divide the subject in two topics: Advertising from the manufacturer to the merchant, and advertising from the manufacturer to the wearer.

A manufacturer who gets out and builds a trade must consider the first very seriously, and have a lot of nerve to back him up in his undertaking. The time has gone into the dim and distant past when a manufacturer can make an article of footwear, send it out on the road and win trade, unless he has very carefully paved the road for his salesmen. Whenever you see a man advertising for salesmen and telling them he has an article that will "sell itself," you may safely put him in the Wallingford class. He is either trifling with your credulity or jolly himself.

Influencing the Retailer.

There is only one article that will sell itself. Now I leave it to your intuitive minds to decide what that is.

Sixteen years ago, when I entered the race, there were few advertisers in the shoe manufacturing field. And they were mostly Western concerns. Looking over the advertising pages of a trade journal of those days, you would be amused to see the kind of advertisements they published. Most of them were business cards. And the illustrations of the shoes were funny—or would be, if they were not pathetic.

It was about this time that some bright chap conceived the notion that a merchant might have an enquiring mind, and ask some embarrassing questions as why and wherefore. So he started a campaign that went into some of the details, and printed reasons why he had the best and most desirable lines. He soon found an audience and his trade began to grow. Others jumped aboard the band wagon, and the sane and business-like advertising of shoes was on. Changin Over From Old Methods.

I think it was about the year 1899 that the first series of advertisements giving the merchants reasons and arguments was inaugurated in the trade papers. From that time to the present day, the methods of manufacturers in making and advertising have spread out and become so extremely high class that to point to any specific case as a good example would be difficult.

There are many ways of saying it, but the truest and most graphic manner of expression is that old one: "First make a good article—then let

people know about it." You cannot force a demand for shoes as you can for breakfast foods. Any man who has traveled on the road knows that he can sell an advertised line with one-half the effort it requires to sell one that is unknown. Now, by that I mean, advertised to the merchant.

I happen to be one of the many who have undertaken to do business on the road with a line that was never advertised. I have entered a store and told my story to a buyer with all the eloquence and heart-interest I could muster, only to have him ask: "Let me see, where is your house located?" This was in the good old days when factories depended upon the salesman to do all the advertising by word of mouth. And I have followed in the same territory with an advertised line and been welcomed by the buyer, who knew what I was talking about the minute I mentioned the name of the house I was representing.

Best Medium to Reach the Dealer.

I am sorry for the man who undertakes to place an unadvertised line as I am for the manufacturer I was talking with recently. He stated, rather proudly: "I have made a big success in twenty years without having spent one penny for advertising." I could not refrain from remarking to him that other concerns had made bigger successes in one-third that time through use of printer's ink and modern methods. He made a success because he stood where the overflow was bound to hit him in spite of the fact that he did not advertise.

I consider that a campaign without trade papers is like eating soup with a fork. The up-to-date shoe merchant reads his trade paper with the same avidity a pillar of the church reads his Bible.

Now as to advertising from the manufacturer to the wearer. We hear a lot about "creating a demand" and "assisting the merchant." It is good stuff, if a man is making only one shoe and that one at great profit. But the best demand is created by means of working hand in hand with the dealer. I doubt if any live shoe retailer welcomes an attempt on the part of the manufacturer to force a demand for a shoe he knows nothing about.

Therefore, I think it better to advertise to the wearer through the shoe dealer. Take that dealer into your confidence and tell him what you are going to do, first of all. Don't undertake to compel him to put in your line by inducing some woman or man to go in and demand a pair of your shoes. Coercion is a mild word for these methods. And the dealer is too smart to be coerced these days.

Co-operating with the Dealer.

Every time he has a demand for some shoes he has not in stock, he will set up an argument against the shoe demanded, and sell something "just as good" or "darned sight better," according to his thinking. When a person enters a shoe store they usually want simply shoes. And they usually know the shoe merchant. He is to most of them the arbiter of

You can make your store the Rubber Boot Store of your community by selling Hood's Bullseye Boot



Read what this satisfied man says:

10-30-12

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.

Dear Sirs:—By request of your salesman, Mr. Glen Finch, I ship you by express a pair of "Bullseye" Boots which I have worn 197 days in the Ekenburg Creamery on cement floors, 10 hours per day. I put the boots on the first of March and laid them off the 17th of Sept. I have been with these people 3 years and heretofore it has taken 6 pairs of boots each year of other company makes to do the same work. If you would like to ask any questions I would freely answer.

Respectfully yours,

G. B. BRIGGS.

Elsie, Mich.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Extra Style and Extraordinary Wear



Your patrons' feet will always be warm, comfortable and dry in any sort of bad weather clothed in a pair of our No. 48½. Your best trade is best satisfied with the best. They are willing to pay a little more for just what they want. Here it is.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

styles, the man with the knowledge, and they will accept his teachings, in nine cases out of ten.

Therefore I say it is better to work with the dealer than without him. Co-operative advertising, with the dealer behind the goods, and working with you to push them, is the safest and most economical way.

Thousands of dollars have been spent trying to force a demand for shoes. I am not an opponent of general publicity. It is fine. But it must be handled sanely. The decline in general publicity of a too general nature is the best proof of the soundness of my argument.

If I were a retail merchant, I would welcome as I would welcome gold dollars every advertisement that directed every consumer to "Ask your dealer." Or better still, to see at the bottom of an advertisement, "For sale by all dealers." Because when a man comes into my store to ask, I would sell him a pair of shoes that I wanted to sell him, regardless of the brand, and thank the general publicity advertiser for sending the customer my way.

R. L. Prather.

Review of Year's Work Presented at Flint.*

In submitting this, my tenth annual report, I wish to congratulate the members on the activity of the merchants all over the State in regard to association work. Information I have received in the past few months indicates that this will be the largest convention, in point of members, that we have ever held. I have distributed more literature and had more correspondence than in any year that I have been Secretary, which shows that the up-to-date merchant sees that it is to his interest to get into association work for his own protection and profit. While I have not organized as many new associations this year as I would have liked to have done, we have several new ones to report that have joined on invitation without cost to the Association.

On March 20 last year the secretaries of the different associations met at Lansing and had one of the most interesting meetings ever held, there being twenty secretaries present and a large number of members of the local association. Credit rating and collection departments were taken up and thoroughly discussed and many interesting plans were presented and adopted, which we have here at the convention and which may be had by applying to the Secretary.

We hope to continue these meetings at least twice a year and would urge every association in the State to send its secretary in order that he may be in touch with matters of importance such as may come before the meetings, as we feel that the secretary is the man that is generally the backbone of all associations and he should be in a position to disseminate such information to his members that will help his organization.

On July 9 the Executive Committee was called together to take ac-

tion in regard to a proposition presented by H. D. Mann in putting out organizers in the field where no local organization existed from which the State Association would derive a benefit and get new associations and members into the Association. The plan looked feasible to the Committee and a contract was entered into with Mr. Mann. Since signing the contract Mr. Mann had some trouble in getting the right kind of solicitors and has not done as well as he expected and has only started about three new associations. He informed me by letter recently, however, that he intends to get started shortly with competent help and will see that new associations are organized at once, and the work continued from now on.

During the past year I have visited Owosso, Sandusky, Deckerville, Charlotte, Big Rapids, Howard City, Holland, Midland, Brown City and organized the majority of these towns and expect to have a good representation from them at the convention.

Three other towns that organized themselves, Benton Harbor, East Jordan, and Cadillac, will be represented here to-day. H. D. Mann succeeded in organizing Chelsea, St. Clair and Marine City.

The following associations have paid their per-capita tax according to the schedule adopted at Port Huron to take effect in 1912.

Wyandotte	16
Grand Rapids, 1911	100
Traverse City	44
Bay City	61
Detroit	300
Ann Arbor	31
Jackson	41
Kalamazoo, 1911	40
Saginaw	60
Owosso	19
Lansing	40
Flint	62
Big Rapids	12
Chelsea	10
Port Huron	48

Honorary Members	884
Individual Members, 1912	39
Individual Members, 1913	32

Those in arrears for 1912.	
St. Ste. Marie	14
Petoskey	16
Imlay City	25
Ypsilanti	8
Grayling	15
Escanaba	15
Davison	15
Albion	56
Vicksburg	27
Kalamazoo	40
Muskegon	50
Grand Rapids	103
Greenville	15

399

Making a total of 1,388 members on our rolls, the largest number ever enrolled as members of our Association.

I notice that smaller associations do not take kindly to the schedule as adopted and only the live ones of those smaller associations have sent in their individual dues, whereas it

gives the smaller associations the right to greater representation than the larger associations as they have one vote for every dollar paid in.

The financial statement of monies received and disbursed is as follows:

Receipts.	
Cash on hand	282.71
Honorary members	390.00
Individual members, 1912	34.00
Individual members, 1913	32.00
Per Capita, 1911	35.00
Per Capita, 1912	328.30
1102.01	
Disbursements.	
Salary voted to Secretary	250.00
Executive Committee at Saginaw	28.11
President's expenses National convention	88.50
Telephone, telegraph and express	6.56
Postage	70.52
Printing and stationery	149.00
Secretary's salary 22 days	66.00
Bond for Mr. Mann	5.00
Secretary's hotel expense	34.75
Secretary's railroad expense ..	47.96
National Retail Merchants Federation	50.00
796.40	
Balance on hand	305.61

In making recommendations this year I would suggest the following: That the Secretary of each local organization as well as the individual members would send the State Secretary such incidents of interest that occur in their respective localities pertaining to association work that they may be given to the trade press, as both Mr. Day, of Trade and Mr. Stowe, of the Michigan Tradesman, are always willing to use their columns for the benefit of their readers and the same would also be of great benefit in our organization work.

Further, that the proper officers be instructed, as soon after this convention as feasible, to visit each organ-

ization, both old and new associations, and give such help and assistance as would increase their numbers and interest in association work, believing that an outside official can be more effective than a resident member, that the associations here assembled upon returning home see that their per capita tax (that has not been paid at this convention) is immediately sent in so that the officers of the Association can better lay their plans for the ensuing year.

Before closing, I wish to thank the wholesalers and manufacturers who have given us their assistance, both financially and by their advice which has made it possible for the great growth of the organization in the past years.

I also wish to thank the officers of this Association and the different trade papers for the assistance they have given me during the time I have had the honor of holding the office of Secretary and hope to see in the coming year a greater increase in the membership and new associations than we have ever had before.

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

G. J. Johnson Cigar Co.
S. C. W. El Portana
Evening Press Exemplar
These Be Our Leaders

Mayer
HONORBILT SHOES

The Line
That Gives
Satisfaction

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.

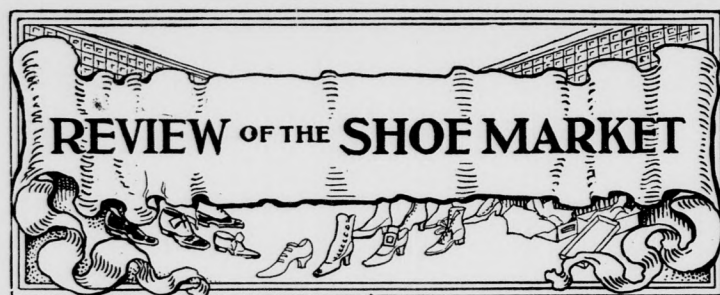
Orders Solicited

Herold Bertsch Shoe Co.

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

Grand Rapids, Mich.

*Annual report of Secretary Percival at annual convention Retail Grocers and General Merchants' Association.



Vigorous Plea for Thorough Revision of Present Methods.

Our extensive operations in the retailing of shoes, and our continued efforts to hold up the standard of the business have brought us into direct contact with every phase of the game and have caused us to have some well-defined ideas regarding the many ills—some real, many fancied, but most of them of his own making—that confront the shoe retailer of to-day.

You will find few retailers to be in accord with us in our views and many will condemn them, but in this day of progressive merchandising, why not apply a little of it to the retailing of shoes, and make profitable, by the elimination of "loss producers," a business that for years has been notoriously lacking in profits.

As to the effect upon the retailers' interests of a shoe trust we have this to say:

From the best information at hand a "trust," or "combination of manufacturers" is but now in its formative state, feeling its way. While its organizers are undoubtedly, earnestly considering means by which the production and distribution of shoes may be most economically handled. We do not know that affairs have progressed to the stage where an actual and settled "trust policy" has been adopted and until that is done it appears premature to say just what the effect will be, so far as the retailers are concerned.

It appears to us, however, that a manufacturers' association or "trust," if that name covers it more satisfactorily, might just as well be made to work to the betterment of the retail business as to its injury. It all depends upon the motive back of the organization and the lines along which its energies are expanded.

We believe that any association of manufacturers and allied interests, or any other sort of organization having for its ultimate object any other than the real betterment of the making and distributing of its product, so that a fair part of the saving realized through such organization reaches the retailer, and through him the actual consumer, will, as a natural result of its methods, fail.

But we as firmly believe that such an association could, if big enough financially and broad enough in its business policy, easily win success and profit for itself and be of immense direct benefit to the retailer, getting his enthusiastic support instead of antagonism.

A proposition of this sort is big and would necessarily have to be

handled by big people,—big financially as well as big in their understanding of modern methods and their application in a broad sense.

We would welcome that organization and believe it could be made to work a complete revolution in the present methods of handling the retailing of shoes, particularly as applied to the more staple lines in men's and women's selling around \$2 to \$3.50 and \$4.

The methods of buying and retailing shoes have not changed materially in the past twenty years—we are still obliged to anticipate our wants three to five months, buy that far ahead and take our chance on the styles and colors changing even before the goods are put on sale. This applies more especially to novelties and many "near novelties," but the matter of three to five months anticipation applies just as strongly to staple lines—the bread-winners—which represent, in the average store, around 75 per cent. of the total business done, and it is right in this end of the business that the retailer needs most to consider the benefits of be derived from the great stock proposition, which is sure to form the "back bone" of a trust's operations.

Presuming the trust thoroughly standardizes men's and women's grades and arranges to stock these styles in a wide range of widths and sizes, and is prepared to guarantee delivery of any quantity on immediate receipt, as is done in other lines, would it not result in quickly bringing the retailer to an appreciation of the opportunities presented, and allow him to do just as much business and perhaps greatly increase it on a two-thirds reduction of the reserve stock he would ordinarily carry under the old system, and would not his stock be cleaner and freer of accumulated "dead ones," and his finances be in healthier condition?

One of the results of "trust" organization, if it be big enough, would be its ability, through scientific specialization, to produce standardized shoes which in style, quality and construction would easily eclipse anything to-day produced under the present condition of scattered independent and often struggling units, and at prices that the smaller manufacturer with his extraordinary overhead charges could never successfully cope with.

The present manufacturers "in-stock" propositions have not proven entirely dependable, the sizes wanted most being usually "out," forcing

the dealer to follow the old "buy ahead" policy. A trust could, and most probably would, carry a stock salable in any shoe store, built right and styled right (by recognized experts) that would so completely outclass the present stock propositions as to practically eliminate them as important factors in the trade.

We have studied the retailing of shoes thoroughly and have tried, with some degree of success, to get the best results out of present conditions, but really think the business has developed and completely outgrown the old methods of conducting it, and if any general reorganization of these methods is to take place that will result in simplifying and make less hazardous the retailing of shoes, we assuredly wish it success.

Our ideas about "what reform would be of most advantage to the dealer" are about as follows:

Quicker deliveries, so that four or five weeks at any season would see complete delivery of all widths and sizes ordered.

Standardized measurements so that say a 7-B or 9-C of one make would run nearer the same as the same size in any other make.

Greater uniformity of product.

Elimination of certain "freak" styles and patterns and, by agreement embracing the principal makers, the more gradual introduction of radical changes in styles of toes.

In our opinion the greatest injury to the retailers' interests comes from the competition of manufacturers' stores. Another injury comes as a result of the ill advised and haphazard attempts to have manufacturers "in stock" departments. Errors in judgment as to the proper styles and sizes to stock and possibly the urgent immediate need of funds causes the manufacturer to throw immense lots of stock goods into the hands of job lot buyers, the shoes ultimately finding their way into the "\$2.50 sky parlors" now being operated everywhere and in direct competition with the trade usually referred to as "legitimate."

We do not know enough about the methods of the United Shoe Machinery Company to pass judgment, but as the American shoe to-day is admittedly the best on earth, and considering that the excellence of the shoe must be a result of the excellence of the machine that made it, it seems to us that the trade in general has benefited through the use of United Shoe Machinery Company machines.

We have never figured the United Shoe Machinery Company as being much interested in the affairs of the retailer, its interests being naturally centered mainly upon the manufacturer.

As to effect of manufacturer's stores:

We have in Dallas a number of manufacturer's stores. How successful they are or what showing they make as dividend producers we do not know, but nevertheless they are competitors and to that extent their presence is felt.

The above expressions clearly define our ideas and we trust that some, at least, of the more progressive retailers will agree with us that many undesirable conditions have gradually grown into and become a part of the retail business and that a thorough revision of methods is in order—Volk Bros Co. in Shoe Retailer.

Youth and Vigor.

The youth of America have been given higher ambitions and have been inspired to greater effort by the wonderful achievements of the country's successful men. Each ambitious youth considers himself a candidate for place in his country's halls of fame.

This is the quality that will make the United States great in the future as in the past; therefore, those sections, those states, those counties and those communities that encourage and foster the worthy ambitions of their young people by giving them opportunities for great accomplishment will be the communities that occupy the largest places in the country's future.

Only great men and great women can make a community great and only opportunity can afford occasion to develop the latent powers of greatness. The community, therefore, that aspires to a worthy place in coming years must recognize the claims of its young people and must make vigorous efforts to keep them to itself by affording ample opportunities for developing and exercising the initiative and enterprise that are essential to progress.

Co-operative stores and co-operative buying associations have been springing up all over in the country during the past year with great frequency. If they were all successful and regular retail merchants might consider them dangerous and alarming. But they are largely like mushrooms which spring up in a night and pass away as quickly. They drop down with a series of dull thuds which have been heard in all parts of the country. In Philadelphia the ladies helped the holders of storage eggs to get rid of overstocks by starting a campaign for lower priced eggs. The cold storage people fell for it and handed out their stocks of eggs at cut rates, while they smiled in their sleeves at the thought of how they were getting rid of a surplus which would be inconvenient with a new supply shortly available. The Philadelphia plan is commended to Chicago, where there are more eggs in storage than there were last year.

A Mixed Telegram.

Mr. McC., a young man in a college town who was an interesting combination of scientific and musical accomplishments, had a young lady friend in Chicago who was soon to be married. The day before the wedding her organist was suddenly taken very ill and she telegraphed to Mr. McC.: "Shall be married at noon tomorrow. Will you play for us." When the telegram reached him it read: "Shall be married at noon tomorrow. Will you pray for us?"

The Successful Merchant

***Is he who has in mind to
serve the public best***

To merit their confidence, his goods must be of the highest grade.

A good profit can always be conscientiously asked and realized on a high grade article.

He who has no confidence in his own judgment, but allows cheapness of price to guide him in his purchases, will soon be running a cheap store for a few cheap people without a profit to himself.

In making up your order for your fall supply of Rubbers, you will serve the public as well as yourself by ordering the

Glove Brand Rubbers



***A Rubber
For Every Style
of Shoe***

***A Rubber
For Every Kind
of Service***

***The Rubber
Acknowledged Supreme
In Fit and Wear***

SEND FOR CATALOGUE

HIRTH-KRAUSE COMPANY

Distributors for Michigan

::

Grand Rapids, Mich.



Michigan Retail Hardware Association.
President—F. A. Rechlin, Bay City.
Vice-President—E. J. Dickinson, St. Joseph.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

The Hardware Dealer's Service to the Community.*

I hope we will agree upon the proposition that we are in business not so much for the dollars and cents there is in it as for the rewards that come to us from satisfactory service. My subject is "The Hardware Dealer's Service to His Community." This is a big subject and covers a great deal. I don't want to talk about a kind of service like this—a traveling man went into a country hardware store and, after walking through the store and getting a lot of boxes and obstructions, got back into the office where he found the hardware dealer playing checkers. The traveling man set his grip down. The dealer did not notice him, apparently. After a while the traveling man noticed a number of customers in the front part of the store who had come in and he thought it was wise to call the dealer's attention to them. He did so and the dealer said, "Well, they will go out in a minute." That is not the kind of service that I refer to, but it is the kind of service that you get your profits on. In this day of extreme rush of competition no hardware man in a small town buying goods in the ordinary way, makes a profit only on his services. There is absolutely no chance if you consider prices and competition for a retail hardware dealer to expect to get anything but a profit on his services, and that is the only thing that he can get a profit on. I want to bring that out strongly and while I do not want to tread upon anybody's toes, I want to bring out a few facts to demonstrate that all the profit you can expect in the business is not in the goods, but on the service you give to your community—what it costs. I want you to realize that the cost is overbalanced by the value of the satisfaction that you get and the reward of the pleasure that comes to you from meeting with your fellow men in this community. We come to conventions, and I want to say to you right now it seems preposterous for me, a retail hardware dealer as you are, to stand up before you and try to tell you how to give service to your communities—you fellows who come to the convention the same as I do. The fellows that go to the

convention and sit in the seats are not the fellows we want this talk to go to, but if I can give you any ideas how you can improve your service, and possibly I may add an idea that you have no doubt thought of, and you may have some ideas that I should get and give to others, and so let us say that we will work along this morning and have a sort of love feast—a getting together of ideas, of the idea of service of our community. We get a few ideas from our trade journals. We read them at home, and they are good, and the next morning we get back into our business and we sit down at our desk, and we go to work and answer complaints and then we go home again, and we often do this without putting into action these ideas which we read and we know are good, and out of which others are trying to make a success. You know the difference between a lemon and a grape fruit. It is that a certain lemon had a chance to take advantage of becoming a grape fruit, and so it is with us and if a chance comes along our way, do not stay a lemon but embrace the opportunity of being a grape fruit. I want to tell you that your efforts in association work are making a better community for you at home; you get bigger and broader and better ideas. No man is any bigger than his environment, and if you stay in your little town at home you can figure that you are going to stay the same all the time and be the same as the rest of the community, but if you get out and mix with your fellows who are sitting within a hundred feet of you, that have some ideas that you have not got, you are going to take those home and make your community a bigger and better community, you are going to be bigger and broader; so it pays to travel and attend conventions, because you get bigger and broader and get new ideas which you take into your community.

I cannot pass this opportunity without saying, while I am talking about conventions, that the trade papers are for you to use. Think of what you read and think only of good ideas and carry them into execution.

The by-products in the retail hardware business are the services that we can give to our community. How many times have you had men come into your store—men that did not want to patronize mail order houses—and say, "I can buy that article in Chicago for \$10, but I am willing to pay you \$12.50." That is the thing we are getting our profits on. Deter-

mine upon some plan of action that will give our customers a keener appreciation of the value of our services, so that they will understand that we cannot charge any more for what they are getting than when they send away.

Don't forget the fact that the hardware dealer in the small town is the big man of the town. If he is not the big man in your town he ought to be. You have the best chance on earth of becoming the greatest power for good in your community, because you are the hardware dealer. Everybody depends on the hardware dealer. The hardware dealer should be the biggest "mixer" in every respect for good in the community. He should be a leader in his community. Your associations and friendships in your

town have a great effect upon your business.

In your community, gentlemen, let us concede this fact that service is profit; whatever you give out in service you get back in profit. There is a profit in two ways; there are two elements of that profit—the profit that you can get in dollars and cents incidental to your business and the reward you get by coming here and taking back to your town new ideas for the improvement of your community.

There are three kinds of leadership for you in your town. You have got to be a social leader, a political leader and a commercial leader. Now, do not understand me that to be a social leader necessarily means that you have got to have a dress suit and

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GRAND RAPIDS, MICH.

*Paper read at annual convention Wisconsin Retail Hardware Association by Curtis M. Johnson, of Rush City, Minn.

attend all the swell functions in the town, but it means that you have got to be a kingbee in all that comes up in your town. I think the first thing to do to be a social leader is to invite all the clerks to your house to show them how you are spending your money in your home. Let them have that privilege often. Invite your neighbors in and invite other dealers in and let them see that you are whole-hearted in your own home and they will greet you on the street with more consideration and it will help your business, and it will make you feel a whole lot better, too.

Be a political leader. When I say, be a political leader I do not want every man in the hardware business to run for mayor of the town and I do not want every man to run for Common Council, but it would be a good plan for every hardware man to get on the school board, for I tell you right now, fellows, if you are going to be a leader in your town, the best element you can work on is the little fellow about breast high.

The commercial leader proposition is a little more difficult, because when we are talking of hardware men now there will be other fellows in the town, that think they are entitled to be the leader, but you are the natural commercial leader of your town because you are the hardware man. Suppose somebody breaks his lock about 9 o'clock at night. He will run over to you and get a lock and you will give him that service. You will go down to the store and get a lock and he will be glad to pay you 20 per cent. more than he would pay the mail order house for that lock. He would never ask a grocery man to get up at 9 o'clock and get some sugar for him or other groceries. When you give him that kind of service, he will come back for more.

Another thing I will say, to make you a commercial leader, is to keep the boys on the farm. I don't know how the school system is in Wisconsin, but I know in Minnesota we have agricultural high schools in connection with several of our schools which give the farmer boys a short course for five months in the winter and gives them an agricultural course a whole year if they want it. I tell you it is a great thing. The business men should work along that line and get that school started. We have gone out and attended farmers' meetings and farmers' clubs and encouraged the boys to get that agricultural school started and encouraged them to believe that the farm is the greatest place on earth for a man to live. If we can only get that idea into the farmers' boys' minds it is the thing to do. Another thing, the bulletins sent out by the Agricultural Department at Washington you can get. They will send them to you. Your congressman will send them to you if you ask for them. That is the kind of service to give the farmers. That will tie them to you. You want to be a commercial leader in your town.

There is another plan you can work on. Your State library association

has a traveling library. They will send out twenty-five books on agriculture and twenty-five books on fiction and ask the farmers to come in and pick out two books, one on fiction and one on agriculture and keep on exchanging that way. Let them help themselves to books. It will help you in many ways.

Another thing, you can encourage the boys in going to the agricultural high schools and your agricultural clubs. Here is a problem—to keep the boys on the farm. One quarter of the world's population—of this country's population—is on one four hundredth of its area. Get busy upon that proposition and keep the boys interested in the farm and keep them growing.

Now, market days. Some towns do not have market days. I want to tell you right now that market days have been the best days for business we have in our town. We have them on the first Wednesday of every month. At first we had difficulty in creating an interest in them, but now we have a large attendance from the country on these days and it is proving a profitable thing for the merchants.

Another thing that you want to work for in your community is to see that everybody who can use a silo or needs one should have one, and if one is not big enough the farmer should have two. A silo will always be a safe investment. You never can lose any money on a credit proposition when a farmer builds a silo.

The Way to Rise.

The way for a young man to rise is to improve himself every way he can, never suspecting that anybody wishes to hinder him. Allow me to assure you that suspicion and jealousy never did help any man in any situation. There may sometimes be ungenerous attempts to keep a young man down; and they will succeed too, if he allows his mind to be diverted from its true channel to brood over the attempted injury. Cast about, and see if this feeling has not injured every person you have ever known to fall into it. Abraham Lincoln.

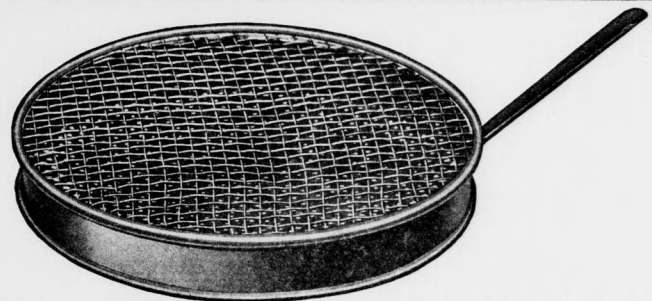
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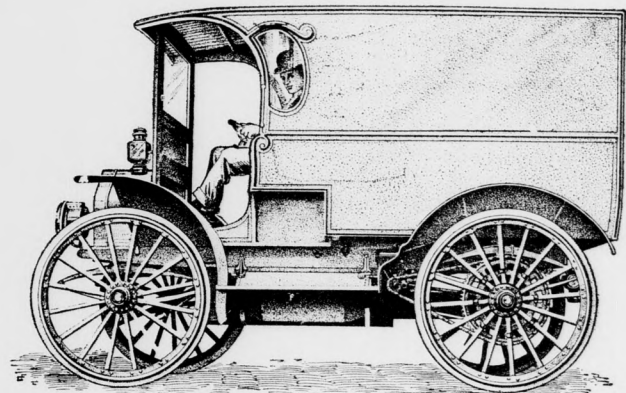
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News and Gossip of the Grand Rapids Boys.

Grand Rapids, Feb. 24—All U. C. T. members, please take notice, that our annual business meeting and election of officers will be held Saturday, March 1, at 10 o'clock a. m. We will have with us some of the Grand officers and also have a large class of candidates to be initiated. The arrangements for the banquet to be held at the Pantlind Hotel are completed. All who have ordered banquet tickets can secure the same of John H. Schumaker at the annual meeting and those who have ordered the tickets will be expected to pay for the same, should they attend or not, unless they cancel their orders before Thursday, February 27.

Fred C. Richter forgot all about the U. C. T. and its work for a few days last week. He came to Grand Rapids wearing a shrine button and carrying the shrine fez in his grip. However, he was to make his return trip with the Grand Senior Counselor, John Q. Adams, and we take it for granted that Frederick was in full U. C. T. uniform while in the company of his associate in the Grand lodge.

Last Thursday night the Pere Marquette train coming in from the north, due here at 11:05 p. m., was using six lanterns to light the smoking car. The road is in the hands of receivers, so the boys are wondering where they got the lanterns.

Bro. O. W. Stark is so much better from his long siege of disability that he will be with us at the annual meeting and the banquet next Saturday. It will certainly make us all feel glad to see him out again. We welcome you, "Raustus."

A goodly number attended the dancing party Saturday evening, considering the stormy weather. An en-

joyable evening was spent by all. The dancing party set for March 22 will be held one week later, March 29. Please take notice.

Mr. and Mrs. Frank B. Ewing of Grant, were present at the dancing party. Mrs. Ewing will remain in the city for this week and Sunday, while Mr. Ewing will spend a few days looking after his hardware business at Grant this week, but will return to be with us at the annual meeting and banquet.

Homer Bradfield was one hour late Sunday to attend a committee meeting. We feel assured that Homer will not be late at the Pantlind next Saturday night. W. D. Bosman.

The Origin of the Heel.

It is said that the heels now worn on shoes had their origin in Persia, where they took the form of flat wood on sandals to raise the feet and protect them from the hot sands.

It was many years afterward that this fashion was introduced into Venice, but the reason for its adoption in this case is said to have been quite different. Here the originators of the fashion were jealous husbands who reasoned that their ladies thus equipped would not venture far outside the precincts of their dwelling. These heels were called "clogs," and in order to satisfy the vanity of the wearers and perhaps to sweeten the pill—that is, the discomfort of appearing in them—they were elaborately adorned, sometimes being incrustated with gold and silver. The height of the clogs determined the rank of the wearer.

It has been said that enthusiasm is the active principle of personal magnetism. Magnetic persons are intensely earnest. The man who carries conviction along with him is the man who is not only a believer in the enterprise he is furnishing, but shows that he is a believer. Faith and works go hand in hand, and neither must be ashamed of the other. Each has its place, and must fill it. The optimist does not need to preach. His own cheerfulness is a sermon in itself, and not one of the kind that puts people to sleep, either. Enthusiasm is the forerunner of success.

An Expert.

"I never have any trouble with my gowns."

"How is that?"

"You see, my husband belongs to the fire department."

"Well?"

"And he hooks me up in 45 seconds."

So often we hear men say that what may do in one place will not do in another because the people are so different. That may be true as to circumstances in life, or the intelligence, or the plane of living. But given the same conditions and human nature is the same the world over, with the usual notable exceptions which are everywhere. You can safely bank on finding the same characteristics under the surface in like classes all over this great, big America of ours. East, West, North and South have very little to do with it. If you know how to handle a millionaire in San Francisco you can apply the same method of procedure in Boston, and if you have become expert in trading with Indians in Dakota you will be able to treat with redskins in Florida or

Mexico. So you may run the gamut of conditions and races. Experience counts, no matter in what school it was obtained.

Not Welcome.

"You're a fine little fellow," said the new pastor to the six-year-old son of his parishioner, at whose house he had arrived for tea. "Won't you shake hands and let's get acquainted?"

"Nope," said the fine little fellow. "Won't either."

"Why?" asked the minister. "Have I done anything to displease you?"

"Yep," was the impolite response.

"Had to have my face an' hands washed just because you was comin'."

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

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Wafted Down From Grand Traverse Bay.

Traverse City, Feb. 24—There was nothing else in sight in Traverse City, Saturday, Feb. 22, excepting the U. C. T. celebration. This was so large that it overshadowed everything else, this being the occasion of their seventh annual banquet. The Grand officers as follows, arrived on the G. R. & I. train: Grand Counselor John Quincy Adams, of Battle Creek, Grand Past Counselor George B. Craw, of Petoskey, and Grand Secretary Frederick Carl Richter. As the train stopped the Grand officers were greeted by the harmonious strains of music executed by Professor Herman Hoffman's Royal Kazoo band. The musicians were all members of our local Council attired in their beautiful uniforms, red Mackinaws, and toboggan caps. Each Grand officer was escorted to his carriage which consisted of a large crockery crate placed upon a dory and the procession started to wind its way up Front street, led by Brother John Fitch, mounted on a prancing black steed, dressed in burlesque to represent our Mayor. Following him came drum major Herr. Hoffman and his noted band, the three drays with the caged Grand officers, eleven candidates securely tied and guarded by Conductor Weaver and forty-eight travelers carrying grips on which were painted U. C. T. emblems. Everywhere busy was our special detective brother, A. E. Ford, burlesquing one of our special auto-cops. Both sides of the street were lined with spectators and very frequently the over curious would rush out to the cages and say, "What's them animals?" Grand Counselor Adams seemed to draw the attention of all the children as they walked beside his cage and threw in peanuts, candy and tobacco only to receive ugly growls and vicious snarls for their pains. Amidst the cheers of the numerous spectators, the procession marched through all of our principal streets and then to the Council Chamber in the Majestic building, where the "animals" were given their freedom. Immediately after this our Council convened in secret session, all of the officers filling their respective stations and with the majority of our members present. A committee escorted the Grand officers to chairs beside Senior Counselor Oole. Eleven new members were added to our number, receiving all of our degrees. Interesting and instructive talks were given by the Grand officers, which were well received. Our local officers were highly complimented for their efficient work, not a ritual being used during the ceremonies. The meeting was closed in ritualistic form at 5:30 p. m., and the members adjourned to the parlors, where a reception was being held by the ladies. Promptly at 6:30 p. m. the members, wives and friends marched into the banquet hall to the music of Horst's eight piece theater orchestra. An eight course banquet was daintily served, the waitresses being daughters of our members. At each plate was an elaborate programme and a carnation as favor. The tables were beautifully decorated

with potted plants; in fact, a prettier banquet table could not well be imagined. One hundred and twenty plates were laid. The tables were filled and the entertainment committee were everywhere present directing the maneuvers. Owing to the delightful repast every one was in a proper frame of mind when we came to our programme of toasts. Toastmaster William E. Bennett arose to his position at the head of the table (applause) and, after a few fitting remarks, in a dignified manner introduced Senior Counselor Adrian Oole, who delivered the address of welcome in his usual pleasing and eloquent manner, thanking his committees and the other officers of the Council for their able assistance during the past year and especially Secretary-Treasurer Harry Hurley. Grand Past Counselor George B. Craw, of Petoskey, responded to the address of welcome in a most able manner, closing his remarks with a very pretty and appropriate toast. W. P. Roach, of Grand Rapids, then rendered a beautiful vocal solo, accompanied by Miss Ruby Grayson, and was enthusiastically encored. Grand Counselor John Quincy Adams, of Battle Creek, then delighted his hearers with a very able address on the general good of the U. C. T.'s, congratulating our Council on its record of the past year and paying our ladies a high tribute for their assistance. Brother Adams made a very favorable and lasting impression on all present. Chaplain Earl C. Knowlton impressively delivered sections of the Ray of Hope lecture. The room was darkened and the transparency was used. A. J. Hoffman, of Milwaukee, favored us with a flute solo, which so completely charmed the entire company that he was compelled to respond to an encore. All were wondering how Grand Secretary Frederick Carl Richter would handle his subject, "Wafted Down from the Tradesman." Their curiosity was not lessened by the few remarks of introduction of the toastmaster, who explained that he had granted the concession of having the room in darkness during his address. As soon as the lights were switched off Brother Richter's voice was heard delivering an able address on the statistics and benefits of the order. After exactly two minutes of talking the lights were turned on, so Mr. Richter could take a drink of water, and while he was yet drinking the second portion of his speech began and to every one's surprise the voice came from the horn of a phonograph. His speech had been recorded on blank records and reproduced to such good effect that the audience had no thought of a phonograph until the lights were turned on. Otto Powers beautifully rendered a bass solo, accompanied by Mrs. Powers. He responded to an encore with a humorous selection which was very pleasing. Parm. C. Gilbert gave an able and eloquent address, which was undoubtedly the hit of the evening, speaking fittingly on the subject of fraternalism. We realized as never before the beauties of friendship and his talk was well received. W. P. Roach again favored

us with a vocal solo, responding to an encore with a humorous reading which provoked one of the heartiest laughs of the evening. Brother Wilkie A. White had the popular toast of the evening, "The Ladies." He handled this subject in a very able manner, showing that he has practically solved this mystery of all mysteries. Following the ascent of woman from the dark ages to the present day and even going into a dream and telling us where she will likely be in 3000 A. D. There is no question but that Brother White has increased his already popular standing with the ladies. A. J. Hoffman rendered, accompanied by Miss Grayson, another of his already popular flute solos and cheerfully responded to an encore. The programme was concluded by all rising and singing Mount Vernon Bells. The reception committee are very grateful to W. P. Roach, of Grand Rapids, A. J. Hoffman, of Milwaukee, Mr. and Mrs. Otto Powers, Parm. C. Gilbert and Miss Ruby Grayson, who cheerfully donated their services to our evening's entertainment. We wish also to thank Brother Richard Benway, of Saginaw Council, for his efficient assistance in the band and the presence of his congenial personality.

Much credit is due our toastmaster, William E. Bennett, for the graceful manner of introducing the speakers and carrying out the programme for not at any time was he at a loss to say the right thing in the right place and this is not a small task at such a large assemblage. The success of a banquet is in a great measure due to a good toastmaster.

We also wish to express a hearty vote of thanks to our committee brothers, A. B. Jourdan, Wm. F. Murphy and H. C. Hoffman, who so diligently worked to make this the best banquet since our organization. Benn-Rich.

Honks From Auto City Council.

Lansing, Feb. 24—Brother J. C. Saunders received an injury in his right knee last week which will compel him to stay at home for several days. No serious results, however, are expected.

Brother J. A. Raymond has been quite seriously ill with pneumonia, but is reported to be much better to-day and the critical point is considered past.

Brother F. H. Hastings is really a large man, but he has demonstrated his ability to go home and get to bed without waking up his better half, and the joke is on this estimable lady who has always insisted that Fred couldn't do it. A few evenings ago Fred and George were out on business and circumstances beyond their control kept them later than usual. About 8 a. m. Mrs. Hastings called George over the phone, asking him to explain what had become of Fred. A few minutes later she found him in the spare room, sleeping as peacefully as a babe.

The U. C. T. party given last Saturday night at K. P. hall was well attended and all report an excellent time.

Brother and Mrs. F. D. Engle are at Ann Arbor, where Mrs. Engle will undergo another serious surgical operation. Our sympathy is with them and we hope that the complete recovery of Mrs. Engle will result.

Don't forget that next Saturday night is our annual meeting, election of officers and initiation. Our Ladies' Auxiliary will serve another of those delightful suppers in the Council parlors at 6:30 sharp. H. D. B.

Changing From Credit to Cash Basis.

Albert Buning, general dealer at Falmouth, has issued the following letter to his customers:

We have decided to make a change in our business. Thus far we have been doing a credit business and have charged goods for people, some of whom deserved credit and some of whom did not. We find that a change has taken place on both sides. The merchant cannot buy goods any more as he could ten and fifteen years ago, when he was allowed four months time on his goods where now he must pay at least every thirty days and in some cases sooner.

On the other hand, the farmer now gets his money in every week of the year, where formerly he depended on the lumberwoods for money with which to pay his bills. He now sells such as butter, eggs, cream and other things all times in the year and therefore can pay as well at one time as another.

There is another thing which we intend to do and that is the most important of all. We expect to sell our goods at so low a price that it will appeal to all, and it will not be necessary to go away from home to buy goods, but come to Falmouth and buy as low as money can buy anywhere.

We expect to have extra sales one or two days each week when prices will be cut on the goods and be made to move.

We will show our friends that we will give them the benefit of the change and that it is to their interest to buy for cash and buy cheap.

On and after March 1 we will sell for spot cash only and will not charge any goods under any circumstances, so every one should understand it; and be prepared when the change is made.

We will send you our price lists from time to time to let you know just what we have to offer each week.

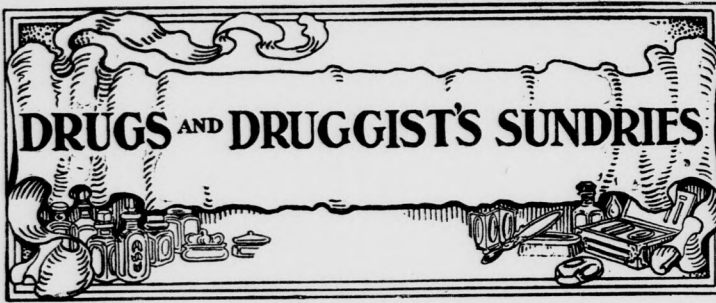
Late Grand Rapids Items.

Grand Rapids, Feb. 25—There was a traveling men's convention held at Hotel Hartford last Monday evening. G. K. Coffee was the main speaker. About thirty-five were present. The evening was spent in playing rum. Refreshments were served by the proprietor, Chas. Giddings.

It won't be long now before we will know who will be riding in the Overland. We are sure the majority will be walking or riding on the Pere Marquette. W. D. Bosman.

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

The average man's popularity seldom outlasts his money.



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Some Drug Store Records of Cigar Sales.

I was largely led to the adoption of record-breaking from the fact that I did not possess the faculty of remembering figures from day to day and from month to month, and found that if I wanted exact knowledge on any subject it would be necessary to make and keep an exact record, thus eliminating all guesswork and chance.

In the first place, I noticed that when I was visited by a cigar salesman it always seemed to be a game between him and me as to how many cigars of the various brands I needed and should buy. His ideas were always larger than mine; if I stuck to my ideas as to quantity I might under-buy; if I adopted his figures I was pretty sure to over-buy. I carry from 25 to 30 brands of cigars, which I buy regularly from several houses. The same experience was repeated every time a different salesman came to me.

As cigars tie up money faster and as the net profit is smaller than most people think, I decided to keep an exact record of each cigar carried in stock, showing the number bought, sold and on hand each month. I therefore started and have kept such a record for three years. I opened the record on Jan. 1, 1909, taking a complete inventory of all cigars on hand at that time; as cigars were received during the month I made a memorandum, and on the last day of the month again took an inventory. With this data I made up my record for the month as follows:

The head of the sheet read "Cigar Record for January, 1909." In the first column I listed the names of all the cigars carried in stock, beginning with the high-priced ones, and

also usually grouping the brands bought from the same dealers. In the second column was entered the number of each cigar received during the month. In the third column appeared the number of each cigar on hand, and in the fourth column the number of each kind sold.

In making up the record of each month I took my sheet for the previous month, showing number on hand then, added the number of cigars received, deducted the number on hand at time of inventory and the balance showed the number sold during the month.

This may sound like a lot of work, but I have found that there is always more or less work connected with most drug stores. In reality, it takes just about one hour once a month to make up this record. After perfecting my system and getting familiar with it I found that I could do it in much less time than at first. I was very particular to have the whole thing balance, as it would be worthless unless correct. I use a sheet of note size paper each month and do the work on the typewriter so as to make the record neat and uniform, listing the same cigar in the same order each month. I now have a complete monthly record of every cigar handled since Jan. 1, 1909.

The question naturally arises as to whether the benefits are sufficient to compensate for the work and the trouble. After using this system regularly for this length of time I am certain that in my case the benefits represent a big profit on the time devoted to the work. I now KNOW—and I spell it with capital letters—exactly how many of each cigar I have sold each month for over three years, how many of each I have bought, and how many of each were on hand at the end of each month.

I am in a position to know more about my needs in the cigar line than any salesman can tell me; consequently I can, in the main, avoid two serious errors, namely, under-buying and over-buying. These records show me whether I should buy in large or small quantities and approximately the number of any particular cigar. I also know when any cigar is getting to be a slow seller, and proceed to close it out. Most important of all, I find that I can largely avoid getting out of various brands, thus increasing my sales, while at the same time I do not carry as large a total stock as when working without any system.

I do not claim that this record system is infallible or a "cure-all," be-

cause anyone handling cigars knows that brands and sales fluctuate, but in the main it is a pretty safe guide, and I repeat that I would not now discontinue its use unless I had a better method to adopt in its stead.

After using this system at the cigar case a short time I became impressed with its advantages and put the same system in use on tablets and envelopes, which have always been an important item in our business. I use practically the same method here as on cigars and find it just as useful.

The foregoing examples are not the only records which I keep, but they are the only ones I keep in just this way. I make it a point to take an inventory of the entire store on the first of January of each year, which to my mind is one of the most important of all things connected with the management of any business regardless of its size or character. I have also kept a complete record for the past six years showing cash received every day and amounts paid out for merchandise and for expenses each month. Sometimes I think I carry the matter of records too far, but I feel that they are quite a help to me in many ways and that personally I could not get along without them.

In conclusion I will say, that while I do not expect every druggist to adopt my record system, I feel certain that some could with profit adopt some modification of it in certain departments of their business, and I am satisfied that after a few months' trial they would continue its use.

E. L. Hayes.

A New Remedy for Itch.

A German firm has recently put on the market a new remedy for itch, or scabies. It consists of a 25 per cent. alcoholic solution of the mono-benzene ester of ethylene glycol, with the addition of glycerol. Neuberger has treated eighty-five cases with great success. Some of the cases were of long standing, where the skin had become lacerated and eczematous. In all cases the remedy was well tolerated. The itching sensation diminished after the first application, and vanished after the second or third. Immediately after the injunction the patients noticed a slight burning sensation on sensitive places, evidently due to the alcohol. About fifty g. of

ristin are used at each application, and all three can be made in one day. No disturbances of the skin or kidneys were to be noted. The treatment is superior to Peru balsam, antiscabin, etc. The only drawback is the present high cost of the article, about \$1.30 for 175 g.

Ionia—Prosecuting Attorney A. R. Locke has asked the Attorney General for a ruling on the constitutionality of the trading stamp law in Michigan. Complaint has been made to the prosecutor by some Ionia merchants that other merchants are violating the law by dealing in trading stamps.

Marquette—The Schneider & Brown Lumber Co. has been organized to deal in lumber, logs and forest products. The capital stock of the company is \$75,000, in 750 shares of \$100 each. Forty thousand dollars of the capital stock has already been subscribed and paid in, \$5,000 in cash and \$35,000 in property, which later includes the mill at Dead River and the other timber holdings of the company. The stockholders are Theodore A. Schneider, Frank C. Brown and Leslie R. Haring, all of Marquette.

Charlotte—Charles L. Johnson, for many years an employe of the Lamb & Spencer Co. and one of the best known men in the city, was discovered in an unconscious condition by one of the clerks at the store last Thursday. Mr. Johnson's head was badly cut and it was at first thought he had been knocked down and the store robbed but nothing was found missing. It is very probable that he suffered a slight stroke of paralysis as he could give no account of himself or throw any light on his condition. Mr. Johnson is a prominent member of the Masonic order being commander of Knights Templar uniform rank No. 37.

A Colorado solon has introduced a measure requiring surgeons operating for appendicitis to show the cause of the disease and the operation. They must surrender to the patient a diseased appendix to prove that the operation was necessary. It is thought by some that if the measure passes that the natives of Colorado will again receive the old-fashion remedies for a plain case of stomachache.

One way to keep a friend is by letting him keep his money.

Save
Ice Bills

Save
Ice Cream

Save
Syrups
and
Fruits



Serve
the
Coldest
Soda
Water
and
Ice Cream
in
Town

THE GUARANTEE ICELESS FOUNTAIN

Will do it and bring the best trade. See our special show cases.

Michigan Store & Office Fixtures Co.
 Grand Rapids, Mich.

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	Guaiac	.....	@ 60
Citric	48	@ 55	Juniper Berries	.....	@ 1 25	Guaiac Ammon.	.....	@ 70
Muriatic	1 1/2	@ 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 @ 80	Ipecac	.....	@ 75
Sulphuric	1 1/2	@ 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.	.....	@ 2 25
Carbonate	13	@ 16	Linseed, raw less	.....	53 @ 57	Opium, Deodorizd	.....	@ 2 75
Chloride	12	@ 15	Mustard, true	.....	4 50 @ 5 00	Rhubarb	.....	@ 75
Balsams			Mustard, artifl	.....	2 75 @ 3 00	Paints		
Copaiba	70	@ 75	Neatsfoot	.....	80 @ 85	Lead, red, dry	7 1/2	@ 10
Fir (Canada)	1	25	Olive, pure	.....	2 50 @ 3 50	Lead, white, dry	7 1/2	@ 10
Fir (Oregon)	25	@ 35	Olive, Malaga,	.....	1 60 @ 1 75	Lead, white, oil	7 1/2	@ 10
Peru	2	20 @ 2 40	Olive, Malaga,	.....	1 50 @ 1 65	Ochre, yellow bbl	1 1/2	@ 1 1/4
Tolu	1	25 @ 1 40	Olive, green	.....	1 50 @ 1 65	Ochre, yellow less	2 1/2	@ 5
Berries			Orange, sweet	.....	4 00 @ 4 50	Putty	2 1/2	@ 5
Cubeb	65	@ 75	Organum, pure	.....	1 25 @ 1 50	Red Venetian bbl	1 1/2	@ 1 1/4
Fish	15	@ 20	Organum, com'l	.....	50 @ 75	Red Venet'n, less	2	@ 5
Juniper	6	@ 10	Pennyroyal	.....	2 25 @ 2 50	Shaker, Prepared	1 50	@ 1 60
Prickly Ash	.....	@ 50	Peppermint	.....	3 75	Vermillion, Eng.	90	@ 1 00
Barks			Rose, pure	.....	15 00 @ 18 00	Vermillion, Amer.	15	@ 20
Cassia (ordinary)	25		Rosemary Flowers	.....	90 @ 1 00	Whiting, bbl.	1	@ 1 1/2
Cassia (Saigon)	65	@ 75	Sandalwood, E. I.	.....	6 25 @ 6 50	Whiting	2	@ 5
Elm (powd. 25c)	25	@ 30	Sassafras, true	.....	80 @ 90	Insecticides		
Sassafras (pow. 30c)	25	@ 30	Sassafras, artifl	.....	45 @ 50	Arsenic	6	@ 10
Soap (powd. 25c)	15	@ 15	Spearment	.....	6 00 @ 6 50	Blue Vitrol, bbl.	.....	@ 6 1/2
Extracts			Sperm	.....	90 @ 1 00	Blue Vitrol less	7	@ 10
Licorice	24	@ 28	Tansy	.....	4 75 @ 5 00	Bordeaux Mix Pst	8	@ 15
Licorice powdered	25	@ 30	Tar, USP	.....	25 @ 35	Hellebore, white	.....	@ 20
Flowers			Turpentine, bbls.	.....	@ 51 1/2	Insect Powder	.....	@ 25
Arnica	18	@ 25	Turpentine, less	.....	55 @ 60	Lead Arsenate	3	@ 16
Chamomile (Ger.)	25	@ 35	Wintergreen, true	.....	75 00	Lime & Sulphur	.....	@ 15
Chamomile (Rom.)	40	@ 50	Wintergreen, sweet	.....	2 00 @ 2 25	Solution, gal	15	@ 25
Gums			Wintergreen, art'l	.....	50 @ 60	Paris Green	15	@ 20
Acacia, 1st	40	@ 50	Wormseed	.....	@ 6 00	Miscellaneous		
Acacia, 2nd	35	@ 40	Wormwood	.....	@ 8 00	Acetanald	30	@ 35
Acacia, 3d	30	@ 35	Potassium			Alum	3	@ 5
Acacia, Sorts	.....	@ 20	Bicarbonate	.....	15 @ 18	Alum, powdered and	.....	@ 7
Acacia, Powdered	35	@ 40	Bichromate	.....	13 @ 16	Bismuth Subim-	.....	@ 2 10 @ 2 25
Aloes (Barb. Pow)	22	@ 25	Bromide	.....	40 @ 50	trate	2	@ 2 25
Aloes (Cape Pow)	20	@ 25	Carbonate	.....	12 @ 15	Borax xtal or	.....	@ 6 @ 12
Aloes (Soc. Powd.)	40	@ 50	Chlorate, xtal and	.....	12 @ 16	powdered	.....	@ 1 25 @ 1 35
Asafoetida	1 00	@ 1 25	Chlorate, granular	.....	16 @ 20	Cantharides powd.	.....	@ 1 25
Asafoetida, Powd.	.....	@ 1 50	Cyanide	.....	30 @ 40	Calomel	1 25	@ 1 35
Pure			Iodide	.....	2 85 @ 2 90	Capicum	20	@ 25
U. S. P. Powd.	.....	@ 2 00	Permanganate	.....	15 @ 30	Carmine	.....	@ 3 50
Camphor	55	@ 60	Prussiate yellow	.....	30 @ 35	Cassa Buds	.....	@ 40
Guaiac	35	@ 40	Prussiate, red	.....	50 @ 60	Cloves	25	@ 30
Guaiac, Powdered	40	@ 50	Sulphate	.....	15 @ 20	Chalk Prepared	.....	@ 8 1/2
Kino	.....	@ 40	Roots			Chalk Precipitated	7	@ 10
Kino, Powdered	.....	@ 45	Alkanet	.....	15 @ 20	Chloroform	38	@ 45
Myrrh	.....	@ 40	Blood, powdered	.....	20 @ 25	Chloral Hydrate	1 25	@ 1 45
Myrrh, Powdered	.....	@ 50	Calamus	.....	35 @ 40	Cocaine	4	@ 15 @ 4 35
Opium	7	25 @ 7 50	Elecampane, powd	.....	15 @ 20	Cocaine, Bttled	.....	@ 50 @ 60
Opium, Powd.	8	50 @ 8 75	Gentian, powd.	.....	12 @ 15	Corks, list less	70	@ 85
Opium, Gran.	8	50 @ 8 75	Ginger, African,	.....	15 @ 20	Copperas bbls cwt	.....	@ 2 @ 5
Shellac	25	@ 30	powdered	.....	20 @ 25	Copperas, less	.....	@ 4 @ 6
Shellac, Bleached	30	@ 35	Ginger, Jamaica,	.....	22 @ 28	Copperas, Powd.	1 25	@ 1 40
Tragacanth	1 00	@ 1 25	powdered	.....	22 @ 28	Corrosive Sublim.	25	@ 35
Tragacanth, Pow	60	@ 75	Goldenseal, powd.	.....	@ 6 50	Cream Tartar	25	@ 35
Turpentine	10	@ 15	Ipecac, powd.	.....	2 75 @ 3 00	Cuttlebone	25	@ 35
Leaves			Licorice	.....	14 @ 16	Dextrine	.....	@ 10
Buchu	1 85	@ 2 00	Licorice, powd.	.....	12 @ 15	Dover's Powder	2 00	@ 2 25
Buchu, Powd.	3	90 @ 2 25	Orris, powdered	.....	25 @ 30	Emery, all Nos.	6	@ 10
Sage, bulk	18	@ 25	Poke, powdered	.....	20 @ 25	Emery, powdered	5	@ 8
Sage, 1/2s Loose	20	@ 25	Rhubarb	.....	75 @ 1 00	Epsom Salts, bbls	.....	@ 1 1/2
Sage, Powdered	25	@ 30	Rhubarb, powd.	.....	75 @ 1 25	Epsom Salts, less	2 1/2	@ 5
Senna, Alex.	25	@ 30	Rosinweed, powd.	.....	25 @ 30	Ergot	1 50	@ 1 75
Senna, Tinn.	15	@ 20	Sarsaparilla, Hond.	.....	@ 50	Ergot, powdered	1 80	@ 2 00
Senna, Tinn, Pow.	20	@ 25	Sarsaparilla Mexican,	.....	25 @ 30	Flake White	.....	@ 12 @ 15
Uva Ursi	10	@ 15	ground	.....	20 @ 25	Formaldehyde lb.	12	@ 15
Oils			Squills, powdered	.....	40 @ 60	Gambler	.....	@ 10
Almonds, Bitter,	.....	@ 6 00 @ 6 50	Squills, powd.	.....	12 @ 15	Gelatine	.....	@ 35 @ 45
Almond, Bitter,	.....	@ 1 75	Tumeric, powd.	.....	12 @ 15	Glassware, full cases	80	@
Almonds, Sweet,	.....	@ 90 @ 1 00	Valerian, powd.	.....	25 @ 30	Glassware, less	70	@ 10 %
Almond, Sweet,	.....	@ 40 @ 50	Seeds			Glauber Salts bbl.	.....	@ 1 1/4
Amber, crude	.....	@ 25 @ 30	Anise	.....	15 @ 20	Glauber Salts less	2	@ 5
Amber rectified	40	@ 50	Anise, powdered	.....	22 @ 25	Glue, brown	.....	@ 11 @ 15
Anise	2	25 @ 2 50	Bird, ls	.....	7 @ 8	Glue, brown grd	.....	@ 10 @ 15
Bergamot	.....	@ 8 00	Canary	.....	7 @ 10	Glue, white	.....	@ 15 @ 25
Cajuput	.....	@ 75	Caraway	.....	12 @ 18	Glue, white grd	.....	@ 15 @ 20
Cassia	1 50	@ 1 75	Cardamon	.....	1 60 @ 1 75	Glycerine	22	@ 32
Castor, bbls. and	.....	@ 12 1/2 @ 15	Celery	.....	45 @ 50	Hops	50	@ 80
Cedar Leaf	.....	@ 85	Coriander	.....	10 @ 15	Indigo	.....	@ 85 @ 1 00
Citronella	1 75	@ 2 00	Dill	.....	18 @ 20	Iodine	3 75	@ 4 00
Cloves	.....	@ 18 @ 20	Fennell	.....	@ 30	Iodoform	4 80	@ 5 00
Cocoonut	18	@ 20	Flax	.....	4 @ 8	Lead Acetate	12	@ 18
Cod Liver	1 00	@ 1 25	Flax, round	.....	4 @ 8	Lycopodium	.....	@ 60 @ 75
Cotton Seed	70	@ 85	Foenugreek, pow.	.....	6 @ 10	Mace	80	@ 90
Croton	.....	@ 1 60	Hemp	.....	5 @ 7	Mace, powdered	90	@ 1 00
Tinctures			Lobelia	.....	20 @ 25	Menthol	13	@ 14 00
Aconite	.....	@ 60	Mustard, yellow	.....	9 @ 12	Mercury	.....	@ 85 @ 90
Aloes	.....	@ 60	Mustard, black	.....	9 @ 12	Morphine, all brd	4	@ 5 @ 8 00
Arnica	.....	@ 60	Mustard, powd.	.....	15 @ 20	Nux Vomica	.....	@ 10
Asafoetida	.....	@ 1 00	Poppy	.....	15 @ 20	Pepper, black pow	20	@ 25
Belladonna	.....	@ 60	Quince	.....	6 @ 10	Pepper, white	25	@ 35
Benzoil	.....	@ 70	Rape	.....	6 @ 10	Pitch, Burgundy	10	@ 15
Benzoil Compound	.....	@ 75	Sabadilla	.....	25 @ 30	Quassia	.....	@ 10 @ 15
Buchu	.....	@ 75	Sabadilla, powd.	.....	35 @ 45	Quinine, all brds	2 1/2	@ 3 1/2
Cantharides	.....	@ 75	Sunflower	.....	6 @ 8	Rochelle Salts	20	@ 26
Capicum	.....	@ 75	Worm American	.....	15 @ 20	Saccharine	2	@ 2 @ 2 20
Cardamon	.....	@ 75	Worm Levant	.....	40 @ 50	Salt Peter	7 1/2	@ 12
Cardamon, Comp.	.....	@ 60	Tinctures			Seidlitz Mixture	20	@ 25
Catechu	.....	@ 60	Aconite	.....	@ 60	Soap, green	15	@ 20
Cinchona	.....	@ 60	Aloes	.....	@ 60	Soap, mott castile	10	@ 15
Colchicum	.....	@ 60	Arnica	.....	@ 60	Soap, white castile	.....	@ 6 25
Cubebs	.....	@ 75	Asafoetida	.....	@ 1 00	less per bar	.....	@ 6 5
Digitalis			Belladonna	.....	@ 60	Soda Ash	1 1/4	@ 5
Gentian			Benzoil	.....	@ 70	Soda Bicarbonate	1 1/4	@ 5
Ginger			Benzoil Compound	.....	@ 75	Soda, Sal	1	@ 4
Guaiac			Buchu	.....	@ 75	Spirit Camphoe	.....	@ 75
Guaiac Ammon.			Cantharides	.....	@ 75	Spirit Cologne	3 75	@ 3 00
Iodine			Capicum	.....	@ 75	Sulphur roll	2 1/2	@ 5
Iodine, Colorless			Cardamon	.....	@ 75	Sulphur Subl.	2 1/2	@ 5
Ipecac			Cardamon, Comp.	.....	@ 60	Tamarind	10	@ 15
Iron, clo			Catechu	.....	@ 60	Tartar Emetic	40	@ 50
Kino			Cinchona	.....	@ 60	Turpentine Venice	40	@ 50
Myrrh			Colchicum	.....	@ 60	Vanilla Ext. pure	1 00	@ 1 50
Nux Vomica			Cubebs	.....	@ 75	Witch Hazel	65	@ 1 00
Opium			Seeds			Zinc Sulphate	7	@ 10
Opium Camph.			Anise	.....	15 @ 20	Terpeneless		
Opium, Deodorizd			Anise, powdered	.....	22 @ 25	Lemon and		
Rhubarb			Bird, ls	.....	7 @ 8	High Class		
Shaker, Prepared			Canary	.....	7 @ 10	Vanilla		
Vermillion, Eng.			Caraway	.....	12 @ 18	FOOTE & JENKS, Jackson, Mich.		
Vermillion, Amer.			Cardamon	.....	1 60 @ 1 75	Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to		
Whiting, bbl.			Celery	45 @ 50	FOOTE & JENKS, Jackson, Mich.		
Whiting			Coriander	10 @ 15	FOOTE & JENKS, Jackson, Mich.		



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

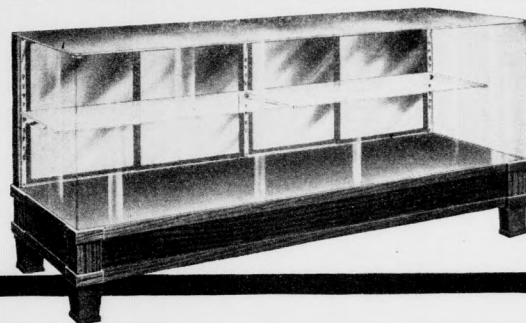
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HAZELTINE & PERKINS DRUG CO.

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless **Lemon and** High Class **Vanilla**

Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to
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"AMERICAN BEAUTY" Display Case No. 412—one of more than one hundred models of Show Case, Shelving and Display Fixtures designed by the Grand Rapids Show Case Company for displaying all kinds of goods, and adopted by the most progressive stores of America.

5

By Columns

CHEWING GUM		Extract		Sweet Goods	
Adams Black Jack	55	Holland, ½ gro boxes	95	Animals	10
Adams Sappota	55	Felix, ½ gross	1.15	Armada Cakes	8
Beeman's Pepsin	55	Hummel's foll, ½ gro.	85	Atlantics	12
Chiclets	1.25	Hummel's tin, ½ gro.	1.43	Atlantics Assorted	12
Colgan Violet Chips	60	CONFECTIONS		Avena Fruit Cakes	12
Colgan Mint Chips	60	Stick Candy	Palls	Bonnie Doon Cookies	10
Dentyne	1.10	Standard	8	Bonnie Lassies	10
Edge Spruce	55	Standard H	8	Brittle Fingers	10
Juicy Fruit	55	Standard Twist	9	Bumble Bee	10
Red Robin	55	Cases		Cameo Biscuit, cans	25
Sen Sen (Jars 80 pkgs, \$2.20)	55	Jumbo, 32 lb	8½	Cameo Biscuit Assdtd cans	25
Spearmint, Wrigleys	75	Extra H H	11	Cameo Biscuit Choco-late, cans	25
Spearmint, 5 box jars	2.75	Boston Cream	14	Cartwheels Assorted	8½
Spearmint box jars	1.65	Big Stick, 30 lb case	8½	Cecelia Biscuit	16
Trunk Spruce	55	Mixed Candy		Chocolate Bar, cans	18
Yucatan	55	Grocers	6½	Chocolate Drops	17
Zeno	55	X L O	7	Chocolate Drp Centers	16
5 boxes one kind, 3c per box less.		Special	10	Choc. Honey Fingers	16
CHICORY		Conserve	8½	Chocolate Rosettes, cn	20
Bulk	5	Royal	8	Circle Honey Cookies	12
Red	7	Ribbon	14	Cracknels	18
Caracas	5	Broken	8½	Crackermeal	6
Frank's	7	Cut Loaf	9½	Crystal Rosettes	20
Scheuer's	6	Leader	8½	Cocoanut Taffy Bar	13
Red Standards	1.60	Kindergarten	11	Cocoanut Drops	12
White	1.60	French Cream	9	Cocoanut Macaroons	18
CHOCOLATE		Hand Made Creams	17	Cocoanut Hon. Fingers	12
Walter Baker & Co.		Premio Cream mixed	14	Cocoanut Hon. Jumb's	12
German's Sweet	22	Paris Cream Bon Bons	10	Coffee Cakes, plain	11
Premium	23	Fancy	11	Coffee Cakes, Iced	12
Hershey's Almond 5c	85	Gypsy Hearts	14	Crumpets	10
Hershey's Milk, 5c	85	Coco Bon Bons	14	Diana Marshmallow	16
Walter M. Lowney Co.		Fudge Squares	13	Cakes	16
Premium, ¼s	29	Peanut Squares	12	Dinner Biscuit	25
Premium, ½s	29	Sugared Peanuts	12	Dixie Sugar Cookies	9
CLOTHES LINE		Salted Peanuts	12	Domestic Cakes	1½
No. 40 Twisted Cotton	per doz.	Light Kluges	10½	Eventide Fingers	16
No. 50 Twisted Cotton	1.30	Lozenges, plain	10½	Extra Wine Biscuit	10
No. 60 Twisted Cotton	1.70	Champion Chocolate	11	Family Cookies	8½
No. 80 Twisted Cotton	2.00	Eclipse Chocolates	14	Fig Cake Assorted	12
No. 50 Braided Cotton	1.00	Eureka Chocolates	16	Fig Newtons	12
No. 60 Braided Cotton	1.25	Champion Gum Drops	10	Fluted Cocoanut Bar	11
No. 60 Braided Cotton	1.85	Anise Squares	10	Frosted Ginger Cookie	8½
No. 80 Braided Cotton	2.25	Lemon Sours	10	Fruit Lunch, Iced	10
No. 50 Sash Cord	1.75	Imperials	10	Gala Sugar Cakes	8½
No. 60 Sash Cord	2.00	Ital. Cream Bon Bons	12	Ginger Gems	8½
No. 60 Jute	80	Golden Waffles	14	Ginger Gems, Iced	9½
No. 72 Jute	1.00	Red Rose Gum Drops	10	Graham Crackers	8
No. 60 Sisal	85	Auto Kisses	14	Ginger Snaps Family	8½
Galvanized Wire		Coffy Toffy	14	Ginger Snaps N. B. C. Round	8
No. 20, each 100ft. long	1.90	Molasses Mint Kisses	12	Ginger Snaps N. B. C. Square	8½
No. 19, each 100ft. long	1.20	Fancy-In 5lb. Boxes		H. H. Cookies, Sugar	8
COCOA		Old Fashioned Macs	10	H. H. Cookies, Sugar	8
Baker's	37	ses Kisses 10lb. box	1.30	Iced	9
Cleveland	41	Orange Jellies	60	Iced Cookies, Molasses	9
Colonial, ¼s	35	Lemon Sours	60	Household Cookies	8
Colonial, ½s	33	Old Fashioned Hore-hound drops	60	Household Cookies, Iced	8
Epps	33	Peppermint Drops	70	Household Cookies, Molasses, Plain	8
Hershey's ¼s	30	Champion Choc. Bars	50	Hippodrome Bar	12
Hershey's ½s	28	H. M. Choc. Lit. and Bitter	10	Honey Fingers As. Ice	12
Huyler	33	Dark, No. 12	1.10	Honey Jumb's, Coco-nut, Assorted	12
Lewy	33	Hit Sweet's, as'd	1.25	Honey Jumbles, Plain	12
Lowney	33	Brilliant Gums, Crys.	60	Honey Flakes	14
Lowney, ¼s	33	A. A. Licorice Drops	90	Imperial	8½
Lowney, ½s	33	Lozenges, printed	65	Jack Frost Gems	8
Lowney, 5 lb. cans	33	Lozenges, plain	65	Jonnie	8½
Van Houten, ¼s	12	Imperials	65	Jubilee Mixed	10
Van Houten, ½s	12	G. M. Peanut Bar	60	Kandy Kils	25
Van Houten, 5 lb. cans	36	Hand Made Crms	80@90	Lady Fingers Sponge	30
Van-Eta	18	Cream Wafers	65	Leap Year Jumbles	18
Webb	33	String Rock	70	Lemon Biscuit Square	8½
Wilber, ¼s	33	Wintergreen Berries	60	Lemon Thins	17
Wilber, ½s	33	Pop Corn		Lemon Wafers	17
Wilber, ¾s	33	Cracker	2.25	Lemona	8½
COCOANUT		Giggles, 5c pkg. cs.	3.50	Mace Cakes	10
Dunham's	per lb.	On My 100s	3.50	Mandalay	10
¼s, 5lb. case	19	Cough Drops		Mary Ann	8½
¼s, 6lb. case	29	Putnam Mental	1.00	Marshmallow Coffee	
¼s, 15lb. case	29	Smith Bros.	1.25	Marshmallow Walnuts	13
1s, 15lb. case	27	NUTS—Whole		Medora	8
¼s & ½s 15lb. case	28	Almonds, Tarragona	18	Molasses Fruit Cookies	
Scalloped Gems	16	Almonds, Drake	17	Mottled Squares	11
¼s & ½s palls	13	Almonds, California		N. B. C. Honey Cakes	10
Bulk, palls	12	sof shell		Iced	12
Bulk, barrels	12	Brazil	@12	Oatmeal Crackers	8
COFFEES, ROASTED		Filberts	@15	Orange Gems	8½
Common Rio	19	Cal. No. 1	@18	Orange Sponge Layer	
Fair	19½	Walnuts sft shell	17½@18	Cakes	20
Choice	20	Walnuts, Marbot	@16	Peanut Butter	8½
Fancy	21	Table nuts, fancy	@16	Peanut Gems	9
Peaberry	21	Pecans, small	@15	Plenic Mixed	11½
Santos	20	Pecans, large	@18	Pilot Bread	7
Common	20	Hickory Nuts, per bu.		Pineapple Cakes	16
Fair	20½	Ohio	2.00	Pretzels, Hand Made	9
Choice	23	Cocoanuts		Pretzels, Medley	10
Peaberry	23	Chestnuts, New York		Pretzettes, Hand Md	9
Maracaibo	24	State, per bu.		Pretzettes, Mac. Md	8
Choice	25	Shelled		Raisin Cookies	10
Fancy	26	Spanish Peanuts	8½@9	Raisin Gems	11
Guatemala	25	Pecan Halves	@7	Raspberry Cakes	12
Fair	25	Walnut Halves	@35	Reverses Assorted	15
Fancy	26	Filbert Meats	@30	Rittenhouse Fruit	
Private Growth	.26@30	Alicante Almonds	@40	Biscuit	12
Mandling	.31@35	Jordan Almonds	@45	Royal Toast	8
Aukola	.30@32	Peanuts		Rube	8½
Mooha		Fancy H P Suns	6½@7	Sea Foam Biscuit	18
Short Bean	.25@27	Roasted	7@7½	Spiced Currant Cakes	10
Long Bean	.24@25	Choice, raw, H. F. Jumb.	@7	Spiced Ginger Cakes	9
H. L. O. G.	.26@28	bo.	@7	Spiced Ginger Cks Iced	9
Fair	24	CRACKED WHEAT		Sugar Fingers	8
Fancy	26	Bulk	3½	Sugar Crimp	8½
Exchange Market, Steady		24 2lb. pkgs.	2.50	Sugar Squares, large	
Spot Market, Strong		CRACKERS		or small	9
Package		National Biscuit Company		Sultana Fruit Biscuit	16
New York Basis	24.25	Butter		Sunnyside Jumbles	10
Arbuckle	24.50	Excelsior Butters	8		
Lion	24.50	N. B. C. 8oz. bbl. 7 bx.	6½		
McLaughlin's XXXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Seymour, Rd. bbl. 7 bx.	6½		
		Soda			
		N. B. C. boxes	6½		
		Premium	7½		
		Select	8½		
		Saratoga Flakes	13		
		Zephyrette	13		
		Salines	13		
		(Formerly Zephyrette Salted)			
		Oyster			
		N. B. C. Picnic boxes	6½		
		Gem. boxes	6½		
		Shell	8		

6	7	8	9	10	11
<p>Superba 8 1/2 Triumph Cakes 16 Vanilla Wafers 17 Water Jumbles can: 18 Waverly 10</p> <p>In-er Seal Goods per doz. Albert Biscuit 1 00 Animals 1 00 Arrowroot Biscuit 1 00 Baronet Biscuit 1 00 Bremmer's Butter Wafers 1 00 Cameo Biscuit 1 50 Cheese Sandwich 1 00 Chocolate Wafers 1 00 Cocoanut Dainties 1 50 Dinner Biscuits 1 50 Excelsior Butters 1 00 Faust Oyster Crackers 1 00 Fig Newton 1 00 Five O'clock Tea 1 00 Frotana 1 00 Ginger Snaps, N. B. C. 1 00 Graham Crackers, Red Label, 100 size 1 00 Graham Crackers, Red Label, 50 size 50 Lemon Snaps 50 Oatmeal Crackers 1 00 Old Time Sugar Cook. 1 00 Oval Salt Biscuit 1 00 Oysterettes 50 Premium Soda 1 00 Pretzels, Hd. Md. 1 00 Royal Toast 1 00 Rykon Biscuit 1 00 Saltine Biscuit 1 00 Saratoga Flakes 1 50 Social Tea Biscuit 1 00 Sultana Fruit Biscuit 1 00 Soda Crackers Select 1 50 S. S. Butter Crackers 1 50 Unedda Biscuit 50 Unedda Jinger Wayfar 1 00 Unedda Lunch Biscuit 1 00 Vanilla Wafers 1 00 Water Thin Biscuit 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00</p> <p>Other Package Goods Barnum's Animals 50 Chocolate Tokens 2 50 American Beauty Ginger Snaps 2 50 Butter Crackers, NBC family package 2 50 Soda Crackers, NBC family package 2 50 Fruit Cake 3 00 Cracker Meal 75</p> <p>In Special Tin Packages Festino 2 50 Minaret Wafers 1 00 Nabisco, 25c 2 50 Nabisco, 10c 1 00 Champagne Wafer 2 50 Per tin in bulk Sorbetto 1 00 Nabisco 1 75 Festino 1 50 Bent's Water Crackers 1 40</p> <p>CREAM CARTAR Barrels or drums 33 Boxes 34 Square Cans 36 Fancy caddies 41</p> <p>DRIED FRUITS Apples Evaporated, Choice bulk 6 1/2 Evaporated, Fancy pkg. 7 1/2</p> <p>Apricots California 12 @ 14</p> <p>Citron Corsican 15</p> <p>Currants Imp'd 1 lb. pkg. 9 Imported, bulk 8 3/4</p> <p>Peaches Mulrs—Choice, 25 lb. b. 9 Mulrs—Fancy, 25 lb. b. 10 Fancy, Peeled, 25 lb. 18</p> <p>Pearl Lemon, American 12 1/2 Orange, American 12 1/2</p> <p>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</p> <p>California Prunes 90-100 25lb. boxes 6 80-90 25lb. boxes 7 70-80 25lb. boxes 7 1/2 60-70 25lb. boxes 7 1/2 50-60 25lb. boxes 8 40-50 25lb. boxes 9</p> <p>FARINACEOUS GOODS Beans California Lima 7 1/2 Michigan Lima 6 Med. Hand Picked 2 45 Brown Holland 1 65</p> <p>Farina 25 1 lb. packages 1 50 Bulk, per 100 lbs. 4 00 Original Holland Rusk Packed 12 rolls to container 3 containers (36) rolls 2 85 5 containers (60) rolls 4 75</p> <p>Hominy Pearl, 100 lb. sack 2 00 Maccaroni and Vermicelli Domestic, 10 lb. box 2 50 Imported, 25 lb. box 2 50</p> <p>Pearl Barley Chester 2 60 Empire</p>	<p>Peas Green, Wisconsin, bu. 2 00 Green, Scotch, bu. 2 00 Split, lb. 5</p> <p>Sago East India 5 German, sack 5 German, broken pkg.</p> <p>Taploca Flake, 100 lb. sacks 5 Earl, 130 lb. sacks 5 Pearl, 36 pkgs. 2 25 Minute, 36 pkgs. 2 75</p> <p>FISHING TACKLE 1/4 to 1 in. 6 1/4 to 2 in. 7 1/4 to 2 in. 9 1 1/2 to 2 in. 11 2 in. 15 3 in. 20</p> <p>Cotton Lines No. 1, 10 feet 5 No. 2, 15 feet 7 No. 3, 15 feet 9 No. 4, 15 feet 10 No. 5, 15 feet 11 No. 6, 15 feet 12 No. 7, 15 feet 15 No. 8, 15 feet 18 No. 9, 15 feet 20</p> <p>Linen Lines Small 26 Medium 26 Large 34</p> <p>Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 60</p> <p>FLAVORING EXTRACTS Jennings D C Brand Terpeness Extract Lemon No. 1 F Box, per doz. 75 No. 2 F Box, per doz. 90 No. 4 F Box, per doz. 1 75 No. 3 Taper, per doz. 1 75 2 oz. Flat, F M per doz. 1 50 Extract Mexican Vanilla Jennings D C Brand No. 1 F Box, per doz. 90 No. 2 F Box, per doz. 1 25 No. 4 F Box, per doz. 2 25 No. 3 Taper, per doz. 2 00 2 oz. Flat F M per doz. 2 00</p> <p>FLOUR AND FEED Grand Rapids Grain & Milling Co. Winter Wheat Purity Patent 5 70 Jeal of Minnesota 4 75 Sunburst 5 40 Wizard Flour 5 40 Wizard Graham 5 60 Wizard Gran. Meal 4 40 Wizard Buckwheat 6 00 Rye 4 00 Valley City Milling Co. Lily White 5 60 Light Leaf 5 80 Graham 2 30 Gran. Meal 2 40 Gran. Meal 1 60 Bolted Med. 1 50</p> <p>Voigt Milling Co. Graham 4 60 Voigt's Crescent 5 50 Voigt's Flourloft 5 50 Voigt's Hygienic 4 60 Voigt's Royal 5 90 Watson-Higgins Milling Co. Perfection Flour 5 50 Tip Top Flour 5 10 Golden Sheaf Flour 4 80 Marshall's Best Flour 4 85</p> <p>Worden Grocer Co. Quaker, paper 5 40 Quaker, cloth 5 50 Quaker Buckwheat bbl 5 40 Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/4s 5 20 American Eagle, 1/4s 5 10 American Eagle, 1/4s 5 00</p> <p>Spring Wheat Roy Baker Golden Horn, family 4 75 Golden Horn, bakers 4 65 Wisconsin Rye 3 75</p> <p>Judson Grocer Co. Ceresota, 1/4s 5 30 Ceresota, 1/4s 5 50 Ceresota, 1/4s 5 40</p> <p>Worden Grocer Co. Wingold, 1/4s cloth 5 50 Wingold, 1/4s cloth 5 40 Wingold, 1/4s cloth 5 30 Wingold, 1/4s paper 5 35 Wingold, 1/4s paper 5 30 Bakers' Patent 5 15</p> <p>Wykes & Co. Sleepy Eye, 1/4s cloth 5 85 Sleepy Eye, 1/4s cloth 5 75 Sleepy Eye, 1/4s cloth 5 65 Sleepy Eye, 1/4s paper 5 65 Sleepy Eye, 1/4s paper 5 65</p> <p>Meal Bolted 4 20 Golden Granulated 4 40</p> <p>Wheat Red 1 10 White 1 10</p> <p>Oats Michigan carlots 36 Less than carlots 38</p> <p>Corn Carlots 52 Less than carlots 56</p> <p>Hay Carlots 13 00</p>	<p>Less than carlots 15 00</p> <p>Carlots Street Car Feed 33 No. 1 Corn & Oat Feed 33 Cracked corn 32 Coarse corn meal 32</p> <p>FRUIT JARS Mason, pts., per gro. 4 00 Mason, qts., per gro. 4 40 Mason, 1/2 gal. per gro. 6 75 Mason, can tops, gro. 1 40</p> <p>GELATINE Cox's, 1 doz. large 1 75 Cox's, 1 doz. small 1 00 Knox Sparkling, doz 11 Knox's Sparkling, gr. 14 00 Knox's Acid'd, doz. 1 25 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 25 Plymouth Rock, Plain 90</p> <p>GRAIN BAGS Broad Gauge 18 Amoskeag 19</p> <p>HERBS Sage 15 Hops 15 Senna Leaves 25</p> <p>HIDES AND PELTS Hides Green, No. 1 11 1/4 Green, No. 2 10 1/2 Cured, No. 1 13 Cured, No. 2 12 Calfskin, green, No. 1 15 Calfskin, green, No. 2 13 1/4 Calfskin, cured, No. 1 16 Calfskin, cured, No. 2 14 1/4</p> <p>Pelts Old Wool @ 30 Lambs 50 @ 1 00 Shearlings 50 @ 1 00</p> <p>Tallow No. 1 @ 5 No. 2 @ 4</p> <p>Wool Unwashed, med. @ 18 Unwashed, fine @ 13</p> <p>HORSE RADISH Per doz. 90</p> <p>JELLY 5lb. pails, per doz. 2 20 15lb. pails, per pail 48 30lb. pails, per pail 90</p> <p>JELLY GLASSES 1/4 pt. in bbls, per doz. 15 1/2 pt. in bbls, per doz. 16 8 oz. capped in bbls, per doz. 18</p> <p>MAPLEINE 2 oz. bottles, per doz. 3 00</p> <p>MINCE MEAT Per case 2 85</p> <p>MOLASSES New Orleans Fancy Open Kettle 42 Choice 35 Good 22 Fair 20 Half barrels 2c extra</p> <p>MUSTARD 1/4 lb. 6 lb. box 16</p> <p>OLIVES Bulk, 1 gal. kegs 15 @ 1 25 Bulk, 2 gal. kegs 10 @ 1 20 Bulk, 5 gal. kegs 1 00 @ 1 15 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 35 Stuffed, 14 oz. 2 25 Pitted (not stuffed) 14 oz. 2 25 Manzanilla, 8 oz 90 Lunch, 10 oz 1 35 Lunch, 16 oz 2 25 Queen, Mammoth, 19 oz. 4 25 Queen, Mammoth, 28 oz. 5 75 Olive Chow, 2 doz. cs, per doz. 2 25</p> <p>PICKLES Medium Barrels, 1200 count 7 75 Half bbls., 600 count 4 38 5 gallon kegs 2 00</p> <p>Small Barrels 9 50 Half barrels 5 25 5 gallon kegs 3 00</p> <p>Gherkins Barrels 14 50 Half barrels 7 75 5 gallon kegs 3 00</p> <p>Sweet Small Barrels 14 50 Half barrels 8 00 5 gallon kegs 3 25</p> <p>PIPES Clay, No. 216, per box 1 75 Clay, T. D., full count 60 Cob 90</p> <p>PLAYING CARDS No. 90, Steamboat 75 No. 15, Rival, assorted 1 25 No. 20, Rover, enam'd 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808, Bicycle 2 00 No. 632, Tour'n't whist 2 25</p> <p>POTASH Babbitt's 4 00</p> <p>PROVISIONS Barreled Pork Clear Back 22 00 @ 23 00</p>	<p>Short Cut Clear 19 50 @ 20 00 Bean 17 50 @ 18 00 Brisket, Clear 22 00 @ 22 50 Pig 23 00 Clear Family 25 00</p> <p>Dry Salt Meats S P Bellies 13</p> <p>Lard Pure in tierces 11 1/4 @ 12 Compound Lard 8 1/4 @ 8 1/2 80 lb. tubs advance 1/4 60 lb. tubs advance 1/4 20 lb. tins advance 1/4 20 lb. pails advance 1/4 10 lb. pails advance 1/4 5 lb. pails advance 1/4 8 lb. pails advance 1/4</p> <p>Smoked Meats Hams, 12 lb. av. 15 1/4 @ 16 Hams, 14 lb. av. 15 1/4 @ 15 1/4 Hams, 16 lb. av. 14 1/4 @ 15 Hams, 18 lb. av. 14 1/4 @ 15 Skinned Hams 16 @ 16 1/4 Ham, dried beef sets 20 @ 20 1/2 California Hams 11 @ 11 1/2 Picnic Boiled Hams 15 Boiled Hams 24 @ 24 1/2 Minced Ham 12 1/2 @ 13 Bacon 16 @ 16 1/4</p> <p>Sausages Bologna 9 1/4 @ 10 Liver 7 1/2 @ 8 Frankfort 10 @ 10 1/4 Pork 13 @ 14 Veal 11 Tongue 11 Headcheese 9</p> <p>Beef Boneless 18 00 @ 18 50 Rump, new 19 00</p> <p>Pig's Feet 1/4 bbls. 1 00 1/2 bbls., 40 lbs. 2 00 1/2 bbls. 4 00 1 bbl. 8 00</p> <p>Tripe Kits, 15 lbs. 90 1/4 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00</p> <p>Casings Hogs, per lb. 35 Beef, rounds, set 17 @ 18 Beef, middles, set 90 @ 95 Sheep, per bundle 80</p> <p>Uncolored Butterline Solid Dairy 12 @ 16 Country Rolls 12 1/2 @ 18</p> <p>Canned Meats Corned beef, 2 lb 4 20 Corned beef, 1 lb 2 20 Roast beef, 2 lb 4 20 Roast beef, 1 lb 2 20 Rotted Ham, 1/4s 50 Potted Ham, 1/4s 90 Deviled Ham, 1/4s 90 Deviled Ham, 1/4s 90 Potted Tongue, 1/4s 50 Potted Tongue, 1/4s 90</p> <p>RICE Fancy 6 @ 6 1/4 Japan Style 5 @ 5 1/2 Broken 4 @ 4 1/2</p> <p>ROLLED OATS Rolled Avena, bbls. 4 35 Steel Cut, 100 lb. sks. 2 25 Monarch, bbls. 4 10 Monarch, 90 lb. sacks 1 90 Quaker, 18 Regular 1 45 Quaker, 20 Family 4 00</p> <p>SALAD DRESSING Columbia, 1/4 pt 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz 5 00 Durkee's, small, 2 doz 5 25 Snider's, large, 1 doz 2 35 Snider's, small, 2 doz 1 35</p> <p>SALERATUS Packed 60 lbs. in box Arm and Hammer 3 00 Wyandotte, 100 1/4s 3 00</p> <p>SAL SODA Granulated, bbls. 80 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs. 1 25</p> <p>SALT Common Grades 100 3 lb. sacks 2 60 70 4 lb. sacks 2 40 60 5 lb. sacks 2 40 28 10 lb. sacks 2 25 56 lb. sacks 40 28 lb. sacks 20</p> <p>Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20</p> <p>Solar Rock 56 lb. sacks 25</p> <p>Common Granulated, Fine 1 05 Medium, Fine 1 10</p> <p>SALT FISH Cod Large, whole @ 7 1/4 Small, whole @ 7 Strips or bricks 7 1/4 @ 10 1/4 Pollock @ 4 1/2</p> <p>Halibut Strips 15 Chunks 16</p> <p>Holland Herring Y. M. wh. hoop bbls. 12 00 Y. M. wh. hoop 1/2 bbl. 6 50 Y. M. wh. hoop kegs 72</p>	<p>Y. M. wh. hoop Milchers kegs 73 Queen, bbls. 11 00 Queen, 1/2 bbls. 5 75 Queen kegs 63</p> <p>Trout No. 1, 100 lbs. 7 50 No. 1, 50 lbs. 2 25 No. 1, 10 lbs. 90 No. 1, 5 lbs. 75</p> <p>Mess, 100 lbs. 16 50 Mess, 40 lbs. 7 00 Mess, 10 lbs. 1 85 Mess, 5 lbs. 1 50 No. 1, 100 lbs. 10 00 No. 1, 40 lbs. 6 60 No. 1, 10 lbs. 1 25</p> <p>Whitefish 100 lbs. 9 75 50 lbs. 5 25 10 lbs. 1 12 8 lbs. 92 100 lbs. 4 65 40 lbs. 2 10 10 lbs. 75 8 lbs. 65</p> <p>SEEDS Anise 14 Canary, Smyrna 10 Cardamom, Malabar 1 20 Celery 40 Hemp, Russian 5 Mixed Bird 8 Mustard, white 16 Poppy 16 Rape 5 1/2</p> <p>SHOE BLACKING Handy Box, large 3 dz 3 50 Handy Box, small 25 Bixby's Royal Polish 85 Miller's Crown Polish 85</p> <p>SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars 43</p> <p>SODA Boxes 5 1/2 Kegs, English 4 1/2</p> <p>SPICES Whole Spices Allspice, Jamaica 9 Allspice, large Garden 11 Cloves, Zanzibar 27 Cassia, Canton 25 Cassia, 5c pkg. doz. 25 Ginger, African 3 1/4 Ginger, Cochinch 14 1/2 Mace, Penang 70 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Mixed, 5c pkgs. doz. 45 Nutmegs, 70-80 30 Nutmegs, 105-110 22 Pepper, Black 13 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian 45</p> <p>Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 30 Cassia, Canton 12 Ginger, African 18 Mace, Penang 75 Nutmegs, 75-80 35 Pepper, Black 15 Pepper, White 35 Pepper, Cayenne 24 Paprika, Hungarian 45</p> <p>STARCH Corn Kingsford, 40 lbs. 7 1/4 Muzzy, 20 lb. pkgs. 5 1/4 Muzzy, 40 lb. pkgs. 5</p> <p>Gloss Kingsford Silver Gloss, 40 lbs. 7 1/4 Silver Gloss, 16 3/4s 6 1/4 Silver Gloss, 12 6/4s 5 3/4</p> <p>Muzzy 48 lb. packages 5 16 3/4 lb. packages 4 1/2 12 6/4 lb. packages 6 50 lb. boxes 3 1/2</p> <p>SYRUPS Corn Barrels 26 Half barrels 1 80 Blue Karo, No. 2 1 80 Blue Karo, No. 2 1/2 2 96 Blue Karo, No. 5 2 10 Blue Karo, No. 10 2 00 Red Karo, No. 2 1 91 Red Karo, No. 2 1/2 2 40 Red Karo, No. 5 2 35 Red Karo, No. 10 2 25</p> <p>Pure Cane Fair 16 Good 20 Choice 25</p> <p>TABLE SAUCES Halford, large 3 75 Halford, small 2 25</p> <p>TEA Japan Sundried, medium 24 @ 25 Sundried, choice 30 @ 33 Sundried, fancy 36 @ 40 Basket-fired medium 30 Basket-fired, choice 35 @ 37 Basket-fired, fancy 40 @ 43 Nibs 30 @ 32 Siftings 10 @ 12 Fannings 14 @ 15</p> <p>Gunpowder Moyune, medium 35 Moyune, choice 33</p> <p>Scrap All Red, 5c 5 76 Am. Union Sera p. 5 40 Bag Pipe, 5c 5 88 Culias, 1/4c 25 Globe Scrap, 2 oz 30 Happy Thought, 2 oz 30 Honey Comb Scrap, 5c 5 76 Honest Scrap, 5c 1 55 Mail Pouch, 4 doz. 5c 2 00 Old Songs, 5c 5 76 Old Times, 1/4 gro. 5 50 Polar Bear, 5c, 1/4 gro. 5 76 Red Bear, 5c 5 76 Red Man Scrap, 5c 1 42</p>	<p>Moyune, fancy 50 @ 60 Pingsuey, medium 33 Pingsuey, choice 35 Pingsuey, fancy 50 @ 55</p> <p>Young Hyson Choice 30 Fancy 40 @ 50</p> <p>Oolong Formosa, Fancy 50 @ 60 Formosa, medium 21 Formosa, choice 35</p> <p>English Breakfast Medium 25 Choice 30 @ 35 Fancy 40 @ 60</p> <p>India Ceylon, choice 30 @ 35 Fancy 45 @ 50</p> <p>TOBACCO Fine Cut Blot 1 45 Bugle, 16 oz. 3 34 Bugle, 10c 11 00 Dan Patch, 8 and 16 oz 32 Dan Patch, 4 oz. 11 52 Dan Patch, 2 oz. 5 76 Fast Mail, 16 oz. 7 80 Hlawatha, 16 oz. 60 Hlawatha, 5c 5 40 May Flower, 16 oz. 9 36 No Limit, 8 oz. 1 78 No Limit, 16 oz. 3 85 Ojibwa, 8 and 16 oz 11 18 Ojibwa, 10c 1 85 Ojibwa, 5c 1 85 Petoskey Chief, 7 oz. 2 00 Petoskey Chief, 14 oz. 4 00 Peach and Honey, 5c 5 76 Red Bell, 16 oz. 3 96 Red Bell, 8 oz. 1 98 Sterling, 8 and 16 oz 5 76 Sweet Cuba, canister 9 16 Sweet Cuba, 5c 5 76 Sweet Cuba, 10c 93 Sweet Cuba, 1 lb. tin 4 90 Sweet Cuba, 16 oz. 4 80 Sweet Cuba, 1/2 lb. foil 2 56 Sweet Burley, 5c L&D 5 76 Sweet Burley, 8 oz 4 90 Sweet Burley, 24 lb. 4 90 Sweet Mist, 1/4 gro. 5 70 Sweet Mist, 3 oz. 11 10 Sweet Mist, 8 oz. 35 Telegram, 5c 5 76 Tiger, 5c 6 00 Tiger, 25c cans 2 45 Uncle Daniel, 1 lb 60 Uncle Daniel, 1 oz 5 22</p> <p>Plug Am. Navy, 16 oz. 31 Apple, 10 lb. butt 38 Drummond Nat Leaf, 2 and 5 lb. 90 Drummond Nat Leaf, per doz 23 Battle, 6 and 12 lb. 30 Bracer, 6 and 12 lb. 30 Big Four, 6 and 16 lb. 32 Boot Jack, 2 lb. 86 Boot Jack, per doz. 86 Bullion, 16 oz. 46 Climax, Golden Twins 48 Climax, 14 1/2 oz. 44 Climax, 7 oz. 47 Days' Work, 7 & 14 lb. 37 Creme de Menthe, lb. 62 Derby, 5 lb. boxes 28 5 Bros., 4 lb. 65 Four Roses, 10c 90 Gilt Edge, 2 lb. 50 Gold Rope, 6 & 12 lb. 58 Gold Rope, 4 & 8 lb. 58 G. O. P., 12 & 24 lb. 36 Granger Twist, 6 lb. 46 G. T. W., 10 1/2 & 21 lb. 46 Horse Shoe, 6 & 12 lb. 43 Honey Dip Twist, 5 & 10 lb. 45 Jolly Tar, 5 & 8 lb. 40 J. T., 5 1/2 & 11 lb. 35 Kentucky Navy, 12 lb. 32 Keystone Twist, 6 lb. 45 Kismet, 6 lb. 48 Maple Dip, 20 oz. 25 Merry Widow, 12 lb. 32 Nobby Spun Roll 6 & 3 58 Parrot, 12 lb. 45 Parrot, 20 lb. 28 Patterson's Nat. Leaf 98 Peachey, 6-12 & 24 lb. 40 Plentic Twist, 5 lb. 45 Piper Heidsieck, 4 & 7 lb. 69 Piper Heidsieck, per doz. 98 Polo, 3 doz., per doz. 98 Red Lion, 6 & 12 lb. 38 Scrapple, 2 & 4 doz. 48 Sherry Cobbler, 8 oz. 32 Spear Head, 12 oz. 44 Spear Head, 14 1/2 oz. 47 Spear Head, 7 oz. 47 Sq. Deal 7, 14 & 28 lb. 28 Star, 6, 12 & 24 lb. 43 Standard Navy, 7 1/2, 15 & 30 lb. 34 Ten Penny, 6 & 12 lb. 35 Town Talk, 14 oz. 30 Yankee Girl, 6, 12 & 24 30</p>

SPECIAL PRICE CURRENT

12

Scrapple, 50c pkgs. 48
 Sure Shot, 50c 1/2 doz. 5 75
 Yankee Girl, 2 oz. 5 75
 Pan Handle, 1/2 doz. 5 75
 Peachy Scrap, 50c 1 90
 Union Workman, 2 1/2 6 00

Smoking

All Leaf, 2 1/2 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52
 Banner, 5c 5 96
 Banner, 8 oz. 1 60
 Banner, 16 oz. 3 20
 Belwood Mixture, 10c 94
 Big Chief, 2 1/2 oz. 6 00
 Big Chief, 16 oz. 30
 Bull Durham, 5c 5 90
 Bull Durham, 10c 10 80
 Bull Durham, 15c 18 48
 Bull Durham, 8 oz. 6 72
 Bull Durham, 16 oz. 12 72
 Buck Horn, 5c 11 50
 Buck Horn, 10c 11 50
 Briar Pipe, 5c 6 00
 Briar Pipe, 10c 12 00
 Black Swan, 5c 5 76
 Black Swan, 14 oz. 3 50
 Bob White, 5c 6 80
 Brotherhood, 5c 5 85
 Brotherhood, 10c 11 80
 Brotherhood, 16 oz. 23
 Carnival, 5c 5 70
 Carnival, 1/2 oz. 39
 Carnival, 16 oz. 40
 Cigar Clip, Johnson 30
 Cigar Clip, Seymour 30
 Identity, 3 & 16 oz. 40
 Darby Cigar Cuttings 40
 Continental Cubes, 10c 50
 Corn Cake, 14 oz. 2 55
 Corn Cake, 7 oz. 1 25
 Corn Cake, 5c 5 76
 Cream, 50c palls 4 60
 Cuban Star, 5c foll. 5 76
 Cuban Star, 16 oz. palls 3 72
 Chips, 10c 10 20
 Dills Best, 1/2 oz. 79
 Dills Best, 3 1/2 oz. 77
 Dills Best, 16 oz. 73
 Dixie Kid, 1 1/2 foll. 39
 Duke's Mix, 5c 5 76
 Duke's Mix, 10c 11 52
 Duke's Cameo, 1 1/2 oz. 41
 Drum, 5c 5 90
 F. F. A., 3 oz. 11 50
 F. F. A., 7 oz. 11 50
 Fashion, 5c 6 00
 Fashion, 16 oz. 43
 Five Bros., 5c 5 60
 Five Bros., 10c 10 70
 Five cent cut Plug 25
 F. O. B. 10c 11 96
 Four Roses, 10c 11 96
 Full Dress, 1 1/2 oz. 72
 Gland Hand, 5c 1 44
 Gold Block, 1 1/2 oz. 39
 Gold Block, 10c 11 88
 Gold Star, 16 oz. 38
 Gall & Ax Navy, 5c 5 95
 Growler, 5c 2 94
 Growler, 10c 2 94
 Growler, 20c 1 85
 Giant, 5c 1 55
 Giant, 16 oz. 33
 Hand Made, 2 1/2 oz. 50
 Hazel Nut, 5c 5 76
 Honey Dew, 1 1/2 oz. 40
 Honey Dew, 10c 11 88
 Hunting, 1 1/2 & 3 1/2 6 10
 I. X. L., 5c 6 10
 I. X. L. in palls 32
 Just Suits, 5c 6 00
 Just Suits, 10c 11 88
 Kill Dried, 25c 2 45
 King Bird, 3 oz. 25 20
 King Bird, 7 oz. 11 00
 King Bird, 1 1/2 oz. 70
 King Bird, 5c 5 76
 La Turke, 1 lb. 28
 Little Giant, 1 1/2 94
 Lucky Strike, 1 1/2 oz. 94
 Lucky Strike, 1 1/2 96
 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 50
 Mayflower, 5c 5 76
 Mayflower, 10c 5 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 96
 Old Crop, 5c 5 76
 Old Crop, 25c 20
 P. S., 8 oz. 30 lb. cs. 19
 P. S., 8 oz. per gross 5 70
 Pat Hand, 1 oz. 63
 Patterson Seal, 1 1/2 oz. 48
 Patterson Seal, 3 oz. 96
 Patterson Seal, 16 oz. 5 70
 Peerless, 5c 5 70
 Peerless, 10c 1 82
 Peerless, 3 oz. 20 20
 Peerless, 7 oz. 23 76
 Peerless, 14 oz. 47 52
 Plaza, 2 gro. cs. 5 76
 Plow Boy, 5c 5 76
 Plow Boy, 10c 11 00
 Plow Boy, 14 oz. 4 50
 Pedro, 10c 11 80
 Pride of Virginia, 1 1/2 70
 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, foll. 5 90
 Rob Roy, 10c gross 10 20
 Rob Roy, 25c doz. 2 10
 S. & M., 5c gross 5 76
 S. & M., 14 oz. doz. 3 20
 Soldier Boy, 5c gross 5 95
 Soldier Boy, 10c 10 56
 Soldier Boy, 1 lb. 4 80
 Sweet Caporal, 1 oz. 60
 Sweet Lotus, 5c 6 00
 Sweet Lotus, 10c 12 00
 Sweet Lotus, per doz. 4 85
 Sweet Rose, 2 1/2 oz. 30
 Sweet Tip Top, 5c 2 00
 Sweet Tip Top, 3 1/2 oz. 38
 Sweet Tips, 1/2 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 2 25
 Pipe combination 5 70
 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 96
 Tuxedo, 16 oz. cart 64
 Tuxedo, 16 oz. tins 64
 Twin Oaks, 10c 94
 Union Leader, 50c 5 06
 Union Leader, 25c 2 55
 Union Leader, 10c 11 60
 Union Leader, 5c 5 95
 Union Workman, 1 1/2 5 76
 Uncle Sam, 10c 10 80
 Uncle Sam, 8 oz. 2 20
 U. S. Marine, 5c 6 00
 Van Bibber, 2 oz. tin 88
 Velvet, 5c pouch 1 44
 Velvet, 10c tin 1 92
 Velvet, 8 oz tin 3 84
 Velvet, 16 oz. can 7 68
 Velvet, combination cs 7 95
 War Path, 5c 5 75
 War Path, 8 oz. 1 60
 Wave Line, 3 oz. 40
 Wave Line, 16 oz. 40
 Way up, 2 1/2 oz. 5 75
 Way up, 16 oz. palls 31
 Wild Fruit, 5c 5 76
 Wild Fruit, 10c 11 52
 Yum Yum, 5c 6 00
 Yum Yum, 10c 11 52
 Yum Yum, 1 lb., doz. 4 80

TWIN

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

VINEGAR

White Wine, 40 grain 3 1/2
 White Wine, 80 grain 1 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

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

Butter Plates

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

Wire End.

1 lb., 250 in crate 35
 2 lb., 250 in crate 45
 3 lb., 250 in crate 55
 5 lb., 250 in crate 65
 Churns
 Barrel, 5 gal., each 2 49
 Barrel, 10 gal., each 2 55
 Clothes Pins
 Round Head
 4 inch, 5 gross 50

14

4 1/2 inch, 5 gross 55
 Cartons, 20 2 1/2 doz bxs. 60
 Egg Crates and Filters
 Humpty Dumpty, 12 doz. 20
 No. 1, complete 40
 No. 2, complete 28
 Case No. 2, fillers, 15
 sets 1 35
 Case, medium, 12 sets 1 15
 Faucets
 Cork lined, 8 in. 70
 Cork lined, 9 in. 80
 Cork lined, 10 in. 90
 Mop Sticks
 Trojan spring 90
 Eclipse patent spring 85
 No. 1 common 80
 No. 2 pat. brush holder 85
 Ideal No. 7 85
 12 lb. cotton mop heads 1 45
 Palls
 2-hoop Standard 2 00
 3-hoop Standard 2 35
 2-wire Cable 2 10
 Cedar all red brass 1 25
 3-wire Cable 2 30
 Paper Eureka 2 25
 Fibre 2 40
 10 qt. Galvanized 1 70
 12 qt. Galvanized 1 90
 14 qt. Galvanized 2 10
 Toothpicks
 Birch, 100 packages 2 00
 Ideal 85
 Traps
 Mouse, wood, 2 holes 22
 Mouse, wood, 4 holes 45
 Mouse, wood, 6 holes 70
 Mouse, tin, 5 holes 65
 Rat, wood 80
 Rat, spring 75
 Tubes
 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 3
 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
 MICA
 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 81
 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



TEA
 Royal Garden 1/2, 3/4 and 1 lb. 40

THE BOUR CO.
TOLEDO, O.

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



White House, 1 lb. 100
 White House, 2 lb. 100
 Excelsior, Blend, 1 lb. 100
 Excelsior, Blend, 2 lb. 100
 Tip Top, Blend, 1 lb. 100
 Royal Blend 100
 Royal High Grade 100
 Superior Blend 100

16

Boston Combination
 Distributed by Judson
 Grocer Co., Grand Rapids;
 Lee & Cady, Detroit; Sym-
 mons Bros. & Co., Sagin-
 aw; Brown Davis & War-
 ner, Jackson; Godsmark,
 Durand & Co., Battle
 Creek; Fielbach Co., To-
 ledo.

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
Cleanser

Guaranteed to
 equal the
 best 10c kinds



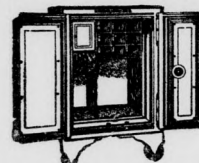
Apex Hams
 Apex Bacon
 Apex Lard
 Excelsior Hams
 Excelsior Bacon
 Silver Star Lard
 Family Pork
 Fat Back Pork

Prices quoted upon 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 cks toll 4 00
 Marselles, 1/2 box toll 2 10

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

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

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

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

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

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

We Manufacture
Public Seating
Exclusively

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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK BOSTON

PHILADELPHIA

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—At Jackson, Mich., all of the stock, goods, merchandise and fixtures of the drug business of W. W. Todd; also 5 year lease of present quarters at very low rental; location best in city. Robert A. Smith, Trustee in Bankruptcy, Carter Bldg., Jackson, Mich. 827

For Sale—Or possibly trade for Grand Rapids property. Good general store in Mason county's splendid fruit and farming section. Good established trade with clean, up-to-date stock invoicing from \$2,000 to \$3,000, with fixtures. For particulars address No. 826, care Tradesman. 826

"Homes of Florida." Sample free. Copy of booklet, "Florida Industries," 25c. Asco Publishing Co., Jacksonville, Fla. 821

Choice forty-acre tract in Florida's famous fruit belt. Bargain price quick sale. Easy terms to responsible party. Owner, Box 692, Jacksonville, Fla. 823

Wanted—A partner in a general merchandise store doing a cash business of \$35,000 a year. It will take five thousand dollars to buy half interest. The reason for wanting to sell half interest is I have two stores and it takes all my time at the larger store, doing a cash business of \$70,000 with a good live partner. Can clean up \$5,000 a year profit. Address Lewis Knudsen, Kenmare, N. D. 822

For Sale—The grocery stock of the late A. T. Thomas, together with lease on building. Enquire of Geo. I. Thomas, Owosso, Mich. 825

Partner Wanted—Active, working in manufacturing business; have stock worth several thousand, factory equipped with electric lights and steam; no experience; just good common sense and ambition needed; such a man can have half interest for \$2,500 spot cash; don't waste my time or yours unless you mean business and have the cash. Address E. Ellisworth, Mgr. Paint Dept., Marquette Co. Gas & Electric Co., Box 1273, Negaunee, Mich. 820

50c on the dollar buys a nice brick store and stock of general merchandise in good railroad town. Address No. 819, care Michigan Tradesman. 819

For Sale—Good paying meat market in good location. Excellent chance for the right parties. Good reason for selling. Brand & Wohlfeil, Three Rivers, Mich. 818

Laundry For Sale—In Southern Michigan town, 5,500 population; doing \$225 business per week in winter; \$250 in summer, running expenses very low; good equipment throughout. If you are looking for a moneymaking business investigate this plant. Good reason for selling. W. C. Lovejoy, Hillsdale, Mich. 817

For Sale—The only shoe, rubber, hat and cap stock in a town in Central Michigan. Rich farming country and finest class of goods sold. Address No. 816, care Tradesman. 816

If you wish to buy, sell or exchange any legitimate business of any kind, anywhere, consult our Business Chance Department. Its operation is national in scope and offers unexcelled services to the seller, as well as the buyer. Advantageous exchanges for other properties are often arranged. In writing, state fully your wants. The Varland System. Capital Bank, St. Paul, Minn. 814

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

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

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

Wanted—Clean stock of dry goods for cash. Must be cheap. Address No. 805, care Tradesman. 805

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

Are you looking for a buyer for your business or real estate? I bring buyers and sellers together. Write me to-day if you want to buy, sell or trade any kind of business or property. I can save you time and money. Established 1881. Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 369

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

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 or Exchange—A good large farm, 1/2 down, can take good country stock \$3,000 to \$4,000, balance cash. Address 801, care Tradesman. 801

Wholesale confectionery in live city of 25,000; established 3 years; last year's business nearly \$30,000; inventory about \$3,000; must sell account of previous business connections and failing health, possibly once in a year's time you have the opportunity of getting in on this class of business; investigate now; no agents. Address No. 800, care Michigan Tradesman. 800

For Sale—Factory plant, consisting of three two-story buildings, all connected, area 42,000 sq. ft., with 3 acres land; boiler, engine, heating apparatus; situated Adrian, Mich. Apply 1120 Penobscot Bldg., Detroit, Mich. 798

For Sale—A small up-to-date stock of men's clothing and furnishings. One of the best resort towns in the fruit belt of Northern Michigan. Write No. 797, care Michigan Tradesman. 797

For Sale—Bakery and restaurant; town of 1,500; good business. Reason for selling, have other business. Address Mrs. F. Arnold, Box 594, Chenoa, Ill. 796

For Sale—At once, dry goods store of L. W. Mills, Jr. & Co., Mason, Mich. Clean stock now of \$5,000 to \$10,000. Spot cash business. Best location in town. First floor and basement, size 33x80. Can be had at \$500 per year. Rare chance for right man. Reason for selling is that L. W. Mills, Jr., who has been running this branch store is needed with Mills Dry Goods Co., in Lansing, Mich. Write or come to Lansing, Mich., or Mason at once. 795

For Sale—The John Z. Evans Mfg. & Supply Co., located on main line of the C. B. & Q. R. R., also on the Wabash and M. & St. L. railroads, at Albion, Iowa. Fine display room and office. Roomy garage and well-equipped machine shop. We carry a line of automobiles and supplies. Manufacture Pitt cars and handle all kinds of mining equipment and supplies. Located in heart of the Iowa mining district. Subject to investigation. Address P. H. Hynes, Avery, Iowa. 794

For Sale—The Petoskey Home Bazaar at reasonable price. Sell for cost price. Good chance for man who wants to go into business and good location. Reason for selling, am going to leave the state. Good stock on the market. Call or write Simon Joseph, 314 Lake St., Petoskey, Mich. 792

For Sale—A 15-light F. P. gasoline lighting machine with fixtures; machine in perfect working order; price \$30. Address M. S. Taliaferro, Watseka, Ill. 789

For Sale—Established shoe business. Small stock. Low rent. Location: Mo-line, Illinois. Address Wynes Bros., Mo-line, Ill. 788

To Exchange—\$5,000 11-room house and barn for groceries or merchandise; need more stock. Address G. H. Christensen, De Witt, Iowa. 787

For Sale—A rare chance, high grade bakery, 20 miles from Grand Rapids. Business in splendid shape, increasing all the time. Just finished a \$4,000 home, the profits of 2 1/2 years' business. Positively the only bakery in the town. Good building, located next to city hall. Rent reasonable. Day work. Power mixer. Established 14 years. Population 2,200. Invoice \$2,500. Want to enter another line of business. Address No. 786, care Tradesman. 786

Look Here! We will buy all your old bags and burlap. Write us what you have. Pekin Co., Detroit, Mich. 804

For Sale—A good clean stock of shoes, etc. Good location. Brick store, low rent. A moneymaker for someone. Stock about \$2,000. Address Shoes care Tradesman. 803

For Rent or Sale—Splendid opening for hardware business in Northern Michigan town, on railroad. Fast improving farming country. Fourteen miles to nearest city hardware. Address H. Reinberg, McBain, Mich. 806

Becker, Minnesota; general merchandise stock, \$10,000 to \$12,000; population 300, mixed nationalities; good business point. Write L. Snow & Sons, Becker, Minn. 807

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—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

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

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

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—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

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 Campus. 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

Laundry Machinery For Sale—I have a quantity of second-hand laundry machinery which I have taken on a debt and will sell at a bargain. Machinery is in good condition and well cared for. Address Charles B. Carver, Elk Rapids, Mich. 810

A Gilt Edge Investment. Oil company just organized with immense possibilities for development of land in the Proven Field, Caddo Parish, La., which said field produced over 15,000,000 barrels of oil in 1912, and pronounced by the United States Government as one of the largest oil and gas fields in the Union to-day and only in its infancy. Company desires capital for drilling purposes. Stock \$30 a share and to be paid on installments. Officers of company endorsed by National Bank. A share of stock may make you independent for life. Opportunity of a lifetime. Company stands rigid investigation and this is a bona fide business proposition. Write for full particulars at once. Address 402 Codchaux Bldg., New Orleans, La. 812

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

J. L. McKennan, Omaha, noted merchandise auctioneer; twenty years devoted directly to selling stocks of merchandise; my reference will satisfy you. Home address Box 478, Omaha, Neb. 813

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

For Sale—A desirable stock of dry goods, groceries, shoes. Located in town of 1,400 population, Eastern Michigan. Investment \$6,000. Business good. Address No. 648, care Tradesman. 648

For 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

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

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

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

HELP WANTED.

Sales manager for reliable stock, bond and real estate investment security house. Must furnish references. American Securities Co., Jacksonville, Fla. 822

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

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 92

Farm For Exchange—Will trade a nice farm for stock of merchandise. 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—\$6,500 general merchandise in one of the best towns in State. Will take farm up to \$4,500. Address W. H., care Tradesman. 811

For Sale!

Stock of general merchandise inventorying \$6,500, including full and complete lines of

**CLOTHING
GROCERIES
DRY GOODS
BOOTS and SHOES
FURNISHING GOODS**

Fixtures inventory \$400.

Rent only \$11 per month.

Stock located in substantial railroad town in Kent County, surrounded by good farming district.

Will sell for cash or exchange for property in Muskegon.

**Michigan Tradesman
Grand Rapids, Mich.**

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, Feb. 24—Our genial conductor, Bob Richards, under embarrassing conditions, got into the lime light last week. He and Fred Edlund undertook to entertain Lloyd McGregor and show him the sights of Marquette after the electric lights are lighted, but Lloyd showed them that he didn't have to be shown, as he convinced Bob that he knew a thing or two about the entertaining business himself. Bob decided to steer the boys up to the opera house, which is leased to a high class vaudeville and moving picture show of a quite superior type. Bob, being a very modest and correct sort of a fellow, chose seats about the middle of the house, but Lloyd, being a fellow that's out for all the fun there is in it, wishing to forge ahead, took the lead away from Bob and steered to the front row. Fred Edlund, being easily pleased, followed suit. Bob sat in the middle. The particular stunt in vaudeville was "The girl in the moon." She swung out uncomfortably close to Bob, who was terribly embarrassed and the girl was quick to see it. She then sang a beautiful little love ditty to him, while Bob wished she was in—and then she threw a pink carnation to him. Not only Lloyd and Edlund, but the entire front of the house had the laugh on Bob, but poor Bob would have sold out for two cents. No more front seats for Bob, believe me!

L. C. Dingle, with the National Biscuit Co. in the copper country, is again on the sick list, we are sorry to say, but we hope and wish him a speedy recovery.

We were deeply pained on our visit last Thursday afternoon to the prosperous little village of Hubbel to find the village in deep gloom on account of the death during the noon hour of one of its most beautiful and promising young women, Miss Effie McDonald, daughter of Deputy Inland Collector, John R. McDonald. Two weeks ago she was in her usual good health and at her church, the Congregational, of which she had been a consistent member since childhood. She and her cousin, also a Miss McDonald, daughter of Donald McDonald, sang a beautiful duet, entitled Face to Face, selected by her as appropriate to the sermon which was taken from the text, 1 Cor. 13-12: "For now we see through a glass darkly, but then face to face. Now I know in part, but then shall I know even as I am known." Rev. Bagnall, her pastor, told me that never did he hear her sing so beautifully as she did that duet which it seems foreshadowed her death. Effie was a beautiful girl, beloved by all with whom she came in contact. She was educated in the Lake Linden public schools and graduated in the class of 1904. After completing her education here she went to Ann Arbor and attended the University of Michigan, from which she also graduated in 1908. For some time past she has been a teacher in the Osceola schools,

where she was popular with the faculty and loved by the pupils under her charge. Miss McDonald was an active member in the local chapter of the Order of Eastern Star, where her services will be very sadly missed. As before stated, she was an ardent worker in the church. On Monday evening, Feb. 10, she first complained and her physician diagnosed the ailment as pneumonia. The case took on an aggravated form and for ten days she lingered between life and death until Thursday when, amid the tears of loving friends, she passed away.

Ideals are like stars. You will never succeed in touching them with your hands but, like the seafaring man on the desert of waters, you follow them as your guides and thereby reach your destiny.

Arthur Sandberg, of Ishpeming, who for the past four years has most successfully represented the H. J. Heinz Co., has resigned his position to go back to his old and first love, the bakery business, having accepted a position with the Hilker & Bletch Co., a baker's supply house of Chicago. Art. will cover the large cities between Minneapolis and the coast. The position came unsolicited and we who know Art. believe that the Hilker & Bletch Co. has decided both wisely and well, as we believe that Art. will more than realize their expectations. Hope you'll come back to Michigan once in awhile, Art., and see us. We certainly wish you a full hatful of luck!

Now here's another sample of what we have in Cloverland: We have a lady right here in Marquette who is making a great success of raising peaches. The quality is excellent and the size large. We also have a lady at Manistique, Mrs. Inez Passenheim, who, during the past week, has been presenting to her friends beautiful samples of fine ripe, fully matured oranges. They differ from the California crop in that the Manistique product is not frosted. You people in the Lower Peninsula who think this is a land of ice and snow, sit up and take notice. You have nothing on us at all when you come to conditions of climate. When we want a real freeze-to-death experience, we find ourselves obliged to go down to Detroit or Chicago. This is no jolly!

The D., S. S. & Co. has been so good to us in granting us nearly everything we ever asked for we, indeed, dislike calling attention to a needed improvement at Newberry. We visited that busy little village two weeks ago and while there our attention was called, officially, to the conditions at the depot. This is a nice little concrete depot, but so small that it is entirely inadequate to the needs of the place. There is only one waiting room, 20x20, less a toilet room, 5x10, cut off the waiting room. There is seating capacity for only fourteen people and while I was awaiting the morning train coming north, I counted thirty-four people in the room. There were only two ladies, because the remaining ladies were out on the platform taking in the bracing ozone, as the day was

cold and the train late. Of the remaining thirty-two people in the waiting room, 75 per cent. were intoxicated foreigners, all men, and at one time three of them were in the toilet room and one of them making use of the toilet with the door open. With a deep sense of shame, I closed the door myself. We sincerely hope that the D., S. S. & A. Railway will take this matter up at once by enlarging the waiting room facilities by about four fold, making proper provision for ladies so that they will not be forced into the unwelcome society of drunken foreigners.

Ura Donald Laird.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 24—There is certainly a little more "comfortable" feeling in the spot coffee market and orders and enquiries have come in with quite satisfactory frequency. Quotations are rather above the views of roasters and they are inclined to watch the option market rather than run any chances. At the close Rio No. 7 is worth in an invoice way 12½¢. In store and afloat there are 2,530,035 bags, against 2,514,856 bags at the same time last year. Milds seem a trifle weak, with good Cucuta 15c.

Refined sugar has had a rather quiet week, although the reduction to 4.25 has probably stimulated trade to some extent. Withdrawals have been quite free and the future seems hopeful.

Teas have been in moderate request and no one variety seems in special demand. Prices are without particular change.

Rice is steady. Buyers are taking only enough to do business with in individual cases, but the orders have been numerous. Reports from the South indicate great strength, but it is a question how long prices can be held up if the demand sags. Prime to choice domestic, 5½¢@5½¢.

Spices have sold fairly well and quotations appear to be well sustained. Stocks are moderate. A hundred tons of pepper were among the sales reported.

Molasses is rather quiet as the season approaches its end. Quotations are practically without change—good to prime centrifugal, 35¢@40¢. Syrups are steady and unchanged.

It is becoming more and more evident that strictly standard 3s tomatoes at 80c are pretty well cleaned up, and if there is any urgency to sell at this figure, the goods are regarded with suspicion. Low grade peas are offered freely, but buyers are slow to take advantage of the situation. Fine grade are apparently not very plentiful and quotations are strong. String beans and other goods moving in the usual ruts and there is no change in the entire list.

Top grades of butter are down a peg. Creamery specials are quoted at 35¢@35½¢ and are hardly steady at this. Firsts, 32½¢@34c, and the same for held extras; process, 25¢@26½¢; imitation creamery, 24¢@24½¢; factory, 32¢@23c.

Cheese is steady, with whole milk still quoted at 17½¢@18c.

Eggs are slightly higher for desirable stock. Best Western, 22¢@24c, and from this down to 20c for fresh-gathered firsts.

Poultry, Butter and Egg Men to Meet.

Mason, Feb. 25—The tenth annual convention of the Michigan Poultry, Butter and Egg Association will be held at the Hotel Griswold, Detroit, March 6 and 7.

You will note that the officers and Executive Committee have spared neither time nor money to make this the greatest convention that the Association has ever held, and I want to call your attention especially to the meeting at 10 o'clock on Friday morning which is set aside for general business and discussions.

Never was it more necessary for us to have a live State organization than it is at the present time. With the different matters coming up before the Legislature which are detrimental to our interests, the attitude of the railroads, etc., we must all put our shoulders to the wheel and make our Association one which we may all be proud of.

Without your assistance, the officers and Executive Committee can do nothing. Take a couple of days off and attend this meeting and do not forget to bring two or three new members with you. It will pay you.

The programme arranged for is as follows:

Thursday Afternoon.

Address of Welcome—Hon. Oscar B. Marx, Mayor of the city of Detroit. Response—F. A. Johnson, President Detroit Butter and Egg Board. Address of the President—B. L. Howes, Detroit.

Report of Secretary and Treasurer—Jerome E. Waggoner, Mason.

Address—W. F. Preibe, Chicago, Chairman of Transportation Committee, National Poultry, Butter and Egg Association.

Address—Chas. E. McNeil, Chicago, Secretary National Poultry, Butter and Egg Association.

Banquet at 6 o'clock.

Friday Forenoon.

General Business Meeting.

Reports of Committee.

Discussion on various matters.

Election of officers.

Friday Afternoon.

Address—J. W. Helme, State Dairy and Food Commissioner.

Address—J. O. Linton, Poultry Department Michigan Agricultural College.

Address—H. M. Lamon, Bureau Animal Industry U. S. Department of Agriculture.

Address—W. A. Brown, Veterinary Director - General, Department of Agriculture of Canada.

Jerome E. Waggoner, Sec'y.

BUSINESS CHANCES.

Potatoes, butter and eggs for sale to merchants. Quote price offered your station. J. W. Aldrich, Falmouth, Mich. 829

For Sale—Our stock, consisting of groceries, dry goods, shoes, men's furnishings, hardware and farm implements; also buildings and grain elevator in connection. Good lively town and farming section. Stock about \$10,000. Good reason for selling. V. Thomsen & Co., Trufant, Mich. 828

Tea Talks---No. 2

This is what has been handed down to us on the discovery of Tea in Japan.

Many centuries ago in Old Japan a holy man lived in the shadow of Fujiyama, its sacred mountain. He devoted all his hours to holy work. Passing to his shrine one day he discovered a strange new plant, he plucked a leaf, inhaled its fragrance, tasted it and was immediately refreshed. He brewed a delicious drink from the leaves and since that eventful day TEA has become a healthful, invigorating beverage and a household necessity.

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

THE TEA HOUSE

Judson Grocer Company

Direct Importers

Grand Rapids, Mich.



Won Its Favor Without a Flavor

Next to the fact that it is made of the whole wheat and in biscuit form the strongest talking point about

Shredded Wheat Biscuit

is the fact that it is not flavored, seasoned, treated or compounded with anything. It is a natural, elemental food, made in such a way that the consumer may flavor it or season it to suit his own taste. Flavored cereals usually deteriorate in the market. Being made of nothing but the whole wheat grain, nothing added, nothing taken away, Shredded Wheat will keep fresh in any clime any length of time.



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.

Consumers are Wedded to the

Hart Brand Canned Foods

Because Quality is Always Notable

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

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

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

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

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

Overalls ^{of} Quality



No. 176

Wabash Stripe

cut from

**Germania Gold Medal
Indigo Drill**

Stifel's Genuine Pure Indigo Cloth is the best cloth made for Indigo Drill Overalls and Coats and has stood the test of time.

It will not fade or change color in washing, is guaranteed not to tear or break in the white stripes or figures and is unsurpassed in permanency of color and wearing qualities.

No other grade has the same brilliancy of blue, clearness of white, durability of color and strength of fabrics. No other grade will give yourself or your trade the same satisfaction.

They are Gold Medal goods, have been on the market for more than 70 years and have been the recognized standard of quality during all that time.

The genuine now has the name, "Stifel's" stenciled in white on the back of the cloth.



CONSTRUCTION

Full pantaloon cut with extra large and full bib and a very high waist with two button opening on side. Also extra wide legs and thigh, with deep crotch and saddle seat.

All seams are flat felled and double stitched throughout with best six cord thread, and there are no raw edges. Has two large deep front swing pockets made of 28 inch 250 fine yarn Pepperell drill. Combination watch and pencil pockets on bib, one rule pocket and two unusually large and roomy double stitched hip pockets. Has silesia lined fly, re-inforced waist band and all points of tension are thoroughly stayed. Heavy anchor brass buttons and riveted flexible brass fly buttons and all button holes are worked on Reece B. H. machines. Has watch-chain button-hole on bib.

The Ideal Special Detachable Elastic Railroad Suspender, made of extra heavy 2 inch cushion web, with crome tan button-holes and calf leather back piece, which is used on this garment, is made up according to our own specifications, and is by far the best Railroad Overall Suspender on the market.

SAMPLES SENT PREPAID



No. 110

Iron Man

cut from

**Otis: 220 Fine Non-
Shrinkable Indigo Denim**

Denims to be entirely satisfactory must at all times be made of good quality and long staple cotton, and should be selected with a view to permanency of color, prominence of twill, smoothness and evenness in construction, and be of standard strength. All these requisites are necessary to produce the wearing qualities which are expected and required of such fabrics.

Otis Denim is a New England Fabric and a brand with which the retail merchant and housewife has been perfectly familiar for years. We selected this denim after carefully comparing it with others, and are firmly convinced, that it is the best plain denim that is manufactured to-day, and we know that it will give satisfactory service to the wearer.

THE IDEAL CLOTHING CO.
GRAND RAPIDS

Wholesale Manufacturers of High Grade Work Clothes

